

DC METRO

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

MIKE

AUBREY

No-Nonsense Success

AGENT SPOTLIGHT
SHARI GRONVALL

RISING STAR
KERRI MURPHY

PARTNER SPOTLIGHT
CHAMPION, MBH, & DISTRICT TITLE

**MAY
LUAU
PHOTOS**

JULY 2024



- ✓ Chimney Inspections
- ✓ Chimney Sweeps
- ✓ Chimney Restoration
- ✓ Masonry Repairs
- ✓ Dryer Vent Cleanings
- ✓ Patios & Walkways



We're a Proud Partner of
the Montgomery County
Humane Society.
You can help make
a difference!



DONATE TODAY



CONTACT US TODAY!

301-960-5664
info@chelseaschimney.com
ChelseasChimney.com



CSIA Certified Technicians | 400+ 5-star Google reviews | Licensed & Insured



100% UP TO \$1 MILLION MEDICAL PROFESSIONAL & ATTORNEY LOAN PROGRAM

Program highlights include:

- Up to 100% Loan for Single Family Homes & Condos ¹
- Available for purchase or rate/term refinance
89.99% to \$2,000,000
- Medical school debt that is deferred or in forbearance
is not a prohibitive factor for loan qualification ²
- Employment for the Doctor may begin up to 90
days after loan closing
- All holders of JD (Juris Doctorate) degrees who
are actively practicing licensed attorneys
- No mortgage insurance required
- Primary residence only
- Special terms for medical residents

¹ Lower LTVs available for loans above \$1,000,000.

² Medical school debt at least 12 months deferred or in
forbearance after loan application date.



Tina Del Casale
C: 301.523.1893

Mortgage Banker | NMLS# 191852
TDelCasale@sandyspringbank.com



APPLY NOW at **SSBTina.com**

Loan programs subject to change without notice and cancellation at any time. Please consult a Sandy Spring Bank mortgage banker for specific details. This is not an offer of credit or commitment to lend. Actual loan qualification is subject to verification and approval of income, credit, property appraisal, and other factors. Additional fees, terms, and conditions may apply. Adequate property insurance required. Sandy Spring Bank is a Maryland corporation headquartered at 17801 Georgia Avenue in Olney, Maryland 20832. As a residential lender we provide mortgage financing in the metropolitan Washington D.C. and greater mid-Atlantic markets. Other rates and terms are available. Member FDIC. Equal Housing Lender. NMLS# 406382. Sandy Spring Bank, the SSB Logo, and From here. For here. are registered trademarks of Sandy Spring Bank. Copyright 2021 Sandy Spring Bank. All rights reserved.

TABLE OF CONTENTS



06

Index of Preferred Partners



08

Meet the DC Metro Real Producers Team



14

Legal Hotline: Estate Planning and Real Estate



18

Photos from Our May Luau



24

Partner Spotlight: Champion, MBH, & District Title



30

Agent Spotlight Shari Gronvall



36

Rising Star: Kerri Murphy



42

Cover Story: Mike Aubrey



50

Top 250 Standings



DC Metro Real Producers
@realproducersdcmetro



DC Metro Real Producers
@realproducersdcmetro

Cover photo courtesy of **Ryan Corvello Photography**.



If you are interested in nominating REALTORS® to be featured in the magazine, please email Wendy@kristinbrindley.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the DC Metro Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



To view our magazine online, visit dcmetrorealproducers.com and look for "magazine" or scan this QR code.
(Password: connectheredcrp!)

@realproducers

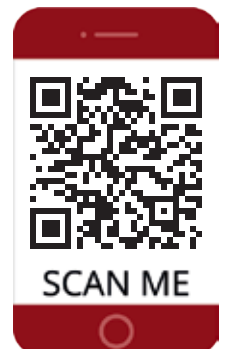


Mid-Atlantic Custom BuildersSM

(301) 321-8323

midatlanticbuilders.com/custom-homes

Luxury Custom Homes Available in Bethesda and Chevy Chase





This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CHARCUTERIE

Curds & Cuts
(301) 674-0501
CurdsandCutsDMV.com

CHIMNEY SERVICE/REPAIR

Chelsea's Chimney
(301) 583-6501
ChelseasChimney.com

CLEANING SERVICE

All Neat Inc.
(202) 413-0643
AllNeat.com

Fresh Home Cleaning
(240) 855-7268
Fresh-HomeCleaning.com

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

DJ/ENTERTAINMENT SERVICES

Gold Event Group
(301) 613-1676
GoldEventGroup.com

DOWNSIZING/ ESTATE SALES

Caring Transitions, Inc.
(443) 995-7367
CaringTransitionsRockville.com

FINANCIAL PLANNING

Socium Advisors
(203) 848-4870
Tripp-Kelly.com

FLOORING

AG Floors
(301) 984-7469
AGFloors.com

Floormax
(301) 206-2200
FloormaxFloors.com

HOME BUILDER

Mid Atlantic Custom Builders
(301) 231-0009 x302
MidAtlanticCustomHomes.com

HOME INSPECTION

DS Home Inspection Services
(240) 910-0896
DSInspections.com

Sentinel Inspections

(301) 832-2682
SentinelHI.com

HOME RENOVATION

Curbio
(810) 300-9432
Curbio.com

HOME REPAIR & RENOVATION

BOSSCAT
Wes Poole
(615) 445-7480
wes.poole@bosscahome.com

HOME WARRANTY

Cinch Home Services
(410) 562-6695
CinchRealEstate.com

INSURANCE

Goosehead Insurance
Jennifer Lindsay
(202) 558-0530
JenniferLindsayInsurance.com

INTERNATIONAL & LOCAL MOVING/SHIPPING

Shipping Solutions Worldwide
(301) 926-3600
ShippingSolutionsWorldwide.com

JUNK REMOVAL

123JUNK
(703) 956-1415
123JUNK.com

LANDSCAPING SERVICES

Hunter's Property Maintenance
(301) 579-8763
HPMmaintenance.com

MARKETING SOLUTIONS

My Marketing Matters
(301) 590-9700
MyMarketingMatters.com

MOLD REMEDIATION

Mold Gone
(240) 970-6533
MoldGone.net

MORTGAGE

Citizens Bank
Megan Holeyfield
(703) 357-7090
Lo.CitizensBank.com/MD/Bethesda/Megan-Holeyfield

CrossCountry Mortgage
Richard Early
(301) 332-2184
CrossCountryMortgage.com/Rockville-MD-2726/Richard-Early/

LoanSteady
Melissa Rich
(703) 927-2626
LoanSteady.com

Primary Residential Mortgage, Inc.
Aaron Matty
(443) 375-6466
PrimeRes.com/AMatty

Sandy Spring Bank
Tina Del Casale
(301) 523-1893
SSBTina.com

Shore United Bank
Paul Deibler
(240) 651-6955
PDeibler-ShoreUnited1.MortgageWebCenter.com

TD Bank
Scott Lindner
(856) 533-1807
TD.com/US/EN/Personal-Banking

U.S. Bank
Pat Bowman
(301) 641-3436
Mortgage.USBank.com/md-rockville-pat-bowman

MOVING / STORAGE

Bargain Movers
(301) 685-6789
BargainMoversInc.com

Interstate Moving & Storage
(703) 226-3279
Moveinterstate.com

Moyer & Sons Moving & Storage
(301) 869-3896
MoyerAndSons.com

Perry Moving, LLC
Sam Perry
(410) 799-0022
perrymoving.com

Town & Country Movers
(301) 670-4600
TownAndCountryMovers.com

OUTDOOR DESIGN

Garden Wise
(202) 543-3422
www.gardenwise.co

PAINTING SERVICE

J & J Painting Services, LLC
(703) 593-7587
JandJPainting.co

PHOTOGRAPHY

Ryan Corvello Photography
(757) 685-2077
CorvelloPhotography.com

PROPERTY MANAGEMENT

Streamline Property Management
(301) 237-4950
StreamlineManagement.com

RELOCATION SERVICES FOR SENIORS

Caring Transitions, Inc.
(443) 995-7367
CaringTransitionsRockville.com

REMODELER

Renovation Sells
(202) 705-0766
renovationsells.com/dc-metro

SENIOR MOVE MANAGEMENT

Moyer Move Management
(301) 685-7900
MoyerMoveManagement.com

Town & Country Move Management
(202) 997-3324
TownandCountryMovers.com/Move-Management

STAGING

Moyer Staging + Design
(301) 685-7900
MoyerMoveManagement.com/Services/Staging/

Preferred Staging, LLC
(703) 851-2690
PreferredStaging.com

Town & Country Staging
(800) 683-6683
TownAndCountryMovers.com/Staging

TITLE COMPANY
MBH Settlement Group
(703) 277-6806
MBH.com

Stewart Title and Escrow
(202) 838-2053
Stewart.com/en/markets/mid-atlantic.html

VIDEO SERVICES

HD Bros
(833) 437-4686
HDBros.com



SPEEDY RENOVATIONS, STELLAR SALES

Introducing Floors4Realtors

Are you looking to elevate your real estate game and sell homes faster? Look no further than Floors4Realtors — Floormax's new dedicated division for real estate agents and Realtors®! Our team offers the largest in-stock inventory of flooring options in the area, ensuring fast turnaround on flooring and painting services to enhance your listings' appeal. Partner with Floors4Realtors to expedite sales without compromising quality. Don't let subpar services hold you back — trust Floors4Realtors for prompt solutions.

www.Floors4Realtors.com
(301) 206-2200

MHIC #41515
Fully Licensed and Insured

MEET THE DC METRO REAL PRODUCERS TEAM



Kristin Brindley
Publisher



Wendy Ross
Operations Manager



Lexy Broussard
Sales Manager



Ryan Corvello
Photographer

Scan the QR
code to view the
rest of the Kristin
Brindley Team.



Make Sure
Your Buyers
Dream Home is
Safe & Healthy!



**10% MILITARY
DISCOUNT**

We appreciate our heroes and would
like to offer a special discount to all active
duty and veteran armed forces members.



CALL TO SCHEDULE YOUR SERVICE TODAY!

240-970-6533

mike@moldgone.net • moldgone.net

2508 Locustwood Pl, Silver Spring, MD 20905
FAMILY-OWNED • NON-FRANCHISED



MIKE MULIERI
President

TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Dec. 31, 2023

RANK	NAME	OF	BUYING \$	BUYING \$	SALES \$	TOTAL \$
1	Michael W. Smith	100	\$1,000,000	\$1,000,000	\$1,000,000	\$3,000,000
2	Christopher Smith	100	\$1,000,000	\$1,000,000	\$1,000,000	\$3,000,000
3	Robert J. Smith	100	\$1,000,000	\$1,000,000	\$1,000,000	\$3,000,000
4	Christopher Smith	100	\$1,000,000	\$1,000,000	\$1,000,000	\$3,000,000
5	Christopher Smith	100	\$1,000,000	\$1,000,000	\$1,000,000	\$3,000,000
6	Christopher Smith	100	\$1,000,000	\$1,000,000	\$1,000,000	\$3,000,000
7	Christopher Smith	100	\$1,000,000	\$1,000,000	\$1,000,000	\$3,000,000
8	Christopher Smith	100	\$1,000,000	\$1,000,000	\$1,000,000	\$3,000,000
9	Christopher Smith	100	\$1,000,000	\$1,000,000	\$1,000,000	\$3,000,000
10	Christopher Smith	100	\$1,000,000	\$1,000,000	\$1,000,000	\$3,000,000

Over 70% of
Top Producers
on this list
work with...

my marketing matters
design | print | mail

Scan Here To
Get Started Today!

mymarketingmatters.com | 301.590.9700

A MOVER TAILORED TO YOUR HIGHEST STANDARDS.



Moyer & Sons
MOVING & STORAGE, INC

moyerandsons.com

PUBLISHER'S NOTE

DC Metro Real Producers,

As we step into July, let's take a moment to celebrate not only the summer vibes but also the spirit of independence. It's a month of fireworks, barbecues, and red, white, and blue as we come together to honor Independence Day.

But beyond the fireworks, July is also a time to reflect on the essence of freedom and independence in our lives. It's about cherishing the liberties we hold dear and striving to uphold them for all.

We can not wait to see you all again in the fall for our next big event! Stay tuned for more details.

A huge shoutout to our newest preferred partners, **Garden Wise**, **DS Home Inspection Services**, and **Shipping Solutions Worldwide**! We're thrilled to have them on board

and can't wait to see what amazing things we'll achieve together.

As we bask in the warmth of July, let's keep this quote in mind: "Freedom lies in being bold." Let's embrace boldness in our pursuits, our relationships, and our contributions to the world.

Here's to a July filled with joy, unity, and the sweet taste of freedom. Happy Independence Day to our friends, and happy July to all!



Kristin Brindley
Owner/Publisher
DC Metro Real Producers
313-971-8312
Kristin@kristinbrindley.com
DCMetroRealProducers.com



Exceptional Home Inspection Services

including Asbestos, Mold, and Radon Inspections



- Digital Reports Delivered **Same Day**
- We don't just send one inspector to your home, **we send multiple**. Each expert focuses on a specific area.



**QUESTIONS?
GIVE US A CALL!**
844-321-4247
sentinelhi.com

RYAN CORVELLO PHOTOGRAPHY



Real Estate & Lifestyle Photographer
in Maryland, D.C., and Virginia

Fusion Photography
2D and 3D Floor Plans
Agent and Team Portraits

corvellophotography.com • ryancorvello@gmail.com • 757-685-2077

PRINT IS STILL ALIVE.



Celebrating two decades of print excellence,
now 800 niche magazines strong (and counting).



STROLL. Greet. REAL PRODUCERS. ELOCAL. hyport.

Meet Our Lead Stagers



Robin Edgemon, ASP
Staging + Design Manager

Robin is an Accredited Staging Professional with eighteen years of experience in residential and commercial staging and event design and production. Robin's event design and production career led to a natural transition into staging and design. She possesses a unique ability to convert ordinary, or even challenging, spaces into fresh, inspiring, and exciting environments. Whether staging for sale or helping clients reinvent their living space, Robin approaches each project with creative energy and the desire to exceed the client's expectations.



Raquel Orsini, C.I.D.
Staging + Design Manager

As a Certified Interior Decorator, Raquel decorates in all styles, traditional to modern, based on clients' tastes and preferences. From working in residential design to owning her own decorating business, Raquel's experience creating design concepts and managing all aspects of a home redesign naturally informs her approach to staging. Raquel treats each design as if she is a set decorator for a film, creating rooms that tell a unique story. Whether staging or redesigning, the results are finished spaces that are beautiful, functional, and inspiring.

DESIGN • REINVENT • INSPIRE moyermovemanagement.com/staging • 301-685-7900



Luxurious Events

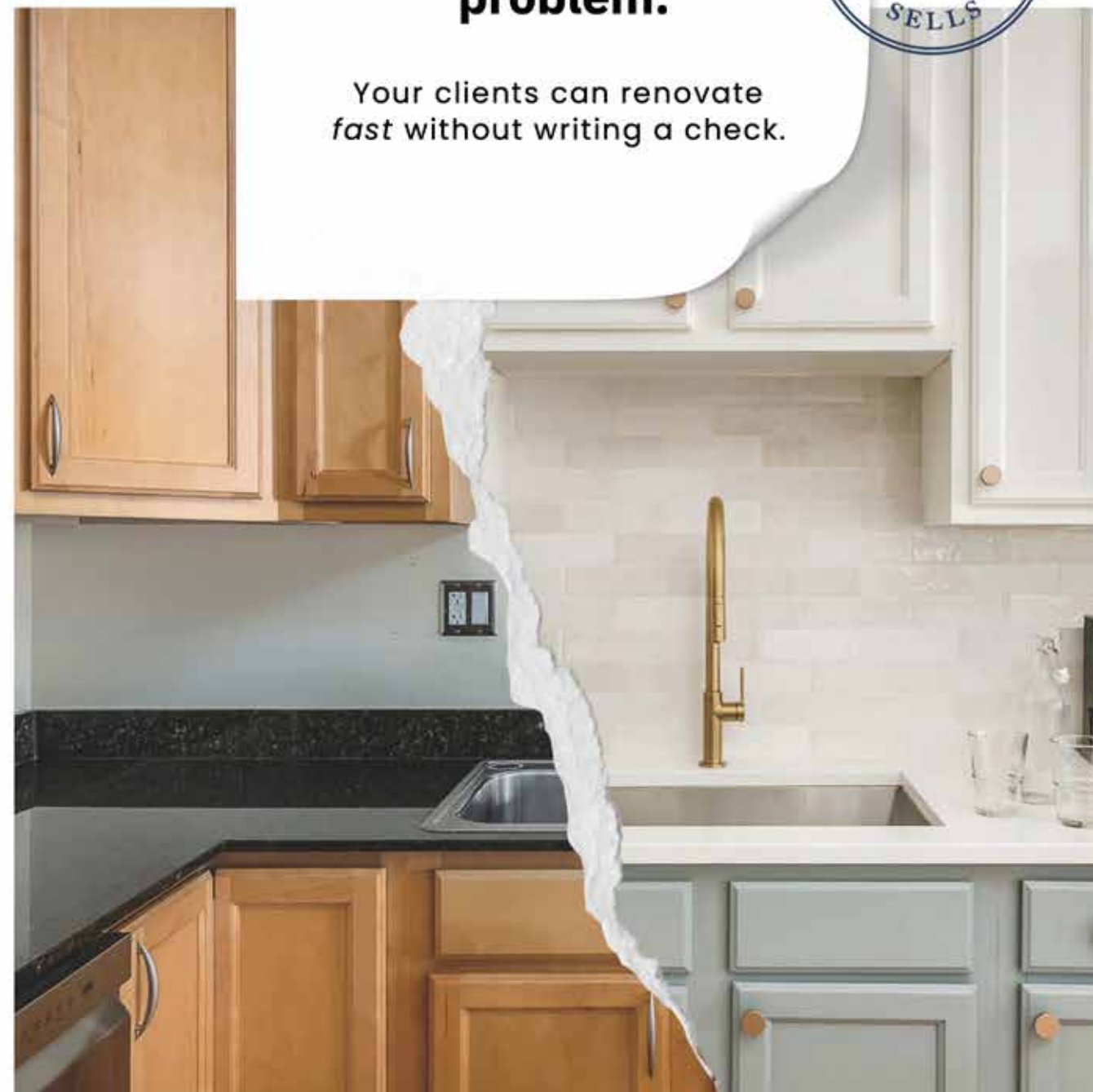
SCHEDULE TODAY AND LET'S MAKE YOUR
EVENT THE TALK OF THE TOWN

(301) 613-1676
GoldEventGroup.com

*Design, Construction,
Financing*

**No budget, no
problem.**

Your clients can renovate
fast without writing a check.



**Philip Popo &
Michael Washington**
Renovation Sells DC Metro



renovationsells.com/dc-metro
(240) 521-4634
ppopo@renovationsells.com
mwashington@renovationsells.com



ESTATE PLANNING & REAL ESTATE

► legal hotline

By Jeff Darrah, Esq.

Many individuals find themselves delaying estate planning as it can seem daunting, or they think they may not have the assets to make it worthwhile. The purchase of a home, however, often motivates individuals to start the process. Having such plans in place has important legal and financial implications and provides one with confidence that their loved ones and legacy are well taken care of.

One simple form of estate planning in real estate involves the use of a deed to designate a co-owner with the “right of survivorship” so that if one owner were to pass away, the survivor would gain the decedent’s legal interest in the real property immediately upon their death. An advantage of this process is that the transfer of interest does not require going through the formal probate process, which can require time and cost. Many states also permit

exceptions so that spouses and certain family members can add and remove each other from their deeds without paying the standard recordation or transfer taxes.

A Transfer on Death (TOD) Deed is another option for estate planning via deed. These are often utilized by individuals in lieu of a will. A TOD deed is a unique tool that permits a homeowner to avoid probate by designating an individual to receive title to their property once they die. The TOD deed typically is required to be revocable (the homeowner can change their mind before they die) and recorded in the land records of the state the property resides in before the homeowner dies. The homeowner can typically name one or more beneficiaries as they wish and determine the manner by which they will hold title to the property (Ex. tenants in common or joint tenants

with the rights of survivorship). TOD deeds are currently recognized in DC and Virginia but not in Maryland.

Many individuals utilize a last will and testament (will) in their estate planning. Everyone leaves an estate when they die, and a will can be used to decide who will receive your real (and other) property. If an individual dies without a will, their state intestacy law will make this determination. Typical intestacy laws provide that spouses and children will inherit first, followed by other relatives, if needed. It’s important to note that estates are subject to claims by creditors and can be subject to taxation if they are large enough.

Estate planning can also involve the use of trusts. In a trust, a trustor provides another party (the trustee) the right to hold title to property for the benefit of another. Trusts are legal entities with their separate and unique rights, like that of an individual or a company. Trusts are

commonly used to offer legal protection for the trustor’s assets and determine by which means they are distributed. The benefits of trusts include their use in estate planning, tax savings, and privacy. Other advantages include the avoidance of probate and the risks of creditor’s claims. Trusts are highly versatile and come in many categories. A testamentary trust (or will trust), for example, allocates assets at the grantor’s death.

It’s important to note that it is never too early to start the process of estate planning. When done properly, estate planning can minimize taxes, protect property from creditors, and allocate assets to others without unnecessary burdens. Seeking to engage in estate planning in any form typically involves complex determinations and paperwork requiring the trusted advice of a professional in this field. Those interested are advised to seek out the services of a respected local estate planning attorney or company.



Jeff Darrah is a licensed real estate attorney with District Title, part of the MBH Settlement Group, which has a specialization in investor and commercial transactions. When Jeff is not at the closing table, you will likely find him volunteering for his local foundation focused on the preservation of historic buildings and open spaces.

WE’LL HELP YOU BE A REALTOR SUPERHERO

When you work with the experts at Caring Transitions, you’ll look like a superhero to your real estate clients.

From relocation/move management to estate sales, and liquidations to clearouts, we’ll do all the work needed to get your listing ready faster and easier with one point of contact.

- Downsizing
- Space Plans
- Senior Move Management
- Liquidations
- Clear Outs
- Estate Sales

CTBIDS ONLINE AUCTIONS!

Let us do all the work - from packing and organizing to photos and descriptions, we’ll liquidate your client’s home stress-free.



John Moreira
Rockville@CaringTransitions.com
301.683.7363
CaringTransitionsRockville.com



**Providing
Transitions and
Estate Sale Solutions
to over 200 clients
in 2.5 years!**



HD BROS

REAL ESTATE MARKETING
MADE EASY

VIDEO PRODUCTION.
REAL ESTATE MEDIA.

IT'S TIME TO UPGRADE.

Are you ready to take your marketing to new heights? Unlock the potential of your brand with our creative, memorable, and high-quality content that leaves a lasting impression. Empower your brand identity and media strategy today! Connect with our team to discuss branding strategies and elevate your social media presence for exponential growth.

SAVE \$100 ON LISTING CONTENT!

Set up a call using the QR code to redeem credits.

Trusted House Cleaning

Serving the DC Metro area, MD, and VA for over 20 years

"I can't recommend All Neat, Inc enough. As a realtor, their attention to detail and quick turnaround time have been a game-changer. They consistently deliver sparkling results, no matter the property size. They've become an invaluable part of my team, ensuring every showing is a success!"
- Rochelle Ruffin

Satisfaction Guaranteed • Hassle-Free Experience • Professional Crew
High-Quality Solutions • Flexible Scheduling • Customer Support

CALL TO BOOK!

(301) 949-2499 (o) | (202) 413-0643 (c) **Elisa Breeden, Owner**

YOUR HOME WARRANTY EXPERTS

When things break down, we step up.

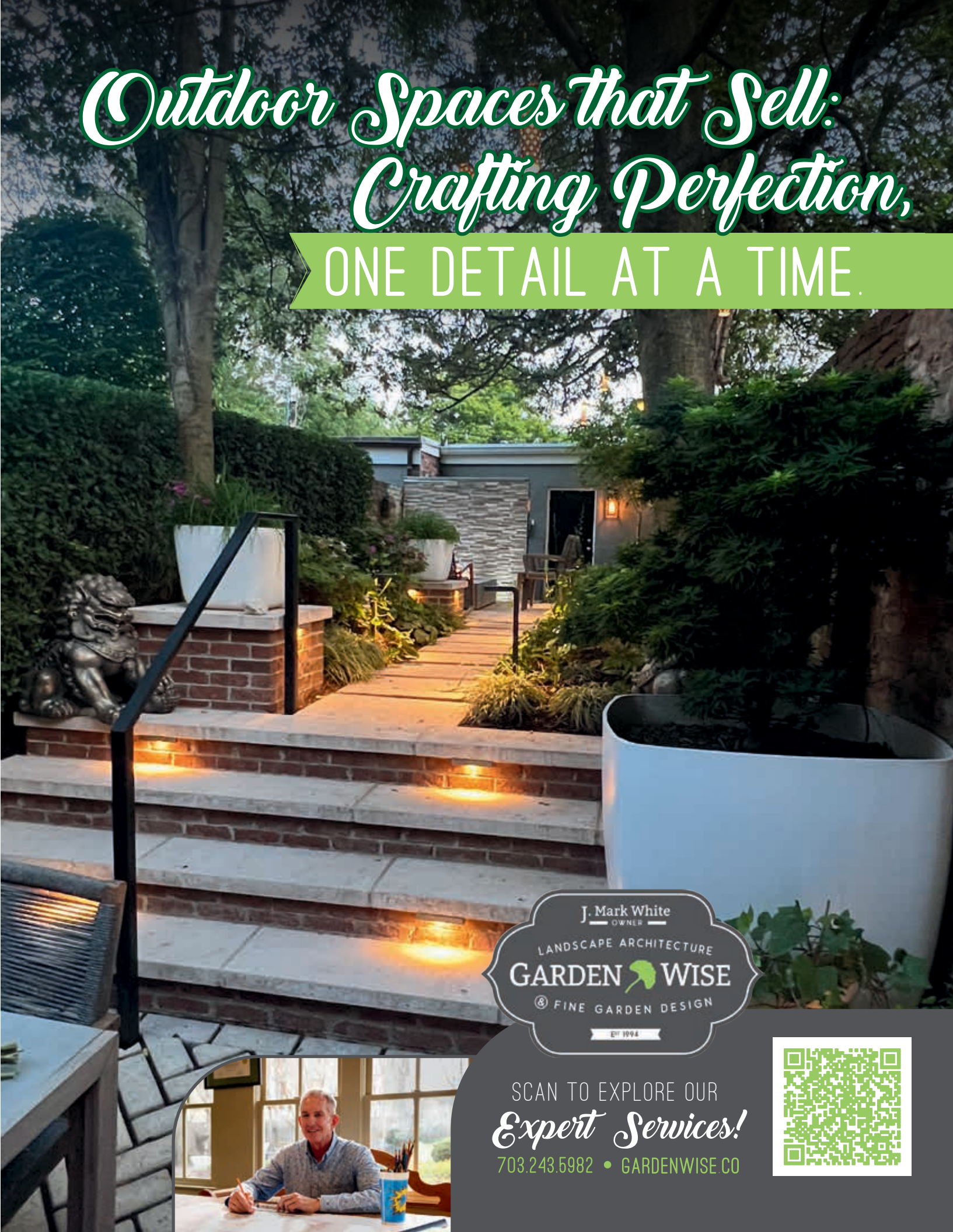
CLAIMS PAID
\$1 BILLION+
OVER 6 YEARS

Contact your local account executive and scan QR code to download their brochure:

Donna Baker
(410) 562-6695
dobaker@cinchhs.com

cinchrealestate.com | (800) 247-3680

©2023 Cinch Home Services, Inc. All rights reserved. Cinch is a registered mark of Cinch Home Services, Inc.



*Outdoor Spaces that Sell:
Crafting Perfection,
ONE DETAIL AT A TIME.*

J. Mark White
OWNER

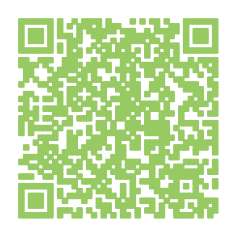
LANDSCAPE ARCHITECTURE

GARDEN WISE

FINE GARDEN DESIGN

EST. 1994

SCAN TO EXPLORE OUR
Expert Services!
703.243.5982 • GARDENWISE CO





DC Metro
Real Producers

Summer Luau

MAY 14, 2024

DC Metro Real Producers, you really know how to kick back and have fun! Thank you to our community who joined us at our Luau on May 14th at 8605 Potomac School Ter, Potomac, MD 20854. It was an event to remember; we loved connecting with all of you over delicious Hawaiian food, festivities, and cocktails!

A special thank you to our valued sponsor, **Luis Cardenas of Bargain Movers** — the success of this event was made possible because of you! We also want to thank **Hawaiian Entertainment & Catering Company** for providing delicious food for the evening.

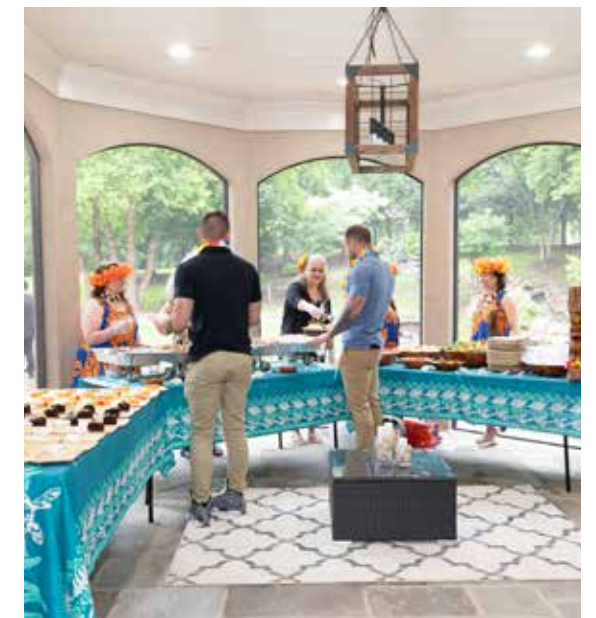
The night was brought to life with mesmerizing performances by talented Hawaiian luau dancers, whose graceful movements and traditional attire transported us straight to the islands. The excitement didn't stop there—our crowd was dazzled by a spectacular fire eater whose daring feats left everyone in awe.

We also want to extend our heartfelt gratitude to our Ryan Corvello and HD BROS for stunning the photos and video. Your efforts in capturing the essence and joy of the evening ensure that we can relive these moments for years to come.

Events like these are not just about fun; they're about fostering connections within our community. We loved seeing old friends and making new ones, all while enjoying a fantastic evening together. The bonds we create at these gatherings are what make our community so special.

We look forward to seeing you again at our next big event! Mahalo!

For more information on all DC Metro Real Producers events, please email us at info@dcmetrorealproducers.com.





DO YOU WANT A SEAMLESS MOVING EXPERIENCE?

BARGAIN MOVERS has been making real estate agents look great for over 40 years! Customer satisfaction is our #1 priority!

★ Residential & Commercial
★ Packing & Materials
★ Custom Requests

★ Last Minute Specialists
★ Free In-Home Estimates
★ Local & Long Distance

SCAN THE CODE FOR AN INSTANT QUOTE!

GIVE YOUR CLIENT

\$150 OFF

WITH THIS COUPON

7579 RICKENBACKER DR
GAITHERSBURG, MD

301.685.6789

BARGAINMOVERSINC.COM

Options for your needs to buy, build or borrow

Jumbo mortgage options for your higher-limit needs

WHEN YOU NEED TO REFER A TRUSTED, THOROUGH AND COMPREHENSIVE HOME INSPECTOR, CHOOSE OUR TEAM!

"Ditanyan provides excellent services and is extremely professional. He was able to send a video recording of everything he was doing as we weren't at the home site during the inspection, which was incredibly helpful as we were able to speak with the builder and address the issues immediately."
- Keerthi G.

You can trust me, a Certified Professional Inspector, to perform your inspection with great detail while following the InterNACHI Standards of Practice and Home Inspector Code of Ethics.

Ditanyan Sye
www.dsinspects.com | 240.910.0896 | info@dsinspects.com
Serving DC, MD & Northern VA

J & J PAINTING

Exceptional, Professional Painting

We treat every home as our own.

BEFORE

AFTER

Interior and Exterior Painting
Home Renovations
Residential and Commercial

Call us today: 703-593-7587 | www.jandjpainting.co

If you're considering buying a higher-cost or luxury home, your best mortgage option could be a jumbo loan. Jumbo mortgages can exceed the limits of a conforming loan, offering increased purchasing possibilities.

Benefits of a U.S. Bank jumbo mortgage:

- Fixed- and adjustable-rate mortgages
- Lender-paid mortgage insurance programs available
- Financing for a wide price range of homes
- Portfolio loans for unique situations
- Primary residence, second homes and investment property financing

Work with a mortgage lender from your neighborhood.

Contact me today or scan the QR code below to visit my mortgage loan officer webpage.

Pat Bowman
Mortgage Loan Officer

Rockville, MD 20850
office: 301-874-1420 | cell: 301-641-3436
pat.bowman@usbank.com
NMLS # 450411



Loan approval is subject to credit approval and program guidelines. Not all loan programs are available in all states for all loan amounts. Interest rates and program terms are subject to change without notice. Visit usbank.com to learn more about U.S. Bank products and services. Mortgage, home equity and credit products are offered by U.S. Bank National Association. Deposit products are offered by U.S. Bank National Association. Member FDIC. ©2023 U.S. Bank



Ryan Koppel, Jessica Youngs, Beverly Franklin, Todd Mitchell

►► partner spotlight

By George Paul Thomas
Photos by Ryan Corvello

CHAMPION, MBH, & DISTRICT TITLE

A New Era in Real Estate Settlement Services



In the world of real estate, where every victory is marked by precision and excellence, three titans are poised for acclaim: Champion Title & Settlements, MBH Settlement Group, and District Title. These companies play a pivotal role in ensuring smooth and secure residential and commercial property transactions, safeguarding the interests of buyers, sellers, investors, and lenders alike. The importance of reliable and professional title companies cannot be overstated.

Three Premier Title Companies Join Forces

In July 2023, these respected entities united under a shared vision in a strategic move aimed at enhancing service delivery and expanding their reach, forging a strategic partnership under the umbrella of Acrisure Partners. Spearheaded by Ryan Koppel, this union represents a commitment to upholding the highest standards of excellence and empowering clients with enhanced resources and

support. With a combined presence spanning 20 locations across Virginia, Maryland, Washington, D.C., and Florida, the partnership promises an expanded range of services catering to clients nationwide.

“As Acrisure Partners, we are empowering our clients with boosted resources to navigate real estate transactions with confidence and ease,” Ryan Koppel emphasizes.



Champion Title Leadership and Attorneys

Champion Title & Settlements

At the heart of Champion Title & Settlements lies a mission: to provide professional, courteous, and quality service to every customer. Founded by Bill Reilly in 1993 in Northern Virginia, Champion Title & Settlements has thrived as a beacon of reliability and expertise in the real estate landscape. Ryan Koppel, boasting 19 years of business development and leadership, now serves as the Regional Lead over Champion, MBH, and District Title, embodying a unified approach toward industry leadership and innovation.



MBH Leadership and Attorneys

MBH Settlement Group

For MBH Settlement Group, the guiding principle is clear: prioritize clients, community, and team above all else. This mantra is deeply ingrained in the company's corporate culture, shaping every interaction with customers, agents, and partners. Beverly Franklin, the Director of Marketing & Communications, highlights, "This is a very exciting time for our three local leaders to come together. With a long-standing tradition of being positioned for the success of our clients and partners, our focus has been to deliver even more business-building resources and education."

District Title

District Title has earned its reputation as the "go-to" choice for supporting the most complex real estate closings in the District of Columbia and surrounding areas. Renowned for its expertise, particularly in commercial real estate, including construction deals, condo conversions, and the nuances of TOPA and DOPA, District Title's dedicated team navigates the intricacies of transactions with finesse and precision.



District Title Leadership and Attorneys

Champion, MBH, and District Title's collaborative efforts yield a formidable array of resources and services tailored to meet the real estate market's evolving needs. The three-party alliance includes a team of over 20 attorneys serving 29 states, with 31 years of experience. Together, they provide specialized solutions such as Principle 1031, protecting equity and facilitating deferred tax liability, and AmeriCam, delivering eClosing services worldwide with over 10,000 successful transactions completed. Clients benefit from a comprehensive suite of offerings designed to streamline transactions, mitigate risks, and empower clients to make decisions that align with their investment strategy.

Envisioning the Future

Looking ahead, the visionaries behind this partnership are poised to capitalize on their collective strengths to drive growth and innovation in the local industry. Champion, MBH, and District Title joined forces under Acrisure Partners, marking the dawn of a new era in real estate settlement services.

As Bill Reilly, Champion's Founder and CEO, summarizes, "In the past year, our focus on growth, coupled with the extraordinary advantage of being a part of Acrisure, has led to significant wins for our clients and partners. Looking ahead, we're poised to leverage these strengths to support our local industry through current and future markets."

Bill Reilly

“Looking ahead, we're poised to leverage these strengths to support our local industry through current and future markets.”

Moyer

MOVE MANAGEMENT

Simplicity • Comfort • Serenity

Full Service Move Management Solutions

- Senior Move Management
- Space Planning
- Downsizing & Organizing
- Packing, Unpacking & Settling In
- Professional Moving & Storage
- Donation, Disposal, & Dispersal
- Staging + Design

CALL US TODAY:
301-685-7900 Maryland/DC
703-740-9912 Virginia
moyermovemanagement.com



REAL
PRODUCERS
PODCAST



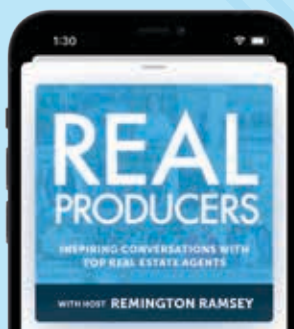
**Inspiring conversations
with the nation's
top real estate agents.**

Same Brand, New Reach –
Tune in for free today

Listen on
Apple Podcasts

LISTEN ON
Spotify

Listen on
amazon music



podcast.realproducersmag.com



Alejandra and her teams specialize in serving the real estate industry by providing custom cleaning services to prepare homes for the real estate market!

"We understand that every home is found or left in different conditions; that is why putting together a custom cleaning plan for each home is important to us." - Alejandra Zelaya, Owner



(301) 519-8035

Fresh-homecleaning.com



CLOSE BETTER WITH BOSSCAT

FORMERLY PUNCHLIST
USA

★ Trustpilot ★★★★★ Excellent



REPAIRS & RENOS MADE EASY

No more hunting for handymen or coordinating with contractors. We have the Pros you need for any project and manage everything for you from start to finish.



**ONLINE
ESTIMATES**



**PRE-LIST
IMPROVEMENTS**



**INSPECTION
REPAIRS**

◆ No Deposits ◆ Pay at Closing
On projects under \$10,000



GET A FREE ESTIMATE
BossCatHome.com • 1-877-4-BOSSCAT

SHARI GRONVALL

» agent spotlight

By George Paul Thomas
Photos by Ryan Corvello and Malek Naz Freidouni



A CAREER GROUNDED IN RELATIONSHIPS

Shari Gronvall, a standout Realtor with Compass, has built her business on trust and personal connections. Unlike many in the industry, Shari's entire business stems from repeat clients and referrals, a testament to the lasting relationships she cultivates. Shari prides herself on being hands-on at every stage of the buying and selling processes. Shari's commitment to individualized service, backed by Compass's formidable resources, sets her apart in a competitive field.

TWO DECADES IN RESIDENTIAL REAL ESTATE

Before Shari became a successful Realtor with Compass, she graduated from George Washington University with a BA and Master's and started a career in special education. Growing up in New Jersey as the granddaughter of Holocaust survivors, Shari was raised with a strong emphasis on education and practicality. Following her parents' advice, Shari "grew up focused on getting a good education and finding a practical line of work that would always provide a job," she recalls. While special education is such an important line of work, it wasn't fulfilling career-wise," she explains. Inspired by her husband's motto, "fail fast," Shari pivoted from an unfulfilling path to a career she felt she could passionately pursue.

Inspired by her first experience purchasing a home and an interest in real estate, Shari approached her buyer's agent, who helped Shari and her husband buy their first home. He told her: "You'll thrive in this field. Go get your license and work on my team." Shari decided to make a career change, and in 2004, she joined a real estate team



and spent several years honing her skills before starting her own solo practice in 2007.

This transition proved to be one of the best decisions of Shari's life. "One of the best decisions I ever made was pivoting away from a path that was not fulfilling to me and starting a new career in real estate," she reflects. Shari's career has brought her immense satisfaction, mainly through her deep, meaningful connections with clients and colleagues. "To me, the relationships are truly the best thing about my career," Shari says. "I have made the most incredibly fulfilling friendships with clients, who were already friends, or who became life-long friends, and with colleagues both here in the DMV and worldwide."

Since beginning her real estate career in 2004, Shari has distinguished herself in the competitive DMV market. Last year, she achieved a total sales volume of over \$20 million across numerous transactions. This year, Shari already surpassed her 2023 sales volume during the second quarter and is on track to a projected 2024 sales volume of over \$40 million.

A PERSONAL TOUCH

Outside of her thriving real estate career, Shari's life revolves around her family and their love of sports and outdoor activities. Married for 22 years, she and her husband are parents to three children, ages 16, 14, and 9. The family enjoys skiing, tennis, hiking, and pickleball. When Shari isn't working, she loves spending time outdoors. Tennis, in particular, is her favorite pastime in Washington, D.C. "I have made great friends through tennis, too," she says, highlighting how these relationships enrich her life.

Shari's success has been recognized with numerous accolades. She is listed in the Wall Street Journal's Real Trends Verified Top 1.5% nationally. She has been named among Washingtonian's Best 100 and, for eight consecutive years, is a Washingtonian Top Producer. Shari has also been honored as a Top Producer several times by Bethesda Magazine.

LOOKING INTO THE FUTURE

For Shari, success is defined by happiness and being a positive force in the lives of those around her. Her highest hope, personally and professionally, is to lead a happy, healthy



TO SAY THAT IT IS
MEANINGFUL DOES
NOT CAPTURE
HOW MUCH I
AM TOUCHED
WEEKLY BY
COMMUNICATION
FROM CLIENTS
WHO TELL ME
THAT I HAVE
HELPED THEM
ACHIEVE THEIR
GOALS, MADE
THEIR LIVES
EASIER, AND
BROUGHT THEM
HAPPINESS.

clients' lives. "This career is such a blessing in my life. I am so grateful for it," she shares. The heartfelt communication from clients expressing their gratitude is a constant reminder of why Shari loves her work. "I am so touched weekly by communication from my clients who tell me that I have helped them achieve their goals, made their lives easier, and brought them happiness."

Looking ahead, Shari advises aspiring top producers to focus on building a relationship-driven business. "It is not about the transactions and volume. It is about being a resource to others and doing the absolute best job for each person. Then, the business will come organically as people want to work with good people."

life. And for the same for her family, friends, and those close to her.

Shari focuses on being more intentional with her time in the short term. "I feel like time is now going by too fast, and it is hard to fit it all in," she reflects. This desire to make the most of every moment underscores Shari's commitment to balance and presence in all aspects of her life.

Professionally, Shari finds it so special to play a part in some of the most significant, emotional moments in her



TOWN & COUNTRY MOVE MANAGEMENT

*A Division of Town & Country Movers



Elevating Relocations: Concierge Moving Services & Senior Move Management

Space Planning • Sort & Organize • Packing & Moving • Unpacking & Settling In
Clean Outs • Staging & Prep for Home Sale • Storage Solutions



Call today or request an estimate online!
(301) 450-2023 ■ TCMoveManagement.com



**Award-Winning, Top-Rated
Junk Removal**

WWW.123JUNK.COM

Junk Removal • Furniture Removal
Appliance Removal • Cleanout Services



Proudly Serving MD, DC & VA
A Local DMV Small Business



**Over 60,000
Successful
Pickups
Completed**



**A Local, Small
Business Serving
MD, DC & VA for
Over 16 Years**



**70% of business
comes from
referrals**



**Over 1000
5-Star Reviews!**

Collin Wheeler

Founder

Call Collin directly.

703-956-1415

cwheeler@123junk.com



**TOWN & COUNTRY
STAGING**
— Stage • Store • Move —

Our Mission:
Transform Each
Space into an
Unforgettable
Experience.

AS A REALTOR, WE OFFER YOU:

- ✓ Pay at closing
- ✓ Quick, easy, cost effective
- ✓ Strengthens your client relationship
- ✓ Listing sells quicker and for more value
- ✓ Increase your listing potential
- ✓ Virtual Tour and Open House ready
- ✓ Turn-key service
- ✓ Full integration with Town & Country Movers, Inc.

800-683-6683



Request a
staging
consultation!



Summer

SERENITY IN EVERY MOVE

Shipping Solutions Worldwide - Your Partner for Smooth Real Estate Moves

LOCAL | LONG-DISTANCE | ESTATE | INTERNATIONAL | OFFICE-MOVES

Embrace the tranquility of summer with Shipping Solutions Worldwide by your side. Our dedication to seamless relocation ensures that your move is as serene as the season itself. From meticulous packing to effortless transitions, let us guide you toward your new destination with ease. Partner with us today and experience the peace of mind that comes with knowing your clients are in good hands. Let us help you make this summer a season of successful moves and happy homeowners.



QUALITY SERVICES

- Professional Drivers & Packers
- Climate Controlled Storage
- Customized Quotes & Accurate Surveys
- Utmost Quality Packing
- Residential & Commercial Moves
- Sturdy Boxes & Fully Stocked Supplies
- Realtor Deal Structure Available!

**Upfront Costs. Accurate
Estimates. Always Honest.**



SHIPPING SOLUTIONS
WORLDWIDE

INTERNATIONAL & LOCAL MOVING AGENTS

OFFICE: 301-926-3600 | CELL: 240-447-1279
INFO@SHIPPINGSOLUTIONSWORLDWIDE.COM
SHIPPINGSOLUTIONSWORLDWIDE.COM
@SHIPPINGSOLUTIONS

► rising star

By George Paul Thomas
Photos by Elle Yeon Photography

Kerri MURPHY

Empowering With Passion And Dedication

Kerri Murphy isn't your typical REALTOR®. With a direct and to-the-point approach, she cuts through the noise of the housing market to focus on what truly matters: empowering her clients. As a trusted guide and advocate with RLAH@properties, Kerri prioritizes ensuring that people feel empowered to make informed decisions about their homes. For her, success in real estate isn't just about transactions; it's about building meaningful relationships and guiding clients through one of life's most significant decisions.

Setting the Course

Growing up in the vibrant cityscape of New York, Kerri Murphy's journey into the world of real estate was far from a predetermined path. With an undergraduate degree in international business and a minor in French from Bryant University, Kerri's educational foundation was rooted in a global perspective. However, it was her later pursuit of a master's degree in social enterprise from American University in Washington, D.C., that would set the stage for her transition into the real estate industry.

Before donning the hat of a Realtor, Kerri's professional journey led her through the corridors of WEConnect International, an organization dedicated to empowering women-owned businesses worldwide. In her role, Kerri spearheaded certification programs across 20 countries, leveraging her expertise to pave the way for women entrepreneurs in corporate supply chains. The experience was rewarding and enlightening, but life had other plans for Kerri.

As the child of an entrepreneur, Kerri was no stranger to the intricacies of running a business. Her upbringing instilled a deep appreciation for hard work and resilience, later shaping her approach to real estate.

"When I worked with entrepreneurs, people always used to say, 'Oh, are you going to start a business one day?' And I always said, 'No, I don't want to be an entrepreneur,'" Kerri recalls.

"I know exactly how hard it is from watching my dad and all the support my mom provided as we were growing up and then watching all these women entrepreneurs have to hustle and grind to build their businesses. Then I got to a point when my oldest daughter was born where I was in a job, where I would have to start traveling internationally quite often, and that just wasn't a system or situation that would support our family," she adds.

The transition to real estate wasn't just a career move but a calculated risk fueled by Kerri's desire for a new challenge. With her program and

project management background, she saw an opportunity to leverage her skills in a dynamic industry where every day brings new opportunities to learn and grow. Joining the Best Address Group marked the beginning of an exciting chapter in Kerri's professional journey, ultimately redefining her notion of success.

"Real estate fits into my dreams and goals in many different ways. It allows me to control my time, like taking my kids to school and picking them up most days. It allows me to take time off when I want to," Kerri shares. "This career allows me to be flexible with my own life, interests, and goals," she notes.

Since becoming a Realtor in 2019, Kerri's track record speaks for itself: with a total sales volume of \$10.3 million and 15 successful transactions in 2023 alone, she has proven herself a top performer in her field. Her accolades, including GCAAR awards and recognition from D.C. Metro Real Producers, are a testament to her unwavering commitment to client satisfaction and excellence.



Beyond Numbers

At the heart of Kerri’s career lies a cherished family dynamic that brings warmth and joy to her days. Married to her husband, Dan, Kerri is the proud mother of two vibrant girls: Delaney (6) and Avery (3). Together, they form a tight-knit unit bonded by love, laughter, and shared experiences.

For the Murphy-Hayden family, Friday nights hold a special significance as they come together for a cherished tradition: homemade pizza and family movie night. The family has also added a new twist to their Friday night routine: watching Wheel of Fortune together. This simple yet nostalgic activity evokes fond childhood memories for Kerri and adds an extra layer of excitement to their weekly gatherings.

“In my free time, I work out with a trainer once a week, which keeps me feeling like myself. Also, I’ve recently taken up needlepoint, which is fun. I’m working on some unicorns for the girls right now. And now that we’re sort of out of the baby stage, I’ve gotten back into reading, which I’ve missed,” Kerri shares.

Beyond her pursuits, Kerri is deeply committed to giving back to her community. She supports



Photo credit: Bora Haik

charitable organizations such as the DC Diaper Bank, Dreaming Out Loud, and the DC Capitol Food Bank. Through her business endeavors, Kerri actively contributes to these causes, striving to make a meaningful difference in the lives of those in need.

Future Outlook

Kerri’s future is bright with possibilities. While she remains focused on success in her business, she also dreams of starting a team someday, further expanding her impact in

the industry. She looks forward to milestone moments with her family, from her daughter’s upcoming pre-K journey to the excitement of planning a trip to Disney World.

In reflecting on her journey, Kerri advises fellow Realtors: “Stop and listen. When you take the time to stop and listen, you learn so much more, and then you can give even better advice when you’ve listened and learned what’s important to the people you’re trying to work with.”

"That is the heart and soul of the American dream, homeownership, the idea of being able to buy a house and start to build your family."
- Wendell Pierce



Goosehead Insurance takes care of your customers, offering a choice of insurers and excellent service at competitive prices.

SERVICES INCLUDE:

HOME, Auto, Umbrella, Valuable Items, Boats, Recreational Vehicles
Discounts for HOME & AUTO Bundle



Jennifer Lindsay Agency
202-558-0888



Jennifer Lindsay, CPCU
Jennifer.Lindsay@Goosehead.com

Steve Lindsay, CPCU
Steve.Lindsay@Goosehead.com

Licensed in MD, VA, DC, PA & DE. Referrals can be made across the United States.

202-558-0888
7200 Wisconsin Avenue, Suite 500 | Bethesda, MD 20814
JenniferLindsayInsurance.com

TOWN & COUNTRY
MOVERS, INC. 

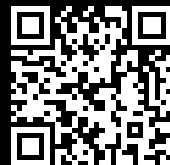
THE ROAD HOME *BEGINS HERE*



Local, Long Distance & International Specialist
We also offer short & long-term storage.

(800) 683-6683 • townandcountrymovers.com

Request an
estimate
today!



ELEVATE YOUR LISTINGS WITH
SUPERIOR HARDWOOD FLOORS!



AG Floors

Questions? Reach out to us!

301-984-7469 / info@agfloors.com / agfloors.com / Servicing the DMV



We create luxurious
living spaces that sell!



Preferred Staging



MONICA MURPHY, OWNER
703.851.2690

PREFERREDSTAGING.COM

 Northwestern Mutual

PARTNER. PLAN. PROTECT. PROSPER.

Learn how we offer customized solutions designed
for DC Metro Real Producers like you.



Herbert Valentine Kelly, III
Financial Advisor

8484 Westpark Dr. Suite 700
McLean, VA 22102
703-848-4870
tripp.kelly@nm.com | tripp-kelly.com

© 2018 Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company (NM), Milwaukee, WI (life and disability insurance, annuities, and life insurance with long-term care benefits) and its subsidiaries. Herbert Kelly is an Insurance Agent of NM.

MIKE

AUBREY

cover story

By Amelia Rosewood
Photos by Ryan Corvello



No-Nonsense Success

Michael “Mike” Aubrey is not just a real estate professional but a dedicated advocate for his clients. Mike has built a reputation for his no-nonsense approach and unwavering commitment to client success. He is not just there for the transaction but fully committed to helping clients achieve their goals, a dedication that sets him apart in the competitive world of real estate.

Trailblazing Ahead

Mike’s journey to becoming a top realtor in the D.C. area is as dynamic as the markets he now masters. Growing up in a military family, Mike lived in various parts of the world, including Germany, Texas, Colorado, and Virginia. Despite

this global upbringing, he identifies most with New York.

After college at Virginia Tech, Mike chose a path of service as a firefighter in Howard County, Maryland. “When I left Virginia Tech, I used my education to be a firefighter,” he says tongue in cheek. A line-of-duty injury forced Mike to retire from the fire department, altering his career path. This pivotal moment steered him towards real estate, a field he had already begun exploring part-time. “Every firefighter has a part-time job. And I think that there are a lot of firefighters who own landscaping businesses or who are builders,” Mike recalls. “And I always tell people I don’t really like cutting grass, and I’m not a huge fan of building anything. So, I decided that my part-time job would be working in real estate, so I started getting my license before I got injured,” he explains.

Mike’s transition into real estate was driven by his desire to help people. “I think that I’ve always wanted to help people, as evidenced by my last job as a firefighter paramedic,” he says. Real estate allowed him to fulfill this passion in a new way. Early on, Mike’s unique charisma caught the attention of HGTV, leading to his participation in Sabrina Soto’s show and, subsequently, his programs, including “Real Estate Intervention” and “Power Broker.” “Being on television changed the trajectory of my role in real estate,” Mike acknowledges.

Today, Mike’s media presence extends to finance television, where he regularly offers insights on CNBC and Fox Business. His background in athletics and firefighting has instilled in him the tenacity and resilience he carries into his real estate practice.

A Real Estate Powerhouse

Mike isn’t just a REALTOR®; he is the executive vice president and principal of the Mike Aubrey Group at



Berkshire Hathaway HomeServices PenFed Realty. With a team comprising three full-time agents specializing in real estate sales and a vice president of operations handling all backend processes, Mike ensures that his clients receive top-notch service at every stage of their real estate journey.

Having started his real estate career in 2000 with licenses in Maryland, Washington, D.C., and Virginia, Mike has amassed significant experience and success. This extensive regional knowledge has been pivotal in his sustained success.

Mike is meticulous about tracking his performance metrics. For 2023, he achieved a total sales volume of \$62 million across 69 transactions. The current year is proving even more impressive. As of May 10, 2024, his team has already reached \$60 million in sales over 40 transactions and is projected to surpass \$100 million by year-end.

Accolades and recognition have followed Mike throughout his career. He is a member of the prestigious Berkshire Hathaway Chairman's Diamond Circle, reflecting his outstanding sales volume. "I've been in similar categories and received similar awards at every brokerage I've ever worked with," Mike states. Additionally, he has consistently been on Washingtonian



magazine's Best of Realtors list since 2012, a testament to his enduring excellence and reputation in the industry.

Beyond Transaction

Mike's life is a unique blend of professional success and personal fulfillment, all deeply intertwined. Defying conventional wisdom, Mike recruited his wife Maria from a competitor, which has proven perfect for their professional and personal lives. "Every management book in the world will tell you not to marry your assistant. And so I decided that's



to do. I don't consider success simply based on money."

Looking ahead, Mike has clear personal and professional aspirations. He aims to keep his real estate team small but highly skilled. Rather than expanding into a large, impersonal operation, Mike values a lean, efficient team that mirrors his commitment to excellence. On a broader scale, Mike aspires to maintain his standing among the top real estate agents in the Washington, D.C., Maryland, and Virginia (DMV) area.

As Mike concludes his narrative, his advice to up-and-coming real estate professionals is refreshingly straightforward.

"Work harder than the other guy. Care about your customers. Get up every day. The effort will get you everywhere. And it doesn't have to be about the CRM that you use, the clothes that you're wearing, or what car you're driving. Outwork everybody. You'll win."



exactly what I would do," Mike says with a laugh. Their partnership flourished at work and home, and together, they have a daughter, Sophia, who turned four in May. "She is certainly the light of Maria and my life," Mike shares warmly.

Their home life also includes two beloved cats—Provolone, brought by Maria, and Ron, Mike's pet. When it comes to leisure, Mike is a self-professed sports fanatic, particularly fond of baseball and football. Although work dominates much of their time, the family went on an exciting trip to Jamaica to celebrate Sophia's birthday, marking her first plane ride.

Community involvement is also important to Mike and his team. They actively support Berkshire Hathaway HomeServices' preferred charity, the Sunshine Kids, an organization dedicated to helping children with cancer. This commitment to giving back reflects Mike and his team's values.

Looking Into the Future

For Mike, success is not just about financial achievement. "My definition of success may not be the same as everyone's. To be successful, you have to be able to be free," he explains. To Mike, freedom translates into having time—the most valuable currency. "Time to do things with your family, time to do the things that you want

NEED TO CLOSE IN 2 WEEKS?

COMPETING WITH ONLINE LENDER RATES?

LOANSTEADY IS THE LOCAL LENDER - RIGHT IN YOUR BACKYARD

Loansteady **Melissa Rich**



LEARN MORE

SVP OF RESIDENTIAL LENDING | NMLS #: 1124764

703.927.2626 (CELL) | Melissa.Rich@loansteady.com

8401 GREENSBORO DR | SUITE 950 | MCLEAN, VA



The Professional Realtors'

Referred Mover of Choice

Perry Moving & Storage understands that a referral is the highest compliment. So you can feel confident your clients will be treated with the same professionalism, care and attentiveness that you provide.

About Perry

- 100 years in the business, family-owned & operated
- Local, long distance & international moving
- Full-service packing and crating services
- Long & Short Term climate-monitored storage
- Mobile storage units for staging + small shipments



Call today about our special Realtor Program

888.290.2233

info@perrymoving.com

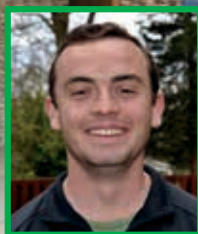
7247 National Drive | Hanover, MD 21076 | 410.799.0022 | www.perrymoving.com

DOT 984254, MC 90309, All rights reserved.

RELAX...We'll Take Care Of Your Properties.

Let Hunter's Property Maintenance take care of your listings, rentals, or investment properties!

Landscaping • Construction • Snow Removal • Property Maintenance



Hunter Fagan
HPM Owner

Licensed, Insured & Bonded,
MHIC #:145173

CALL US OR BOOK ONLINE!

(301) 579-8763

HPMMaintenance.com



Here's An Adorable Cat!



Now that we have your attention,
contact Scott with Streamline
Management for all your residential
property management needs in MD, DC, & VA.



Life is turbulent. Caring for your home shouldn't be.

CEO SCOTT GOLDBERG

(301) 237-4950

Scott@StreamlineManagement.com
streamlinemanagement.com

TOP 250 STANDINGS

Individual Closed Data as reported to MLS from Jan. 1 to May 31, 2024

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

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

Disclaimer: Information based on MLS closed data as of June 5, 2024, for residential sales from January 1, 2024, to May 31, 2024, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C.; and Frederick, Montgomery, and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report data under an individual agent’s MLS ID.



DEDICATED to giving your *client* OPTIONS.

Give me a call today!



Richard Early
Loan Officer
NMLSR# 698683
themtgman@msn.com
(301) 332-2184



CROSSCOUNTRY
MORTGAGE™

Member
FDIC
EQUAL
LENDER

TOP 250 STANDINGS

Individual Closed Data as reported to MLS from Jan. 1 to May 31, 2024

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

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

Disclaimer: Information based on MLS closed data as of June 5, 2024, for residential sales from January 1, 2024, to May 31, 2024, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C.; and Frederick, Montgomery, and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report data under an individual agent’s MLS ID.







D.C. Metro area locations in
Landover, Springfield and Sterling

Sales@invan.com | MoveInterstate.com

**Moving Your Clients’ Home. . .
Wherever Home Is.**

Interstate Moving & Storage (powered by northAmerican Van Lines) is committed to safely, simply, and efficiently, relocating your home.

We are here for you whether moving around the corner or around the world.



Call **Sherry Skinner** to learn about preferred pricing and special programs for your clients.

703.226.3282

Individual Closed Data as reported to MLS from Jan. 1 to May 31, 2024

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



We Have the Scoop
on Retaining Your Customers

MORTGAGES UNDER MANAGEMENT
Your Post-Closing Solution to Raise Your Production!



PRMI
Primary Residential Mortgage, Inc.

Call me today!
AARON MATTY
Sales Manager
NMLS#1063170

443.375.6466
amatty@primeres.com
primeres.com/amatty
1220A E Joppa Rd Suite 118
Towson, MD 21286



TOP 250 STANDINGS

Individual Closed Data as reported to MLS from Jan. 1 to May 31, 2024

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

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

Disclaimer: Information based on MLS closed data as of June 5, 2024, for residential sales from January 1, 2024, to May 31, 2024, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C.; and Frederick, Montgomery, and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report data under an individual agent’s MLS ID.



SETTING THE BAR FOR COMMERCIAL & RESIDENTIAL SERVICES

20
YEARS
SERVING D.C.
& BEYOND

The Go-To Title Company for the Most Complex Transactions

- Top Ranked Title Company by *Washington Business Journal*
- TOPA & DOPA Expertise
- Condo Conversion Specialists
- Investment & Commercial Experts



DISTRICT TITLE
ACRISURE[®] PARTNER
DistrictTitle.com

TOP 250 STANDINGS

Individual Closed Data as reported to MLS from Jan. 1 to May 31, 2024

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

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

Disclaimer: Information based on MLS closed data as of June 5, 2024, for residential sales from January 1, 2024, to May 31, 2024, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C.; and Frederick, Montgomery, and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report data under an individual agent’s MLS ID.

Disclaimer: Information based on MLS closed data as of June 5, 2024, for residential sales from January 1, 2024, to May 31, 2024, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C.; and Frederick, Montgomery, and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report data under an individual agent’s MLS ID.

DC METRO
REAL PRODUCERS
CONNECTING. ELEVATING. INSPIRING.

WHO SHOULD WE FEATURE AS A
RISING STAR?

OR KNOW SOMEONE WE SHOULD FEATURE?

★ 5 years or less in the business

★ At least \$5 million in sales in one calendar year

★ Active on social media

For more information, to nominate, or to request to be featured, please email info@dcmetrorealproducers.com or visit www.dcmetrorealproducers.com!

130
YEARS
Successful Past. Inspired Future.

A commitment to customers
that’s lasted 130 years.

And counting.

Find out what that means to you. stewart.com/130

© 2024 Stewart. All rights reserved. | 363567

stewart
TITLE

Contact me today.



Chris Saabye
Attorney
202.838.2053 direct
chris.saabye@stewart.com

Stewart Title & Escrow, Inc.
1707 L St NW, Ste 240
Washington DC 20036
stewart.com/midatlantic

58 • July 2024

 @realproducers

realproducersmag.com

DC Metro Real Producers • 59

PRINT ME MORE!

Were you, the team, or your business featured in an issue of *DC Metro Real Producers*?

Want a copy of your article or full magazines that you were featured in?

REPRINTS!

What the heck is a reprint? A reprint is a 4- or 8-page, magazine-quality-grade paper with your full article and photos, and you on the **cover** of the publication.

WHY DO I NEED THOSE?

These reprints are a professional marketing tool that can help brand you, your team, and/or your business.

- Use on listing appointments
- Send out to friends and family
- Send to clients with your holiday greetings
- Brokers, use as recruiting tools for capturing new talent
- Use when farming your favorite neighborhood

WHAT IF I CHANGED COMPANIES OR NEED SOMETHING CORRECTED IN MY ARTICLE?

No worries! We can make any changes needed. We send you a proof, you approve, and then they are sent to you via FedEx.

WHO CAN BUY THESE?

The REALTOR® who was featured, the broker, our partner, or family. Anyone who wants to promote you!



HOW DO I ORDER?

Email us at info@dcmetrorealproducers.com.



When your clients find their dream home, we'll help them find the right loan.

TD Bank has several affordable mortgage programs with low down payment options—so whether your client is a first-time home buyer or looking for their next home, we have mortgage options unique to TD.

TD Right Step Mortgage¹

Term	30-year fixed-rate
Minimum Down Payment	3% minimum down payment
Mortgage Insurance (MI)	No borrower-paid insurance (lender-paid PMI)
Low Down Payment Options (1-unit properties) ²	Minimum of \$500 of your client's own funds
Additional Product Features	No income limits for properties located in low-to-moderate income census tracts

TD Home Access Mortgage¹

Term	30-year fixed-rate
Minimum Down Payment	3% minimum down payment
Mortgage Insurance (MI)	No borrower-paid insurance (lender-paid PMI)
Low Down Payment Options (1-unit properties) ²	Minimum of \$500 of your client's own funds
Additional Product Features	\$10,000 Lender Credit available for Purchase Transactions only



Additional home loan options are available to suit your clients' needs.

Contact one of our Loan Officers to talk about how we can turn your clients into homeowners.

Amit Desai NMLS 142848
410-905-9638
Amit.desai@td.com

Andres Pareja NMLS 448104
703-501-6949
Andres.pareja@td.com

Rick Eul NMLS 483769
703-967-8845
Rick.eul@td.com

Fernando Rodriguez
NMLS 455573
703-798-5133
Fernando.rodriguez@td.com

Eddie Willis NMLS 21502
856-979-5943
Eddie.willis@td.com

Vipin Raj NMLS 1392977
703-307-8445
Vipin.raj@td.com

Dennis Waskiewicz
NMLS 205216
443-255-6546
Dennis.waskiewicz@td.com

Kevin Claggett NMLS 1601018
443-532-5838
Kevin.claggett@td.com



Maame Bolton NMLS 484052
301-273-5399
Maame.bolton@td.com

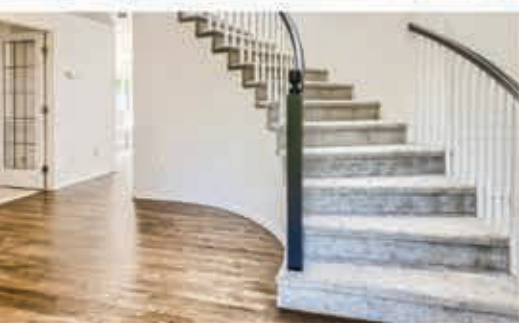
¹ TD Right Step Mortgage product requires satisfaction of Low-to-Moderate income requirements, or the Subject property must be located in a Low-to-Moderate income census tract. TD Home Access Mortgage product requires satisfaction of geographic and income requirements. Lender Credit of \$10,000 is available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

All home lending products are subject to credit approval and property approval. Program terms and conditions are subject to change without notice. Not all products are available in all states or for all amounts. Other restrictions or limitations may apply.

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



THE REALTOR'S #1 PRE-SALE CONTRACTOR FOR EVERY LISTING



Get started with
a free estimate!

Preparing a listing for market is a big
lift. Let us take care of it for you.

As general contractors who
specialize in pre-sale home updates
of any size, we have experience with
everything from touching up paint
to full kitchen renovations.

 Citizens

Ready to prepare
clients for their
homebuying
journey.



At Citizens, we recognize that helping your clients find their ideal home can be a challenge. Backed by our financial strength, we're prepared to make their search for the right financing easier with a variety of portfolio loans to meet their individuals needs including:

- Fixed and adjustable-rate mortgages
- Jumbo loans
- FHA/VA loans
- Condo financing
- Second home & Investment property loans
- Construction-to-Permanent financing
- Renovation-to-Permanent financing
- Physician home Loans

Call Megan Holeyfield today with any questions you may have about home financing.



Megan Holeyfield

NMLS ID# 1123357

Senior Loan Officer

Cell: 703-357-7090

megan.holeyfield@citizensbank.com

lo.citizensbank.com/mholeyfield



SCAN ME

Mortgages are offered and originated by Citizens Bank, N.A. (NMLS ID# 433960) All loans are subject to approval. Equal Housing Lender.
2043690_HL23_MortgagePrintAd



20 YEARS OF
THE N2 COMPANY



THE DEIBLER TEAM MORTGAGES MADE SIMPLE

PORTFOLIO LOANS

DESIGNED TO MEET ALL
YOUR CLIENT NEEDS

Our portfolio mortgage loan options are designed to meet the needs of your clients. We have loan options with competitive rates to help you increase your business with our diverse loan options and exceptional personalized service!



CONTACT THE DEIBLER
HOME TEAM TODAY!



7/1 and 10/1 (ARM)

Adjustable Rate Mortgage loans offer lower rates than the average standard long-term fixed mortgage

Lot Loans

Buy the land now and build later

Bridge Loans

Use the equity as your down payment and minimize out of pocket expenses

Construction to Permanent Loans

Build or renovate to make your dream home a reality

Jumbo Loans

High loan to value, low down payment, with no mortgage insurance

ShoreUnitedBank.com
NMLS#607844



MEMBER
FDIC

240.651.6955 | deiblerteam@shoreunitedbank.com
5291 Corporate Drive, Suite 202, Frederick, MD