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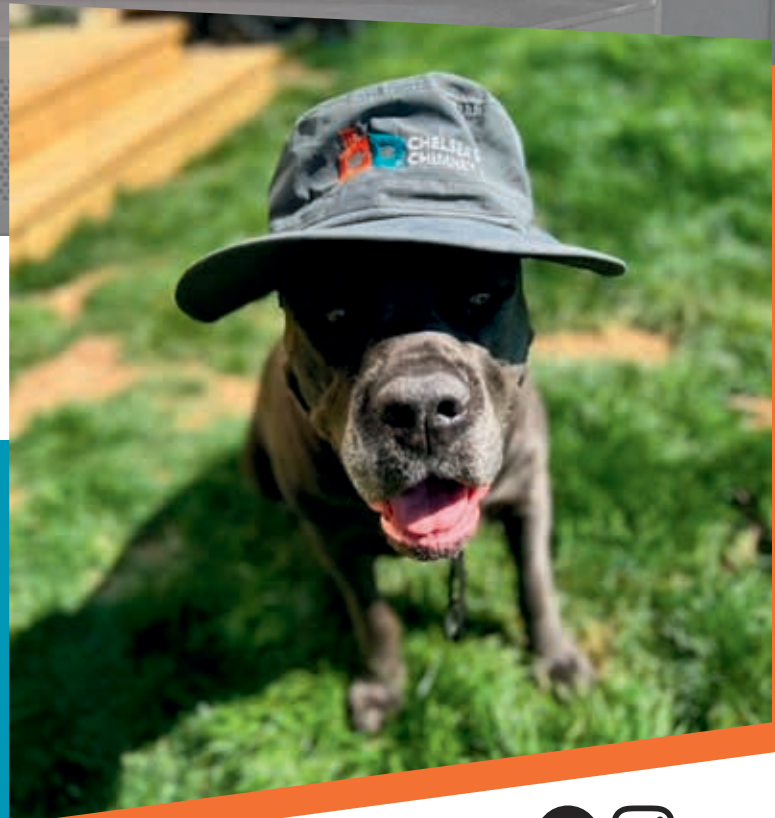
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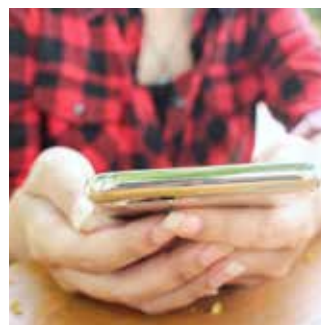
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RP

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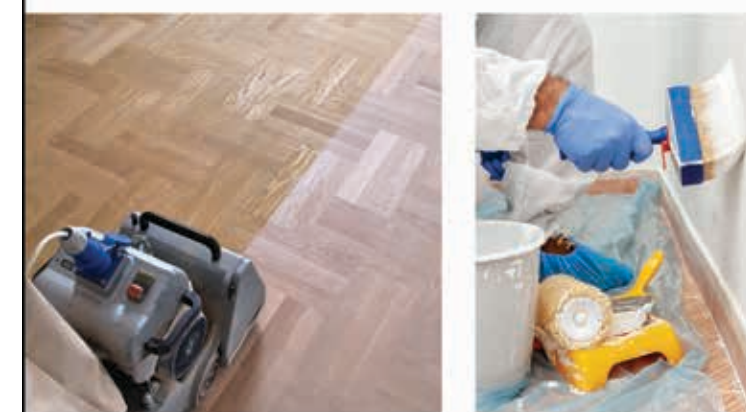
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PUBLISHER'S NOTE

DC Metro Real Producers,

We just had an amazing Zoom event with Hal Elrod (Miracle Morning author), discussing how to have your Best Year Ever! We hope it inspired you in your journey of personal growth.

As we dive into June, let's take a moment to celebrate the diversity and inclusivity that make our community so special. June is Pride Month, a time to honor and support the LGBTQ+ community. Let's spread love and acceptance wherever we go!

But that's not all—June also marks the celebration of Juneteenth, a day that commemorates the end of slavery in the United States. It's a reminder of the progress we've made and the work still ahead to achieve true equality for all.

Speaking of celebrations, our next event will be in the fall. More details will be coming soon, but we can not wait to hang out with all of you again.

A huge shoutout to our newest preferred partner, **J & J Painting Service and All Neat, Inc!** We're thrilled to welcome them into our community and excited for all the amazing things we'll accomplish together.

As we embrace the joys of June, let's remember these words of wisdom: "In a world where you can be anything, be kind."

Here's to a fantastic June filled with love, celebration, and progress. Happy June, everyone!



Kristin Brindley
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Tap Into the Power of TikTok:



A Real Estate Agent's Guide to New Local Leads

You know the old saying about real estate: location, location, location! Well, the same can be said for your social media strategy! Established platforms are great, but you also need to venture into new online territory!

Do you think TikTok is just an app full of kids doing the latest dance trends? It might be time to take another look. Over 55% of US TikTok users are over 25 years old, and these days, the average adult uses the app for close to an hour every day.

From first-time buyers in their 20s to upper-middle-class professionals, a wide range of users are ready to see your content. But what makes TikTok beneficial from a content standpoint?

• **Hyper-local Reach:** TikTok's algorithm prioritizes showing users content relevant to their location. This means your videos have the potential to reach highly targeted local audiences – exactly the people you want to connect with!

- **Engaging Format:** Short, snackable videos are perfect for capturing attention spans in today's fast-paced world.
- **Organic Discovery:** Unlike other platforms where organic reach can be a struggle, TikTok offers a level playing field. Even new accounts can go viral.
- **Content is King:** Focus on creating valuable, informative, or entertaining videos that resonate with your target demographic.
- **Community Building:** Respond to comments, answer questions, and participate in trends if they fit your interests.
- **Analytics and Insights:** You can use TikTok's data to refine your strategy.

TikTok has Plenty of Social Similarities to Other Apps:

Wondering what to post? Just think of content that most local homeowners are interested in, such as:

- **Local Flavor:** Showcase the best aspects of the neighborhoods you specialize in. Highlight parks, trendy restaurants, or upcoming community events.
- **Quick Real Estate Tips:** Bite-sized advice on the buying and selling process.
- **Virtual Tours "Lite":** Give viewers a glimpse of listings with short, engaging videos.
- **Behind-the-Scenes Access:** Take viewers along on your day, introduce them to your team, or show a lighter side of your real estate world.

If you're still not convinced, consider this TikTok perk: Videos on TikTok don't require professional editing or

much preparation. The more authentic, real, and raw the content, the better! This translates to less time needed and more content being produced. You might even find yourself sharing your TikTok videos across other platforms as well!



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

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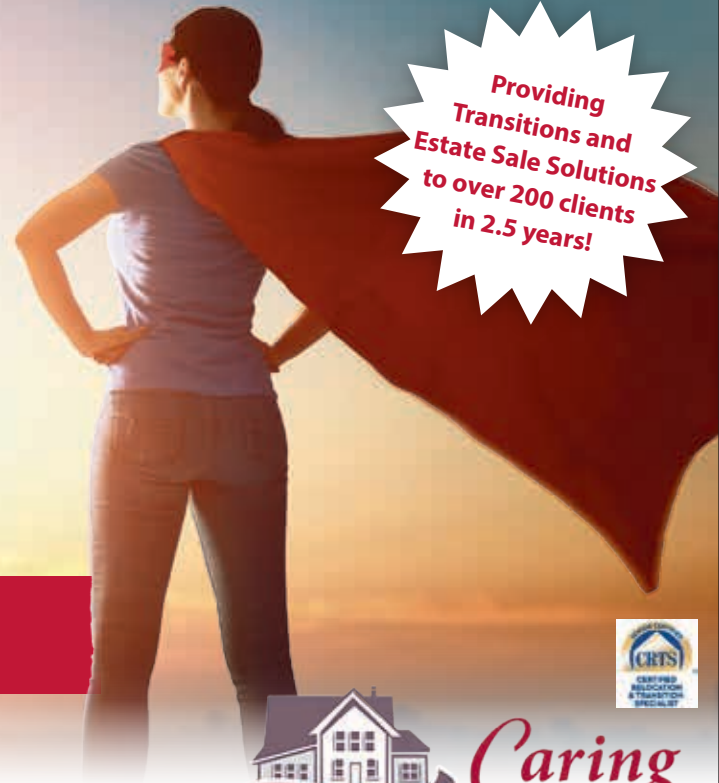
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As we welcome the vibrant hues of Pride season, DC Metro Real Producers is honored to spotlight the wonderful people of our LGBTQ+ community. This special feature is significant, reflecting our commitment to inclusivity and representation.

Within these pages, we invite you to journey alongside us as we explore the individual paths and reflections of individuals who make up the LGBTQ+ mosaic. From urban streets to rural landscapes, their narratives speak volumes about resilience, courage, and the pursuit of authenticity.

This Pride issue is more than just a publication—it's a testament to the beauty of being true to oneself and embracing our differences. Welcome to a celebration of the unwavering spirit of our LGBTQ+ community.

KRISTIN BRINDLEY

DC METRO REAL PRODUCERS

HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

I've worked in the Real Estate space for over 15 years and owned DC Metro Real Producers for 7.5 years (for Nova Pub, 6.5 years). Shedding light on the authentic, human stories of high-achieving Real Estate Agents and vetted partners has been a gift to my team and our Real Producers Community. Connecting with this community brings my team joy. Being at the top can feel lonely, and we enjoy connecting the best of the best.

WHAT ARE YOUR HOBBIES?

We love experiences. My family and I would rather travel, eat great food, laugh, and make great memories than buy stuff. I personally survived cancer and the treatment of it. We believe it was the best worst thing. The value of time and purpose is very clear. Impact, Growth, and Excellence are our purpose statement. My

ten-year-old has been to 30 countries and has visited about 10 Michelin-starred restaurants. I sometimes say I'm a softball mom when people ask what I do. Avery is a pitcher for a travel team, pitching 50 miles an hour, practicing 6. days a week.

CAN YOU PAINT A PICTURE OF YOUR FAMILY FOR ME?

My wife and I met at Dina Shore's weekend white party on an escalator on April 4th, 2008. I moved from Scottsdale, Arizona, to San Diego 4 months later. We moved to Chesapeake, Virginia, where I ran a Cutco District office. Then we moved to Rockville when Kellie was offered to run the workforce at the force-master chief office of the Navy. She retired after having Avery as a Senior Chief Petty Officer Coreman. Kellie now is a D.A.D. for the government running HR. We have done a lot of fun things together.



WHAT'S YOUR PERFECT DATE NIGHT?

A perfect date night is taking Avery to practice, watching for a bit, and then heading to a restaurant with Kellie to spend time together. We also go to an arcade all three of us. We have a lot of fun doing that. Just going on a walk together is great. It used to be going dancing at a nightclub. Now, it's a great meal, a hike or walk, or time all together.

WHAT KINDS OF FUN PLANS DO YOU HAVE IN THE NEAR FUTURE?

In the near future, we are going to Italy to see our au pair during COVID-19; now, our family member, Sharon. She is now a university graduate. There will be lots of softball tournaments this summer. I am continuing to write my book, expand our team, and impact. I am continuing to advocate for our Real Producers Community.



ANTHONY SALINAS

TTR SOTHEBY'S
INTERNATIONAL REALTY

HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

I've been in the industry for seven years. I've been a full-time agent for 2.5 years.

WHAT ARE YOUR HOBBIES?

I am such a social person. My hobbies include volunteering with the National Park Services and the DC Board of Elections, and I love learning about DC architecture. My friend group in DC plays a huge part in my life.

CAN YOU PAINT A PICTURE OF YOUR FAMILY FOR ME?

My partner, Nor Vartanian, and I have been together for six years. We met when I was new to DC and on his 3rd day visiting DC. We knew from the beginning that we were in love. Within a



short period, Nor moved in with me, and we adopted our excellent Labradoodle Archie. The rest is history. Nor made a career change two years ago and moved to school. Our bond as partners has grown significantly during our long-distance relationship. Once he completes Med School, he will move back to DC.

WHAT'S YOUR PERFECT DATE NIGHT?

A perfect date night would be dinner at Lapis, followed by a few cocktails at a speakeasy for a nightcap. Then, we would return home and play with our dog in Kalorama Park.

WHAT KINDS OF FUN PLANS DO YOU HAVE IN THE NEAR FUTURE?

We plan to visit Spain for the first time in June after DC Pride. Although we don't live together full-time, we take advantage of every opportunity and maximize our experiences.



JAMIE COLEY

LONG & FOSTER REAL ESTATE

HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

36 years

WHAT ARE YOUR HOBBIES?

Traveling, cooking, wine tasting/collecting

CAN YOU PAINT A PICTURE OF YOUR FAMILY FOR ME?

Brad and I have been together for 27 years and have been married since 2016. We love to travel the world and within the US, spend quality time and entertain our families and friends, share our love of wine and fine dining, have quiet evenings at home to watch new movies and TV series, spend time at our home in St Petersburg, Florida, and the list goes on!

WHAT'S YOUR PERFECT DATE NIGHT?

I am going out to a fantastic restaurant with great food and wine OR staying home so that I can cook for both of us, have a cocktail and wine with dinner, and chill out!

WHAT KINDS OF FUN PLANS DO YOU HAVE IN THE NEAR FUTURE?

We are traveling to California wine country and then to Hawaii. A trip to South America is also planned.



YVONNE LEE

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HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

12 Years

WHAT ARE YOUR HOBBIES?

Having fun, dancing, listening to music, reading, walking, working out, and meditating.

CAN YOU PAINT A PICTURE OF YOUR FAMILY FOR ME?

Mom of two children, Bliss (11) and August (6)

WHAT'S YOUR PERFECT DATE NIGHT?

Dinner & Dancing or Netflix & Chill

WHAT KINDS OF FUN PLANS DO YOU HAVE IN THE NEAR FUTURE?

I turn 50 this year. I'm planning an amazing party! Barcelona to see Joe Dispenza, Houston, with my bestie this month.





**DUSTIN
BORZÉT**
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HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

I have been in the industry for about 12 years. I started my career with RE/MAX Realty Group in North Potomac and then moved to Compass in Georgetown before finding my forever home with RLAH @properties in Logan Circle!

WHAT ARE YOUR HOBBIES?

Traveling is my passion, and some of my favorite destinations include Spain, Peru, Mexico, and Indonesia! When I'm not traveling, you'll find me enjoying moments with my pup Toby, indulging in long walks and puppy play dates. Spending quality time with friends and loved ones, whether it's hosting gatherings or exploring our vibrant city. I also dedicate time to volunteer weekly at Food and Friends, and I love staying active through biking and outdoor adventures. As an advocate for the LGBTQ+ community, I find immense fulfillment in my role as a member of the GCAAR DEI Committee and Pride Subcommittee (Become a GCAAR DEI Champion!), as well as being a proud member of the LGBTQ+ Real Estate Alliance.

CAN YOU PAINT A PICTURE OF YOUR FAMILY FOR ME?

Recently single and ready to mingle and embrace new adventures, my pup Toby is my faithful sidekick in life and real estate. I'm fortunate to maintain strong ties with my family in Massachusetts and Florida, and I'm deeply grateful for my chosen family and friends here in the DMV.

WHAT'S YOUR PERFECT DATE NIGHT?

For me, the perfect date is all about genuine connection and laid-back vibes. We could start by unwinding with drinks at a cozy cocktail or wine bar like Licht, Royal, LGP, or Lulu's, where we can chat and get to know each other. Alternatively, we could opt for a relaxed picnic in a cute park, bringing along our pups and a bottle of wine for a fun outdoor experience. And if we're craving something more traditional, we could enjoy dinner and then embark on a walking adventure, showing each other the ins and outs of our favorite neighborhoods.

**DAVID
BEDIZ**
KELLER WILLIAMS
CAPITAL PROPERTIES



HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

20 years this year! May 2004 was my first month of licensure.

WHAT ARE YOUR HOBBIES?

I love interior design, cooking, and traveling. But honestly, I do real estate all the time, and that is like a hobby for me- I love every aspect of it, even down to the grunt work of spreading mulch, redesigning layouts of new construction, or coming up with an ad campaign for a new listing.

CAN YOU PAINT A PICTURE OF YOUR FAMILY FOR ME?

My partner Tim and I have two 12-year-old golden-doodle siblings, Mollie and Finnegan. They are the absolute loves of our lives!

WHAT'S YOUR PERFECT DATE NIGHT?

Tim and I love an outdoor meal with a view of a new and exciting city, especially trying food and drink that we have never had before. Walking through a romantic old town after the meal is a perfect night out for us!

WHAT KINDS OF FUN PLANS DO YOU HAVE IN THE NEAR FUTURE?

We'll go to South Africa for Tim's 40th birthday in August. It's the place he's dreamed of visiting his whole life. And we'll be going with 4 of our best friends. We are super excited to see all the critters there!

TEDDY CLARY

COMPASS

HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

I've immersed myself in real estate since 2013, adapting to its ever-changing demands over the past decade.

WHAT ARE YOUR HOBBIES?

Apart from my work in real estate, I absolutely thrive on traveling. It's not just about ticking destinations off a list for me; it's about immersing myself in the culture, architecture, and especially the cuisine of each place I visit. I'm a total foodie at heart, and one of my favorite things to do is to try new dishes at local eateries and then attempt to recreate them in my own kitchen. And let's talk about fashion - it's not just a hobby for me, it's a full-blown passion! Whether it's exploring the latest trends or expressing my own style, fashion is where I find endless inspiration and joy.

CAN YOU PAINT A PICTURE OF YOUR FAMILY FOR ME?

My partner is an architect, a field we are both passionate about; it's something that brought us together. We recently dove into a renovation



project for our condo in the vibrant Logan Circle neighborhood. It's been an exciting journey, revitalizing our living space to reflect our shared aesthetic and vision. And let me tell you about Oliver, our adorable Shih Tzu - he's not just a pet, he's a cherished member of our family who fills our home with boundless joy every day.

WHAT'S YOUR PERFECT DATE NIGHT?

Escaping the hustle and bustle of city life for a romantic getaway is my idea of the perfect evening. There's something magical about the beach that captivates me like no other destination. I'm an avid traveler, but there's nowhere I'd rather be than by the sea. Exploring the local cuisine, indulging in dinner, drinks, and dancing under the stars - that's my idea of bliss.

WHAT KINDS OF FUN PLANS DO YOU HAVE IN THE NEAR FUTURE?

We're gearing up for an adventure to Northern Italy come summer's end, and we couldn't be more thrilled. Our trip is all about indulging in the culinary delights and exploring the vibrant shopping scene of the region.



EDDIE SUAREZ

TTR SOTHEBY'S
INTERNATIONAL REALTY

HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

I started in January 2015, so nine years ago already! Wow, time flies. I left the corporate world after almost 15 years in the IT industry so my spouse and I could raise our kids.

WHAT ARE YOUR HOBBIES?

I love gardening, which I call my therapy.

I also love interior design. For example, I stage my stagings in all my listings. I have a lot of fun transforming properties into beautiful homes and showrooms for my clients.

Another of my hobbies is cooking. I am not a bad cook; my family can testify to it!

CAN YOU PAINT A PICTURE OF YOUR FAMILY FOR ME?

My family is my dream come true!

My spouse, Mehl, and I met 20 years ago on 04/04/04 (I won the lotto that day), and we commemorate this big anniversary by celebrating that weekend in Toronto, Canada, with our children, Ariel and Sebastian. Our kids are completely bilingual in Spanish and English and bicultural as well. My family and I are so proud of the life we are building together in Maryland!

WHAT'S YOUR PERFECT DATE NIGHT?

The perfect date night is a beautiful childless evening at the movies and trying a new restaurant with my spouse, Mehl, discovering new dishes and flavors from around the world. It could also be as simple as enjoying our company while listening to relaxing music and drinking some cocktails while the kids are sleeping.

WHAT KINDS OF FUN PLANS DO YOU HAVE IN THE NEAR FUTURE?

We are planning a nice trip to South America this summer to visit my parents in Lima, Peru, and friends in Buenos Aires,



Argentina, and Sao Paulo, Brazil. The kids need to practice their Spanish and Mehl and I need to practice our Portuguese, too!



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» partner spotlight

By George Paul Thomas
Photos by Ryan Corvello

TINA

DEL CASALE

SANDY SPRING BANK

Celebrating Diversity, Equity, and Inclusion

In a world that sometimes feels clouded by division and bias, shining stars like Tina Del Casale, Mortgage Banker with Sandy Spring Bank, illuminates the path toward acceptance and celebration of diversity.

With a passion for real estate lending and a genuine dedication to promoting LGBTQ+ rights, Tina's journey embodies the spirit of acceptance and empowerment.

Tina's professional expertise in real estate lending is matched only by her commitment to social justice and equality. As an active Greater Capital Area Association of Realtors (GCAAR) member, this year she proudly serves as the vice chair of the Diversity, Equity, and Inclusion Committee. Through her involvement, Tina champions initiatives to combat discrimination and promote understanding within the real estate industry and beyond. Central to Tina's advocacy is her knowledge of the historical context of discrimination, particularly the practice of redlining.

Exploring the Effects of Redlining

Understanding Tina's push for diversity, equity, and inclusion requires confronting the lingering effects of redlining on our society. Redlining, a federal government discriminatory practice that denied loans and financial services to communities of color and other marginalized communities, has left a deep mark on our nation's past.

In the 1930s, government agencies like the Home Owners' Loan Corporation (HOLC) created maps that classified neighborhoods based on race. Areas with primarily white residents received investment, while those with people of color faced barriers to homeownership and wealth building.

Redlining significantly impacts various marginalized communities, including the LGBTQ+ community. Its systematic denial of multiple services, such as housing loans or insurance, to residents of specific areas based on their racial or ethnic composition, color, and sexual orientation is severely affecting the marginalized community. The effects of

redlining persist today and intersect with other forms of discrimination, including those faced by LGBTQ+ individuals.

By acknowledging the legacy of redlining, Tina emphasizes the importance of recognizing and addressing ongoing disparities. Through education and awareness, she works to dismantle the barriers created by redlining and ensure fair housing for all.

"Be comfortable asking questions," Tina says. "The more you understand, the less threatened you are by anything that goes with religion, that goes with sexual orientation, that goes with everything. The less you understand, the more afraid you are of it. And when you're afraid of something, your instinct is to avoid it," she adds.

Heeding the Call

Tina's vision extends beyond the confines of the real estate sector, encompassing a broader commitment to LGBTQ+ rights and acceptance. She is an active member of the Real Estate Alliance, a network dedicated to supporting LGBTQ+ individuals within the industry. Through her participation, Tina amplifies the voices of marginalized communities and fosters a culture of inclusivity within her professional sphere.

At the heart of Tina's advocacy is a simple yet powerful message: acceptance. Regardless of sexual orientation, gender identity, or any other aspect of identity, Tina believes in embracing individuality and celebrating diversity. She challenges common misconceptions surrounding the LGBTQ+ community, emphasizing the importance of understanding and empathy in overcoming bias.

"We should welcome individuality. Uniformity is not interesting. Life is boring with uniformity. Embrace everyone's differences, even if you disagree with them," Tina emphasizes.

One misconception Tina addresses is the fear that LGBTQ+ individuals will somehow





she drove the vehicle adorned with banners, Tina felt overwhelmed by the crowd's outpouring of love and gratitude. It was a poignant reminder of the impact of inclusion and acceptance, inspiring her to continue advocating for change.

Looking ahead, Tina remains steadfast in her commitment to progress and inclusivity. With plans for future Pride events and collaborations with organizations like the Real Estate Alliance, she seeks to create a society where everyone feels celebrated and valued. Her ultimate goal is to eliminate the need, although not the desire for a Pride parade, envisioning a world where acceptance is not confined to a single day but permeates every aspect of life.

In celebrating Tina's advocacy, we are reminded of the power of compassion, understanding, and allyship. By embracing diversity, challenging stereotypes, and confronting historical injustices, we move closer to realizing a society where everyone can be their authentic selves. Tina's journey is a beacon of hope and inspiration, guiding us toward a future defined by acceptance, equity, and pride.

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influence their children's identities. She emphasizes that children are born free of judgments and urges society to embrace diversity without prejudice.

"One of the beautiful things about children is that they have no preconceived judgments," Tina notes. "They don't see color, religion, or sexual orientation. They see people. They see you as a person who wants to play with them in the sandbox or on the monkey bar."

Drawing from her own experiences and upbringing, Tina underscores the significance of measuring individuals by character rather than superficial attributes.

"My mother, especially when I was a little kid, despised it when people approached me and only commented on my appearance, saying things like, 'Oh, your daughter is so pretty.' She'd quickly interject, 'She's smart too.' My mom never wanted others to judge me solely based on my appearance," Tina recalls. "She's like, 'Are you good inside, Tina?' She goes, 'I don't care what people think about you outside. It's what you are inside.'"

Marching Through

Tina's commitment to LGBTQ+ rights goes beyond mere words to concrete actions. Last year, she proudly participated in the Pride parade alongside GCAAR, marking a historic moment for the organization. As



From here. For here.



RYAN



► rising star

By George Paul Thomas
Photos by Ryan Corvello

DAVILA



Balancing Business & Passion

Ryan Davila is a trusted name in real estate, celebrated for his honesty, loyalty, and genuine care for clients. He believes the homebuying journey should be meaningful and enjoyable, so he brings a unique blend of professionalism and passion to every interaction. No transaction is too insignificant for his attention, as he strives to ensure that each client receives personalized support and guidance tailored to their needs.

Setting Sail

Ryan's journey from Harrington, Delaware, to the world of real estate is a testament to his unique background and unwavering dedication. He graduated from Wilmington University with a bachelor's degree in Human Services; his upbringing surrounded by standardbred racehorses and cherished moments along Delaware's beaches shaped his values.

"After college, I worked as an office manager for a chiropractic clinic before transitioning to property management, where I served as a portfolio manager," Ryan recalls. "It was during this time that I met my current mentor and friend, Claudia Vitale of KVS Title, where I then worked as a settlement assistant for three years," he adds.

The essence of genuine connections learned from his outgoing family and friends guides Ryan's approach to real estate. He entered the field in 2019, joining Compass Real Estate in Logan Circle. Ryan is not alone in his endeavors; he collaborates with his business partner, Katri Hunter, and operations manager, Amy D'aniello, as part of the HD Residential team.

"I've always been intrigued by real estate. I enjoy the story behind a home's four walls, and I love learning the history of every property I am fortunate enough to be involved with and I think of it as a 'if these walls could talk' experience," Ryan shares.

Ryan's past experiences in horse training and education contribute to his professionalism and work ethic in real estate. He strives to tailor each transaction to his client's unique needs and circumstances. With integrity and empathy at the forefront, Ryan continues to excel, proving that genuine care and dedication are key to success in the real estate industry.

"I love helping others realize their personal and financial dreams through home ownership. I genuinely love guiding people in their home

search and being with them every step of the way," he adds.

What sets Ryan apart in the competitive world of real estate isn't just his impressive sales volumes and accolades—it's his unwavering commitment to his clients and his steadfast adherence to his business motto: kindness, honesty, and transparency. Since entering the industry in 2019, Ryan has distinguished himself as a top-performing agent, consistently exceeding expectations and delivering exceptional results.

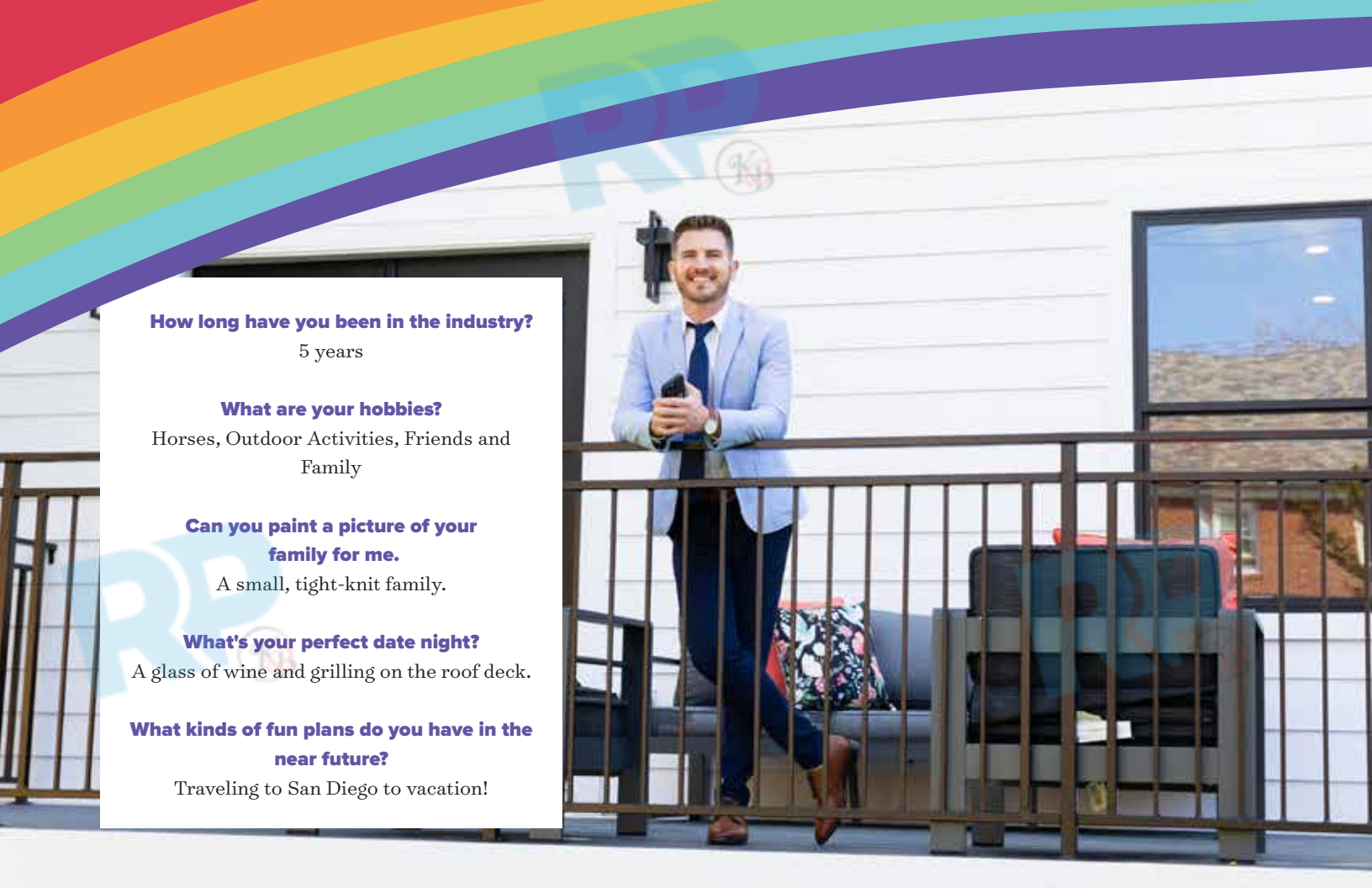
In the past year alone, Ryan achieved a total sales volume of \$16 million across 26 transactions—a testament to his expertise and dedication. He projects even greater success, aiming for a projected volume of \$25 million this year.

Ryan's outstanding performance hasn't gone unnoticed. He has been honored with prestigious awards, including being named a Compass Top Agent for four consecutive years from 2020 to 2023. Additionally, Ryan has been recognized as a Five Star Professional for the same period, further solidifying his reputation as a trusted and reliable real estate professional.

Outside Real Estate

Ryan may be a powerhouse in the real estate world, but outside of work, he cherishes the simple joys of family, furry friends, and enriching experiences. With a small yet close-knit family, Ryan's world revolves around his partner, Kevin, his nephew Rhen, a bundle of energy at three years old, and his four-legged friend, Emma.

"I also have a horse named Coopersmith. He was my first racehorse, and after being separated for about ten years, I rescued him three years ago. He's 24 years old and is living a life of retirement in Delaware," Ryan notes.



How long have you been in the industry?

5 years

What are your hobbies?

Horses, Outdoor Activities, Friends and Family

Can you paint a picture of your family for me.

A small, tight-knit family.

What's your perfect date night?

A glass of wine and grilling on the roof deck.

What kinds of fun plans do you have in the near future?

Traveling to San Diego to vacation!

When he's not immersed in real estate transactions or tending to his furry friend, Ryan indulges in his favorite pastimes.

"I love traveling, reading, and learning new skills. One of my closest friends recently taught me how to golf, and I'm working on conquering pickleball next," Ryan reveals.

Despite his busy schedule, Ryan remains deeply committed to giving back to his community. As a member of the brunch committee for SMYAL, an LGBTQ youth organization, he actively supports initiatives that empower and uplift marginalized communities. Alongside his business partner, who serves on the National Kidney Foundation (NKF) board, Ryan embraces the opportunity to make a meaningful difference through volunteering and charitable contributions.

Beyond Transactions

Looking ahead, Ryan envisions a future shaped by his unwavering commitment to personal and professional growth, guided by the wisdom of Maya Angelou's timeless words: "I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel."

Looking forward, Ryan envisions a future brimming with opportunities for personal enrichment and professional advancement. His aspirations are fueled by a desire to emulate the influence and impact of those who have guided him. With each step forward, Ryan aims to cultivate a legacy of service and dedication, leaving a lasting impression on his community and beyond.

For Ryan, success isn't merely about achievements or accolades—it's about the intangible sense of happiness, fulfillment, and enjoyment derived from his endeavors. As he continues to navigate his journey, he remains steadfast in his belief that true success lies in the joy and satisfaction he finds in his work and personal life.

As we wrap up, Ryan's seasoned advice offers a roadmap for emerging top producers in the real estate scene.

"Enjoy any downtime because when real estate is busy, it's busy! However, during any available downtime, ensure that you focus on building and maintaining authentic relationships, being an expert in your market, and participating in continuing education courses that emphasize keeping up with industry changes."

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By Amelia Rosewood
Photos by Ryan Corvello

STELLAR SERVICE, BRILLIANT RESULTS

Meet Kimberly Cestari, a REALTOR® with Long & Foster who is setting new standards of excellence in the real estate industry. With her motto 'Stellar Service, Brilliant Results' and a distinctive '5 Star Approach,' Kimberly offers clients a comprehensive experience transcending the ordinary transaction.

From mortgages to moving logistics, she provides a one-stop shop for all real estate needs, reflecting her unwavering commitment to exceptional service. Inspired by the white-glove standards of WC & AN Miller Realtors, where she first started as an agent, Kimberly aspires to be the Ritz Carlton of agents, ensuring every detail is impeccably managed. With her dedication to personalized care, Kimberly is reshaping the real estate journey for her clients.

EMBARKING ON A JOURNEY

Born and raised in the quaint confines of Newport News, Virginia, Kimberly's journey into real estate is as diverse as it is compelling. Armed with a degree in English and Business from The College of William and Mary, Kimberly's story is about tenacity and adaptability.



In her early career, she navigated the intricacies of marketing and advertising, from Circuit City's print department to E-commerce for Marriott International and Discovery Communications.

"I was working for Discovery and was laid off during the dot-com downturn of 2000-2001. I was also pregnant with our first child," Kimberly recalls. "I started my own decorating business as friends and family had always asked me for paint color, fabric, design, and furniture placement recommendations. I did that for a while, and while I enjoyed the flexibility, I was having difficulty justifying the time-to-earnings ratio," she adds.

"Then one of my acquaintances in the neighborhood, a real estate agent, said, 'You have such a good eye and really seem to understand the business. With your marketing and advertising background, have you considered becoming an agent?' That is when the seed was planted."

However, the reality of real estate proved to be a nuanced challenge. Balancing the job's demands with the need for autonomy was a lesson learned. Kimberly's dedication to her clients, her background in marketing, and her renovation expertise have created happy past clients and a base for future referrals.

For Kimberly, the most fulfilling aspect of her work lies in guiding clients through the complexities of real estate transactions with a blend of expertise, calmness, and humor.

"I want to create a strong role model for my daughters by helping others, which has always



been a goal, and I believe I have achieved that," Kimberly shares.

What sets Kimberly apart from the crowd of real estate agents isn't just a catchy tagline – it's a commitment to unparalleled service and a comprehensive approach that leaves no stone unturned.

Since entering the industry in 2005, Kimberly has consistently delivered impressive results, including \$85 million in total volume and 66 transactions in 2022. Despite market challenges last year, she closed \$52 million in volume and 42 transactions, maintaining her reputation for excellence.

Her volume to date stands at \$38 million, with 32 transactions already completed. Kimberly's accolades speak volumes about her expertise, including being named the #1 agent in DC by Rate My Agent for three consecutive years and holding the top spot as both the selling and listing agent for Long & Foster for seven years.

BEYOND THE CLOSING TABLE

When Kimberly isn't busy negotiating deals and guiding clients through the intricacies of real estate, she's immersed in the joys of family life and pursuing her passions outside of work.

At home, Kimberly is surrounded by her loving family, including her husband, Ken, and their two daughters, Anna (23) and Gigi (21). Their two beloved rescue dogs, Wittman and Barnaby, add to the household dynamic. Family dinners are a cherished tradition in the Kimberly household, where they bond over their shared love of cooking and savoring delicious meals together.

When she's not busy with work or family activities, Kimberly finds solace and fulfillment in her favorite hobbies. Gardening, running, rowing, birding, and thrifting are among her preferred pastimes, providing her with moments of relaxation and inspiration.

"I am extremely handy and owned more tools than my husband when

“
I WANT TO CREATE A STRONG ROLE MODEL FOR MY DAUGHTERS BY HELPING OTHERS, WHICH HAS ALWAYS BEEN A GOAL, AND I BELIEVE I HAVE ACHIEVED THAT.
”



“

I WOULD LIKE TO TAKE ONE MAJOR TRIP A YEAR WITH MY HUSBAND. PROFESSIONALLY, DOWN THE ROAD, I WOULD LIKE TO EXPLORE THE POSSIBILITY OF GROWING MY BUSINESS THROUGH A TEAM OF CAREFULLY CURATED AGENTS.

”



we married. The best present I ever received from my mom was a battery-operated screwdriver. I keep a tool kit in my car, so I'm ready for most house-related issues when they arise," Kimberly reveals.

Beyond her pursuits, Kimberly remains deeply committed to giving back to her community. While she prefers to do so quietly, she regularly donates to charitable causes. She volunteers with organizations like Goods for Good, where she serves as a sponsor, offering financial assistance and hands-on support.

LOOKING AHEAD

As Kimberly reflects on her journey and looks to the future, she finds inspiration in her favorite quotes and the guiding principles that have shaped her personal and professional life: "She believed she could, so she did" hangs above her home office desk.

For Kimberly, success isn't just about achieving milestones or accolades; it's

about making a meaningful impact in the lives of her clients. Whether it's helping a buyer find their dream home or assisting a seller in reaching their goals, success is defined by the satisfaction of knowing she's made a difference.

Kimberly envisions a future where she remains remembered as the consummate professional who always went above and beyond for her clients. She's committed to building this legacy one transaction at a time. She believes that personal connections and how we treat others are the key. To her, fostering relationships with clients—whether from the past, present, or future—and with fellow agents is important. At the end of the day, she'll reflect on the individuals she encountered on her journey and the positive impact she's made on their lives, valuing this more than any financial gain or accolades.

"I would like to take one major trip a year with my husband. Professionally, down the road, I would like to explore



the possibility of growing my business through a team of carefully curated agents. Timing hasn't been right in the past, but it might be what the future holds," Kimberly notes.

With her steadfast determination, unwavering commitment to excellence, and clear vision, Kimberly stands poised to embrace the future with confidence and optimism.

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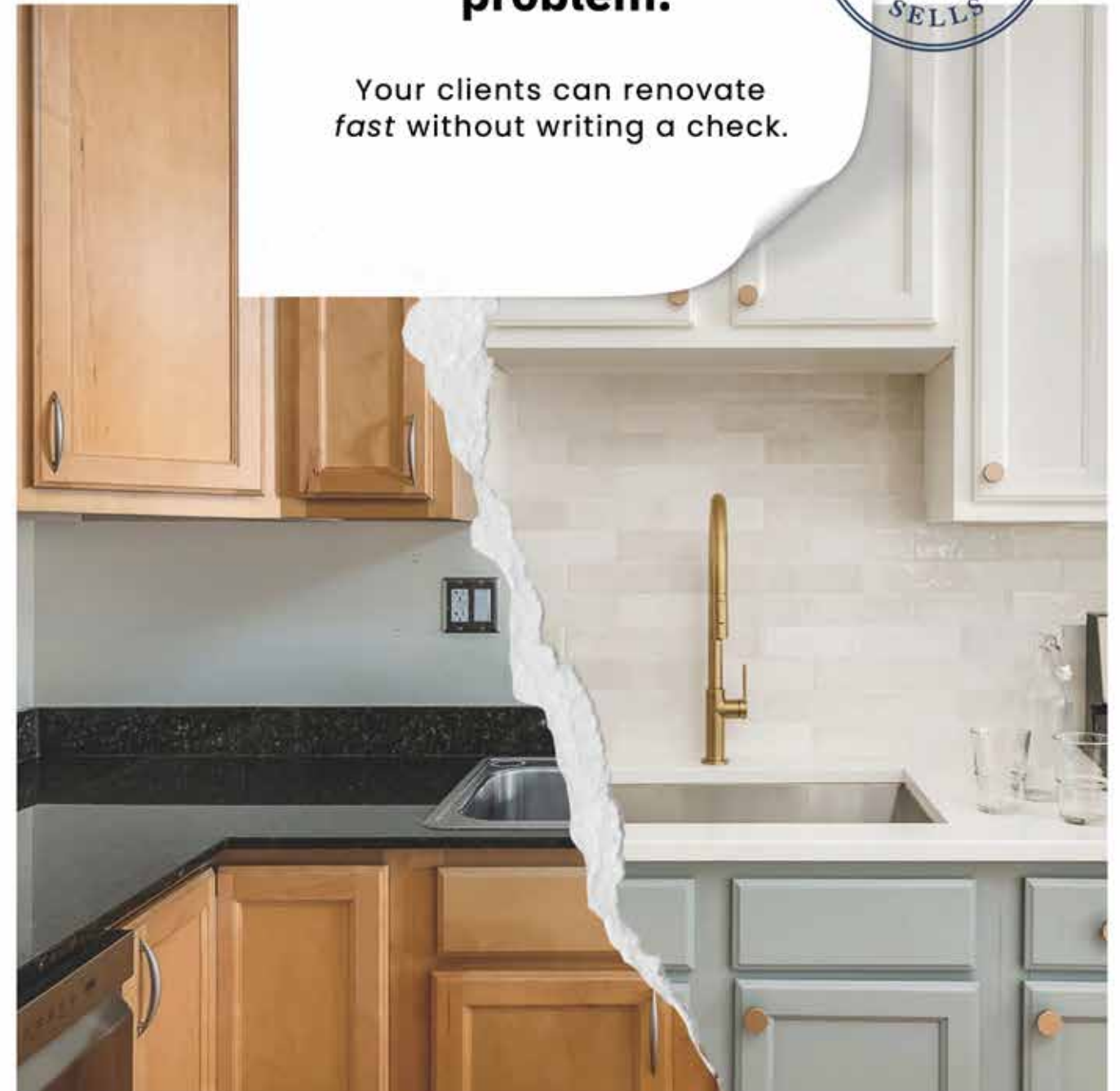


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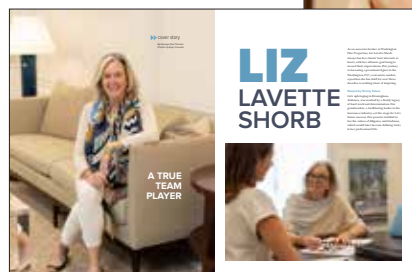
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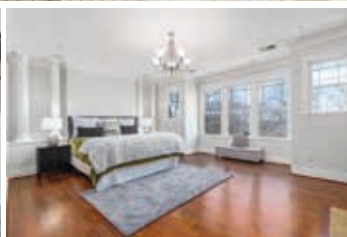
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