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PUBLISHER'S NOTE

NOVA 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, **Design Pro Remodeling!** 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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Target These Two Specific Seller Demographics TO GAIN LISTINGS!

This Summer is going to come with a lot of opportunities and potential uncertainty in the real estate space. There has been no greater time than now to target a large section of people who need to sell their homes. Since 2022, over 7 million babies have been born in this country. That means there are a lot of condo and townhome owners who feel the walls are a lot tighter than they used to be. These homeowners are great targets to sell and move up. There are also many older people who live in large homes and are sitting at very low-interest rates, but they need to find an exit strategy out of these properties for various reasons. How do we target and convert them to listing opportunities?

1. Downsizing Seniors

Obtaining the information is the start. How do you know who to target? There are lots of data providers out there that can tell you how long someone has owned a property, their equity percentage, and the age of the homeowners. Pruitt Title has access to these providers, and we help our agents create more listing opportunities all the time. These homeowners can be targeted by school districts, zip codes, and much more. Now it's time to get the phone numbers and emails of these targeted homeowners with other data providers. Once you have them, it is time to get in front of them.

The Conversion

The approach is twofold: Set up an in-person seminar to get in front and follow that up with a Zoom seminar for those who couldn't make the in-person event. Send a mailer to the homeowners inviting them to your Saturday morning event. Have them RSVP to you for headcount. Set up a Tuesday evening Zoom seminar by emailing the homeowners a nice invite with a Zoom link. This allows you to capture these homeowners in two different ways. Use this strategy monthly.

2. Move up Buyers

These homeowners come with an even greater opportunity as, more than likely, there is a sale and a purchase. Again, with the data, we can pull these homeowners anywhere in the DMV. I would start with condos and townhomes in zip codes and owners that have lived in their homes for three or more years. You can also obtain their phone

numbers and email addresses. Following a similar path as with the downsizing Seniors, do an in-person event but have your lender present because loan programs and grant programs will come into play.

Set up your "right-sizing your home" event to get in front of these homeowners and follow this up with a Zoom event. You can do this as many times as you want as you have all the contact information you need to either mail, make direct calls, text, or email. Ensure you have a good CRM or something like "Constant Contact" that allows you to send emails to each homeowner and not a blast.

Being intentional with your marketing is super important. Outside of your sphere of influence, use these strategies to target the greatest groups of homeowners likely to sell in the next 90 days.



Wade Vander Molen is senior vice president of business development at Pruitt Title LLC in the Northern Virginia/Washington, D.C., area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new, sustainable business model to help them grow their businesses. You can visit Wade at www.DCTitleGuy.com.

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FOREIGN SELLERS, *a Not So Foreign Concept*

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By Christina J. de Uribe, Esq.

Transactions involving foreign sellers have only become more frequent as our population becomes more diverse. My goal with this article will be to provide a general understanding of and some clarity surrounding the applicability of the Foreign Investment in Real Property Tax Act ("FIRPTA").

Remember, when working on unconventional transactions, a Realtor is still obligated to do right by their Duty of Competence. "I haven't done this type of transaction before" will never

be an excuse, and so taking the time to understand the ins and outs of foreign seller transactions will not only elevate your business but will ensure you have the tools needed to abide by Agency Law and your Code of Ethics.

First, let's clarify what FIRPTA imposes and what it does not. FIRPTA is not an additional tax. Foreign sellers will be subject to the same possibility of capital gains tax and will be able to utilize the same exemptions as any other seller would be in the U.S. What

FIRPTA imposes, when it is applicable, is a requirement that funds be withheld from the seller proceeds, to be sent to the IRS by the Settlement Agent, which ensures that taxes are paid if and when they are owed. The IRS holds these funds until a return is filed by the seller, at which time the IRS will return any excess funds that are not owed and will keep what is needed to pay any capital gains tax that may be due.

If a foreign person sells U.S. real property, the required withholding will be

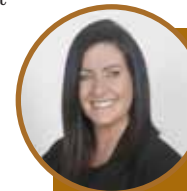
a percentage of the GROSS sales price (not the NET). The required withholding is 15% unless the sales price does not exceed \$1,000,000 and the buyer is acquiring the property as a principal residence, in which case the withholding is reduced to 10%. Your Settlement Agent will help you calculate this, but it can be helpful to have a general understanding when assisting sellers with net sheets. Remember, we are taking a percentage of the GROSS and that could possibly exceed what is in the bottom line if the Seller has a lot to pay off at closing or is selling at a loss.

Finally, does it apply or not? A "Foreign Person" per FIRPTA is not a casual, but rather a defined, term. Foreign persons subject to FIRPTA include non-resident aliens and certain foreign entities. For individuals, residency can be established by 1) having a Green Card; 2) Citizenship; or 3) passing the Substantial Presence Test. Questions concerning the

Substantial Presence Test should always be referred to a CPA or tax attorney familiar with FIRPTA. Simply put however, if they fall into one of those categories, FIRPTA will not apply. Also note that diplomats and a lot of VISA holders are exempt from taxes, but being exempt from taxes will not exempt the Seller from FIRPTA. Remember, FIRPTA is not a tax. It is a withholding that is held by the IRS until they receive a return which will determine the actual tax liability. If that is zero, the entire withholding will be returned.

Now, of course, this is a very short article, and as with most things, there will always be complicating factors such as multiple owners (one foreign and one not), foreign company ownership, the possibility of pre-closing applications for a determined withholding amount, and caveats for sales prices under \$300,000. The bottom line is this: communicate and ask tons

of questions. Every transaction is different, and your trusted Settlement Agent should be knowledgeable about the rules surrounding these transactions and be available to guide you even before you list!



Christina J. de Uribe has been a Managing Attorney at MBH Settlement Group for the last 10+

years, and has a long history working in the real estate industry. She is licensed to practice law in both Virginia and DC, and also has her Master's Degree in Business. She loves to teach and enjoys using her depth of experience to help agents elevate their own business. She is fluent in English and Spanish, and spends her spare time with her husband and daughter, their horses and pups, on their farmette in Marshall, Virginia.



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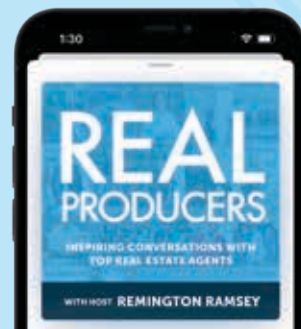
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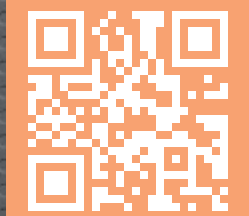
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CELEBRATING NOVA

REAL PRODUCER'S

LGBTQ+ COMMUNITY

▶▶ community pride

As we welcome the vibrant hues of Pride season, *NOVA 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 *NOVA Real Producers* for 6.5 years (for DC Metro Pub, 7.5 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

KELLER WILLIAMS
CAPITAL PROPERTIES

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**
RLAH @PROPERTIES



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 the world of 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.



PHILLIP RAY

KAY HOUGHTON & ASSOCIATES REAL ESTATE

HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

I was first licensed in 2013. I made the transition from agent to operations a few years later. Now, I'm the operations director for Kay Houghton & Associates.

WHAT ARE YOUR HOBBIES?

I'm an avid traveler with a deep fondness for exploring new and familiar destinations. Annually, I make a special trip to Provincetown to celebrate my birthday, immersing myself in its vibrant culture and stunning landscapes. This tradition is a highlight of my year, allowing me to reflect, rejoice, and rejuvenate.

Beyond travel, I'm a passionate enthusiast of the Star Trek universe. I've explored every corner of this iconic series, delving into each episode and series multiple times. This adventure through the final frontier has entertained me and inspired my outlook on technology, humanity, and the future.

Recently, I've embarked on a culinary journey, especially intrigued by the burgeoning restaurant scene in the DC area. This newfound hobby has transformed me into a budding foodie eager to taste and discover the rich



tapestry of flavors and cuisines the world offers. It's a delightful exploration that engages all my senses and continually expands my palate.

CAN YOU PAINT A PICTURE OF YOUR FAMILY FOR ME?

I'm really close to my parents and talk to my mom almost every day, even though most of my huge family is back in Tennessee. But being part of the LGBT community taught me about another kind of family, too—the kind you choose. My chosen family includes incredible friends and awesome coworkers who've become super important to me. Together, both my families make up this amazing circle of support and love in my life.

WHAT'S YOUR PERFECT DATE NIGHT?

For me, a perfect date night is all about simplicity mixed with a bit of adventure. It starts off cozy, just the two of us cuddling on the couch, diving into our favorite TV show, with a glass of wine in hand. It's those quiet moments that really matter, where we can laugh, chat, or just enjoy being together in our little bubble.

But I also love mixing things up a bit. Every now and then, dressing up and heading out to a nice restaurant adds that special spark to the evening. It's a chance to enjoy each other's company in a different setting, try some delicious food, and make the night a little more special.

And then, if the mood strikes, taking a late walk around the monuments in Washington, DC, can be the perfect end to the evening. There's something about the city at night, with the monuments all lit up, that feels incredibly magical. It's peaceful yet



brehtaking, and walking through that beauty adds an unforgettable touch to the date. It's these moments, amidst the grandeur of the city, that make the night truly memorable.

So, my perfect date night is a blend of comfort, a dash of luxury, and a sprinkle of adventure—couch cuddles, fine dining, and a scenic walk under the starlit sky of DC.

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

I'm super pumped for my birthday this year because my friends and I are hitting up Amsterdam in August for Pride! Swapping out my usual July celebration for this is a big deal for me—it's been ages since I last traveled abroad. We're all about diving into the canal vibes, soaking up the city's cool spots, and just living it up at one of the biggest parties out there. Honestly, just thinking about all the fun we'll have and the new memories we'll make is getting me all hyped up. This trip is going to be epic!



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* Second and/or Vacation Homes eligible for Bridge-to-Purchase loans only

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- If refinancing, the cost of this loan may be rolled into the loan amount as long as there is enough equity to cover the associated costs

Bridge-to-Purchase Loan

The Bridge-to-Purchase Loan is used to acquire your next home, usually in conjunction with a Traditional Bridge Loan.

- You (the borrower) are not required to count the payment from your departure residence
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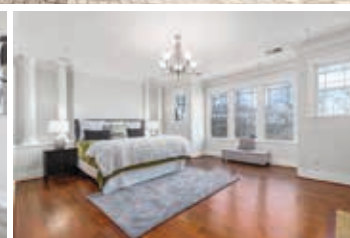
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IT'S HAUL GOOD

Supporting Clients Through Life's Transitions

Meet Samuel Richardson and Adam Grassman, visionary entrepreneurs whose journeys epitomize the power of networking and relationship-building in business. For them, the core of their success lies not just in the company's services but in the deep connections they forge with clients, vendors, and partners.

Seeding the Industry

Navigating the tumultuous waters of grief and loss often propels individuals toward unexpected paths. For Sam and Adam, childhood friends turned business partners, their journey from college buddies to junk removal entrepreneurs was paved



with personal trials, professional twists, and unwavering determination.

Their story begins in the quaint town of Murray, Kentucky, where Sam and Adam first crossed paths as college students at Murray State University. Bonding over shared experiences at their first job at Cracker Barrel, the duo's friendship blossomed, with Adam playing a pivotal role in drawing Sam out of his introverted shell.

"Eventually, Adam and I moved to Northern Virginia and started working immediately with a business development team, learning many things there and working for great American restaurants. It was our first job in Northern Virginia, and it was an incredible experience. It taught us so much about hospitality and how to treat clients, the great American restaurant chain, which many people may be familiar with," Sam narrates.

However, fate intervened with a devastating blow as Sam's world was shaken by his father's diagnosis of stage four cancer. Faced with an unthinkable reality, Sam made the courageous decision to relocate back to Kentucky, becoming his father's primary caregiver during his battle with the illness. In the poignant moments shared with his father, Sam unearthed profound insights into the emotional complexities of downsizing an estate, laying the groundwork for their future venture.

Following his father's passing, Sam, along with his sister and grandfather, embarked on the arduous task of estate downsizing. Sorting through cherished memories and practical belongings was a bittersweet process, but Sam gained firsthand experience in letting go while preserving the essence of cherished legacies.

Reemerging from the depths of grief, Sam was drawn to a serendipitous encounter with an ad promising lucrative opportunities in junk removal. Inspired by his recent

experiences, Sam envisioned a business that transcended the mere removal of items and served as a conduit for healing and renewal.

Teaming up with Adam and another close friend, Jason, Sam ventured into uncharted territory, armed with little more than a shared dream and an unwavering commitment to customer service. Their early days were marked by trial and error, but fueled by passion and resilience, they forged ahead, laying the foundation for their future success.





“The most fulfilling thing we get to do is run a business every day, allowing us to meet with people in their homes and spaces where they feel comfortable. More importantly, working with my best friend every single day,” Sam notes.

“I think what sets us apart and why people choose to work with us over our competition is that we are insanely hospitality-focused,” Sam shares. “I mean, even down to how we train our team to answer the phone, we are all about the client experience and even more so,” he notes.

Setting the Standard

It’s Haul Good, a company dedicated to revolutionizing the junk removal industry. Founded seven years ago by Sam Richardson and his business partner Adam Grassman, it has become synonymous with exceptional service and compassion.

Sam and Adam’s business has various services, including junk removal, donation pickups, and interior moves. However, their expertise extends beyond mere removals. Specializing in downsizing and estate cleanouts, Sam and his team excel in assisting clients during life’s most challenging transitions.

Located in Fairfax, with a centralized base in Fair Oaks, It’s Haul Good serves the entirety of Northern Virginia. Their team of 14 dedicated employees ensures prompt and reliable service across Loudoun, Prince William, and Fairfax counties, as well as areas within the Beltway and beyond.



Beyond Business

In Northern Virginia, amidst the bustle of business, Sam and Adam’s friendship is a testament to destiny’s hand. Introduced by Sam, Adam finds love with Chrissy, who connects Sam with his wife, Kelly. Together, they form a tight-knit circle of companionship, sharing life’s joys and challenges.

Their families grew in parallel - Sam with his son Solomon, followed months later by Adam’s son, Ajax. Only a year and a half later, Sam would welcome his daughter Kataleya into the world, and Adam celebrated his daughter, Cora, making her debut only months later! They are already creating bonds as enduring as their fathers’. In their free time, Sam enjoys adventuring through new neighborhoods, restaurants, etc. Adam, on the other hand, is a movie junkie. He enjoys watching movies on the big screen. He loves going to the theater and seeing all sorts of films.

“We also both enjoy weightlifting. It’s just one more way Adam & I enjoy hanging out, but it also keeps us in great shape for the physical demands of entrepreneurship and fatherhood!” Sam shares.

Looking Ahead

As Sam and Adam chart their course, the future holds professional expansion and personal fulfillment. With eyes set on mastering their craft, they remain committed to the Northern Virginia market, tapping into new opportunities while deepening their partnerships with Real Producers.

Professionally, their goal is to continue serving the community while creating job opportunities and fostering a team dedicated to excellence. Yet, the prospect of personal growth and family expansion truly excites Sam. With aspirations of expanding his family and cherishing the everyday moments with his children, Sam finds

unparalleled joy in fatherhood, a role he embraces with boundless love and dedication.

As they look ahead, Sam and Adam envision professional success and personal milestones. With each step forward, they remain grounded in their commitment to their family and community, embodying the spirit of growth and fulfillment in all aspects of life.

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VIKTORIJA PIANO

Unconventional Brilliance



With a passion for real estate and a commitment to exceptional service, Viktorija Piano stands out as a dedicated and authentic REALTOR® under Keller Williams Reston. With years of experience in the industry, Viktorija brings a wealth of knowledge and expertise to every client interaction. Whether you're buying, selling, or investing in real estate, Viktorija understands that each transaction is as unique as the individuals involved. She takes the time to listen to her clients' needs and works tirelessly to exceed their expectations at every turn.

From Struggles to Success

Born and raised in the former Yugoslavia (now called Serbia and

Montenegro), Viktorija's path to becoming a successful Realtor was far from conventional. Arriving in the United States in 2004, Viktorija encountered numerous obstacles, including finding employment due to needing a U.S. degree and English not being her first language.

Reflecting on her past, Viktorija shares, "Being a single mom and an immigrant brought many challenges and struggles. Those same struggles made me relentless and even more determined."

Before entering the real estate industry, Viktorija worked in automotive sales. However, a pivotal moment in her career propelled her toward the world of real estate. "The builder I worked for cut my pay without disclosing it prior,"

she recalls. Despite achieving notable recognition, such as winning the prestigious Rookie of the Year GALA AWARDS in 2013 for the entire metropolitan area, Viktorija realized that her true potential could only be realized by working for herself.

Driven by a desire for unlimited potential and boundless success, Viktorija found her calling in real estate. "In real estate, the sky's the limit," Viktorija shares. "To discover my full potential, I needed to be in a place where success was always possible. After talking to many successful people, I realized that real estate is where I belong," she explains.

For Viktorija, real estate aligns perfectly with her dreams and goals.



“ SPENDING TIME WITH THE KIDS, COOKING TOGETHER, AND WATCHING A SILLY MOVIE ARE OUR FAVORITE ACTIVITIES. ”

Doing something you are passionate about is a living dream, and real estate offers infinite opportunities. She loves creating opportunities and being in this industry.

Viktorija stands out for her unwavering authenticity and belief in self. As CEO/Founder of her team, The Piano Home Group, she fosters a culture of mutual support where every member thrives personally and professionally.

Viktorija’s impressive sales volumes speak for themselves. In 2023, she achieved a total volume of \$74 million, with a projected \$100 million for this year. Her stellar performance has earned her accolades, including the TOP 100 Real Producers 2023, Washingtonian Magazine’s TOP Real Estate Agent for 2020, 2021, 2022, and 2023, TOP 100 NOVA Best Real Estate Agent for 2022

and 2023, BEST of 2022 Business Reston Award, TOP 100 US Keller Williams Nationwide Award for 2022 and 2023, TOP DC METRO & NOVA 2022, 2023, and TOP 50 BEST Real Estate Agent, Modern Luxury DC.

With authenticity as her guiding principle and a supportive team, Viktorija continues redefining success in the real estate industry.

Balancing Family, Philanthropy, and Passion

Viktorija’s life is a blend of laughter, compassion, and adventure. With her family at the center of it all, she finds joy in giving back to her community and pursuing her passions.

For Viktorija, family means everything. With a husband, a 7-year-old son, and a 19-year-old daughter, their household is filled with love

and laughter. They’re self-described goofballs who cherish their time together, whether traveling to Europe to visit relatives or engaging in acts of kindness within their neighborhood. Weekends are often spent helping others, turning acts of service into family bonding experiences. Luna, their beloved Shepherd mix, adds to the warmth of their home.

When she’s not immersed in real estate, Viktorija finds solace in her favorite pastimes. “I love to travel to see my family in Europe. We all enjoy playing tennis. Spending time with the kids, cooking together, and watching a silly movie are our favorite activities,” she reveals. She also loves to mentor new entrepreneurs on how to be successful in anything they do.

Beyond her interests, Viktorija and her team are deeply involved

with various charities, including the Independence High School Marching Band, Light Ridge High School, Madison's Trust Elementary School, Hovatter Elementary School, Mobile Home Foundation, The Foundation—A giving Group of Guys, Woman's Center, and Willowsford Swim Team. Their dedication to philanthropy underscores their commitment to making a positive impact in the lives of others.

Looking Ahead

As Viktorija reflects on her journey and looks ahead to the future, she finds inspiration in her personal values and professional aspirations.

Viktorija envisions a future marked by tranquility, mentorship, and family unity. Her highest hope is to retire by the coast, where she can bask in the serenity of coastal living. A villa in the South of Europe and a yacht symbolize her dreams, where she envisions continuing her passion for mentorship and helping others succeed. Central to her vision is the presence of her children and grandchildren, ensuring that family remains at the heart of her journey.

In the short term, Viktorija aims to lay the groundwork for her future retirement plans while continuing to excel in her real estate

endeavors. In the long term, she seeks to immerse herself in a life of exploration and education, learning about the world and imparting her knowledge to others, enabling them to live their best lives.

As Viktorija concludes her narrative, she leaves with a powerful piece of advice for aspiring top producers in the real estate industry:

“Do what others are NOT willing to do.”

DO WHAT OTHERS ARE NOT WILLING TO DO.



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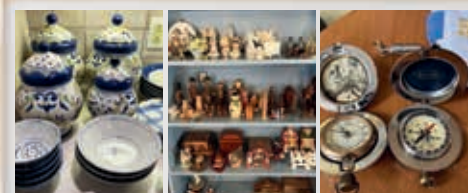
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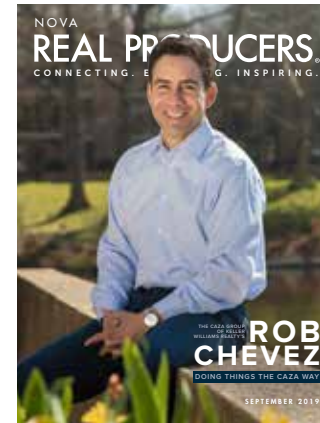
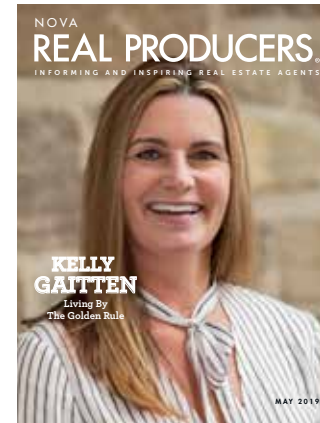
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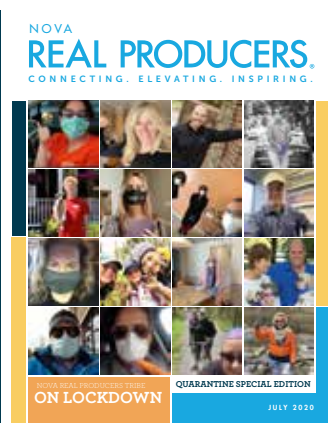
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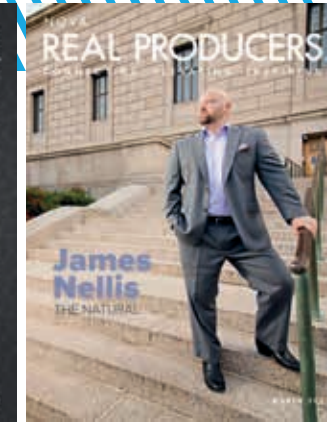
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