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Finding Home



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



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

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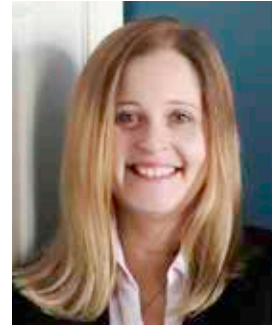
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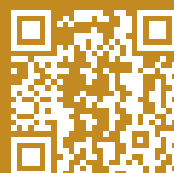
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FAQ

By Kristin Brindley, Publisher

ABOUT THIS MAGAZINE



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

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

Q: WHO RECEIVES THIS MAGAZINE?

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

Q: WHAT IS THE GOAL OF THIS MAGAZINE?

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

Q: DOES REAL PRODUCERS HAVE EVENTS?

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

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

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

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

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

Q: WHO ARE THE PREFERRED PARTNERS?

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

Q: HOW CAN I REFER A PREFERRED PARTNER?

A: If you know and want to recommend a local business that works with top Realtors, please email Lexy@kristinbrindley.com, and let us know!

2023

BY THE NUMBERS

HERE'S WHAT NOVA'S TOP 500 AGENTS SOLD...

15,547



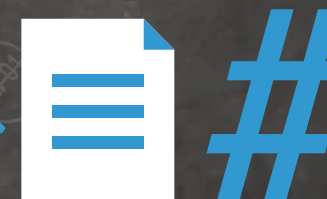
TOTAL TRANSACTIONS



12.3 BILLION SALES VOLUME

8,232

LISTING SIDE TRANSACTIONS



7,316

BUYING SIDE TRANSACTIONS



\$24.6 MILLION

AVERAGE SALES VOLUME PER AGENT



31.1

AVERAGE TRANSACTIONS PER AGENT

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



▶ publisher's note

Dear Real Producers of Northern Virginia,

Big congrats to all of the new Top 500 agents who are now part of our NOVA Real Producers community, thanks to your stellar sales performances in 2023. You guys rock! By now, you should have received your 2024 NOVA Real Producers Top 500 badge in your inbox, a testament to your achievements and success!

March is a special milestone for our team; seven years ago this month, we launched our flagship publication in Greater D.C. Thanks to the amazing Real Producers and preferred partners in our various communities, we have expanded to have a presence in seven markets around the country!! We're so proud of all of our publications... and excited for our newest top agents to join us at our fabulous, exclusive events throughout the year.

March also brings the end of Q1 and St. Patrick's Day — a time when I often reflect on what it means to me to be "lucky." What does luck have to do with success? Are we either born lucky or unlucky ... and can we change?

According to famed psychologist Richard Wiseman, author of "The Luck Factor," a 10-year scientific study into the nature of luck revealed that, to a large extent, people make their own fortunes. The results also show that it's possible to enhance the amount of luck that people encounter in their lives.

Moreover, Wiseman's findings revealed that luck is not magical or random; it has much more to do with one's thoughts and behaviors, which ultimately proved responsible for one's fortune. So if you want

more luck this year, heed Wiseman's advice using four basic principles:

- Create and notice chance opportunities!
- Listen to your intuition when making decisions!
- Set positive expectations!
- Adopt a resilient attitude to transform your luck!

Congratulations again to all 2024 Top 500 agents! Be on the lookout for your invitations to the **Hal Elrod "Best Year Ever" Zoom event on April 18th**, exclusive to our top agents, and to our festive **Summer Luau, coming up on May 15th**. We can't wait to see you all there!

If you have questions, comments, suggestions for us on feature stories, event locations, or anything related to this community, please don't hesitate to reach out to me personally.



With gratitude,

Kristin Brindley
Owner/Publisher
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FOOD FOR THOUGHT

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Direct mail marketing isn't dead. Many real estate agents around the country have massive success with direct mail marketing pieces. There is a reason for this. They send their direct mail to very specific audiences, so that means very specific messages. They also have another trick up their sleeve, and that is they don't try to convert anyone from their postcards. These agents know that if the goal is to get a direct seller from the postcard, that is very difficult. When was the last time a postcard made you drop what you were doing and pick up the phone to make a call? Here is a great idea to convert more people into your sales funnel from your direct mail marketing postcards.

SUPER BOWL STORY

A couple of years ago during the Super Bowl, there was a commercial where there was a QR code box that floated around the screen, bouncing off the sides. It made no noise and when it came on, people were confused. No noise or sound, just a QR code floating around? What a waste of money considering how expensive it is to run an ad during the Super Bowl. Then, millions of people all over the country did something. They pulled out their phones and scanned that QR code.

That is exactly what the company running the ad wanted the people watching the commercial to do. When the viewers scanned the QR code, it took the consumer to the exact place the company wanted them to go. It was their company website, direct product, or perhaps a video. This was brilliant, and a move that every REALTOR® who has a farm or sends out direct mail regularly should adopt.

FOMO

The reason this marketing strategy works so well is FOMO — the fear of missing out. What happens when you scan the QR code? Where does it take you? Is it something amazing that I also need to see? In 2024, it is very hard to convert a consumer simply off a postcard. Sure, you can get a call or reach out, but the conversion rate is very low.

The goal is to get the consumer to go where you want them to go — to your website or a video of you speaking about the value you bring and what problems you solve. Tapping into the consumer's FOMO will greatly increase the number of people you are marketing to who will land in the exact spot you intended all along.

THE PLAN OF ACTION

Decide where you want your target audience to land after they scan the QR code. My recommendation would be a professional video introducing yourself to your audience. The video could also go over the market stats or invite the homeowner to a local event. The second option could be a landing page where the homeowner can get a free home evaluation or some other valuable information. The goal is to drive the homeowner to a place where they can get to know you better and become a lead by filling out information.

Direct mail isn't dead; the approach just needs to change to fit the marketing responsiveness of the 2024 consumer. Happy mailing!



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 DCTitleGuy.com.

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▶▶ marketing matters

By Todd Lebowitz

CLOSING CONGRATS

5 Ways to Show Love to Clients at the End of Their Journey

Closing on a real estate deal is not just a transaction; it's a milestone event in many clients' lives that you have the privilege of sharing in! To make this moment even more memorable and foster lasting relationships, be sure to infuse a touch of love and appreciation into this time, at signing and thereafter. Here are five heartwarming ideas for showing love to your clients at closing.

1. Personalized Closing Gifts: A thoughtful, personalized closing gift goes a long way in expressing gratitude. Consider the client's tastes and preferences when selecting a gift. It could be something related to their new home, such as a custom-made welcome mat, a personalized key holder, or a local artisanal gift that captures the spirit of the community. In a time crunch? You can't go wrong with a home improvement gift card or gift certificate to a neighborhood restaurant.

2. Handwritten Notes: In the age of digital communication, a handwritten note stands out as a sincere and personal gesture. Take the time to write a heartfelt note expressing gratitude for the client's trust and highlighting the positive aspects of their home-buying journey. This small touch can leave a lasting impression and create a sense of connection.

3. Closing Day Surprises: Surprise your clients on closing day with a small celebration. It could be as simple as bringing a bouquet of flowers, champagne, or a box of chocolates to commemorate the occasion.

4. Capture the Moment: Consider investing in giant real estate-themed props or backdrops where you can snap commemorative photos. As a bonus, these serve as great testimonial images on your social media pages.

5. Post-Closing Follow-Up: The relationship between a real estate agent and a client doesn't

end at the closing table. Follow up with clients a few weeks after the closing to ensure they are settling into their new home comfortably. This thoughtful gesture shows genuine care for their well-being and reinforces your commitment to their satisfaction.

Remember, real estate closings are more than business deals; they're significant life events. As agents, you have the opportunity to turn these moments into lasting memories. Your appreciation and attentiveness will also encourage positive feelings from your client that can translate into great reviews, testimonials, and the potential to work together in the future!



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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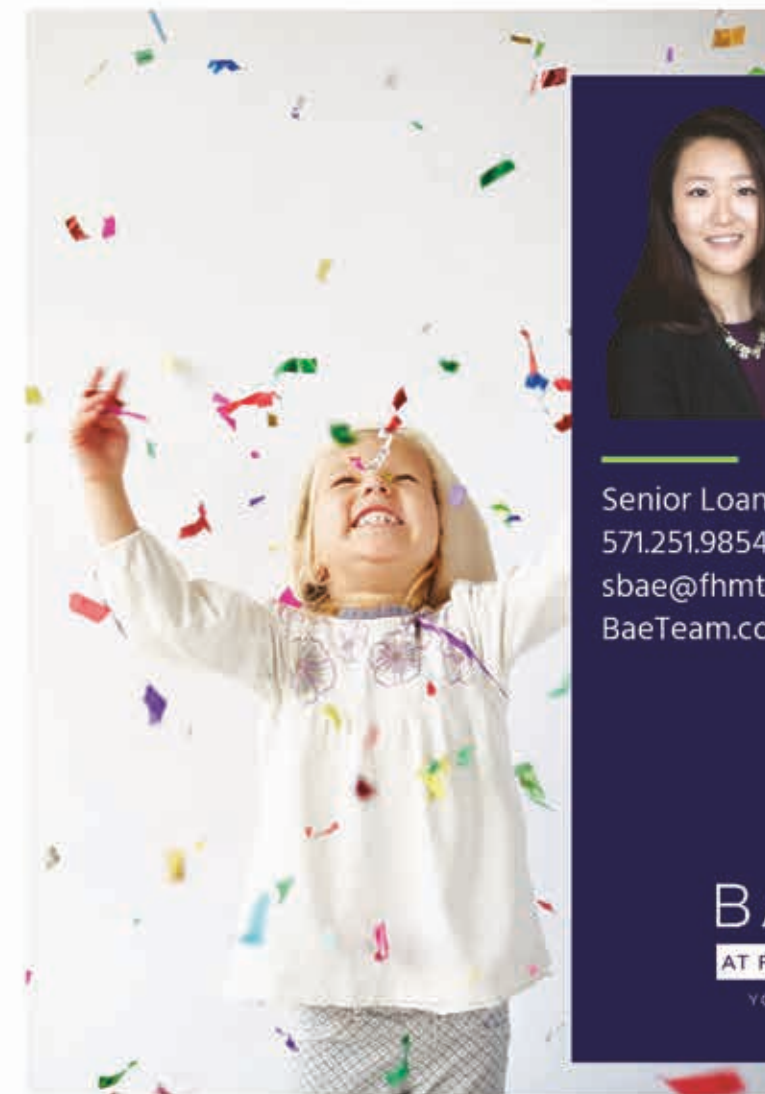
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TRACY NIRO

TOWN & COUNTRY MOVE MANAGEMENT



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As the senior director of Town & Country Move Management (TCMM), Tracy Niro embodies wisdom in the moving and relocation industry. Her vast experience and dedication to clients ensures that every step of the process is met with meticulous attention to detail and a genuine desire to make moving dreams as stress-free as possible.

“Our team’s combined knowledge and expertise in the move management and moving industry is unparalleled,” Tracy asserts proudly. “We have a team with combined move management experience of over 20 years and have achieved the A+ Accreditation from the National Association of Senior and Specialty Move Managers.”

Before the Move

Tracy’s venture into the world of move

management began with a realization during her tenure managing public estate sales. Recognizing that clients, particularly seniors downsizing from family homes, needed comprehensive support, Tracy founded Wise Moves, a boutique, family-owned move management company. Over 18 years, Wise Moves became synonymous with personalized care during transitions.

In a strategic move in June 2023, Town & Country Movers, under the leadership of Kevin Bass, acquired Wise Moves and integrated its employees and expertise into TCMM. Tracy now leads a terrific team with over 20 years of experience and is fully committed to providing clients with top-tier residential space planning and all moving solutions.

“This merger between Wise Moves and Town & Country Movers has only amplified my desire to help people through what is often a stressful and overwhelming process,” she affirms.



Tracy Niro is the senior director of Town & Country Move Management.

Tracy's background in human resources and diverse experience in sales, customer service, and leadership roles have uniquely positioned her in the moving and relocation management industry.

"I have always been in the business of supporting people," she shares. "Helping people has always been my passion, which is the core value of the move management industry."

Beyond the Business

Tracy's enduring partnership with her husband, Joe, is at the heart of her world. Their union, that has stood the test of time, spanning four decades, is a testament to the strength of their bond. They are proud parents to three accomplished adult children. Adding a delightful layer to their familial bliss is their adorable 2-year-old granddaughter.

"When I'm not busy working, I enjoy spending time with my family in our second home in Beaufort, South Carolina," Tracy adds. "Otherwise, it's date nights with my husband of 40 years!"

Looking ahead, as the move management industry grows, Tracy envisions the development of TCMM's "A



“ OUR TEAM’S COMBINED KNOWLEDGE AND EXPERTISE IN THE MOVE MANAGEMENT AND MOVING INDUSTRY IS UNPARALLELED. ”



The Town & Country Move Management team

Team” and looks forward to a rosy post-merger future. Professionally and personally, Tracy plans to prioritize her work and family, ensuring that TCMM thrives while cherishing moments with her husband, children, and their growing families.

She also notes that Town & Country Move Management, with its 50-year moving, staging, and storage legacy, combined with over 20 years of move management expertise, will continue to offer unparalleled support for real estate agents and their clients.

“This is so much more than a business to me,” Tracy concludes. “This line of work demands empathy and support resources. My goals are to guide each

of our clients forward while honoring their past and to provide continued leadership for our team.”

To learn more about how Town & Country Move Management can facilitate an efficient and stress-free move for you or your clients, request a free consultation at www.townandcountrymovers.com/movemanagement or call them at 301-450-2023.



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A LEGACY OF GROWTH

In the late '90s, as many of her college friends were contemplating stable careers, Janet Brinck leaped into the unknown world of real estate and chose to be a REALTOR®. Chasing her dreams has certainly paid off, as Janet went on to start Dwellus, a \$100 million-plus real estate team, became the team leader and CEO of a Keller Williams franchise, and now serves as a growth leader for Real Broker, LLC.

On the satisfaction scale, Janet's focus has always been on excellence in business and providing client experiences that exceed the proverbial '10,' though her true passion lies in coaching and training agents and helping them get to the next level in their business and life. While hosting top-of-the-line, industry-wide training events around the DMV is what she has become known for, Janet affects the most change through transparency in her personal story, being authentic about her struggles in both business and life, and sharing how she broke through barriers to overcome

"Being an attorney just wasn't in my heart, and I really wanted to start my career and my life," Janet explains. "But it was the scariest thing I had ever done to go from an employee with a stable salary to an entrepreneur/independent business owner with a commission-only structure. I was bound and determined to do it, though, and I definitely had something to prove."

STARTING OUT

In 1999, Janet chose the path less traveled, leaving behind the traditional route of law school to immerse herself in the dynamic world of entrepreneurship after obtaining her real estate license. Defying her family's expectations after graduating from Virginia Tech, she demonstrated that success could be achieved on her own terms. For Janet, real estate was not just a career but a platform to unleash her entrepreneurial spirit and pursue her dreams without limits.

"I couldn't imagine being in a world where someone else tells me my hours, where to be and when, and my goals and benchmarks," Janet explains. "Real estate allows me to dream as big as I want and be an entrepreneur in the truest sense of the word. There's just nothing better."

Numerous accolades and achievements have marked Janet's illustrious career over the past 25 years. Currently with Dwellus at Real Broker as the team's co-founder and director of growth, Janet has consistently been recognized as a Washingtonian's Best, and she has also secured a coveted spot on the Wall Street Journal Real Trends' "America's Best" list, with her large team ranking number five in Virginia.

Beyond the impressive sales and accolades on Janet's resume lies a steadfast dedication to making an impact on her clients' lives and the real estate industry. Her well-deserved naming as a *NOVA Real Producers* Legend in Real Estate and recipient of Agent of the Year award in 2022 is a testament to her professional prowess and her steadfast commitment to excellence.

"For me, the real question is, how do we set ourselves apart from the 5 to 10 percent of really good agents? That's harder to do ... but I believe it comes down to outworking and outplaying them," she emphasizes.



obstacles. "Rankings and awards are great, but for me, it's about way more than that," she says.

CHERISHED MOMENTS

Outside of her bustling career, Janet's life revolves around family and treasured moments together. Presiding over a household that buzzes with the energy of five teenagers — Alexa (19), Addison (17),

JANET BRINCK



Janet Brinck is the co-founder and growth leader of Dwellus at Real Broker LLC.

Madeline (16), Maddox (16), and Chase (13) — as well as a playful goldendoodle named Hudson — Janet and her husband, her husband, Arne, thrive amidst the chaos.

“We’re usually on the go to different activities, rarely all in one room, frequently dealing with one issue or another, someone’s being celebrated, punished, or both, and it always looks like a clown car,” she laughs. “But I wouldn’t have it any other way!”

AN EYE TO THE FUTURE

As she envisions the future, Janet focuses on the growth of her brokerage and refining systems for her team. Her aspirations go beyond personal success; they extend to creating an environment where others can thrive. “My highest hope is to grow Real Broker as the number one brokerage in our market. We are truly building something special, and I want to

continue to find partners with the capacity to lead the charge,” she affirms.

Reflecting on her incredible journey thus far, Janet says the facade of perfection is not an authentic portrayal, as she has overcome quite a few personal hurdles and self-limiting beliefs. “The majority of people see what I call my ‘highlight reel’ — the good stuff I celebrate on social media, the professional wins and accolades that my ego loves to share, and the ‘I’ve-got-it-all-together’ girl that I’m most comfortable showing,” she shares. “What few people know about me is that my journey is also filled with a tremendous amount of trauma, addiction, discouragement, and self-limiting beliefs that I spend a lot of time overcoming on a daily basis. I’ve struggled behind the scenes, I’ve come a long way, and continued growth is my number one priority.”



Success, according to Janet, is a collaborative effort. The key lies in surrounding oneself with those who have walked the path. In parting, she offers some terrific, proactive advice for up-and-coming top producers.

“Be honest with yourself and others about where you are and run your own race. Even if you feel undeserving, put yourself in rooms with people who are doing the things that you want to be doing. We are the sum of the five people we spend most of our time with, so who you surround yourself with matters,” she concludes. “Find a way to give to those people, and those people will give to you.”



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ENGINEERING SUCCESS

As a standout REALTOR® at Keller Williams Preferred Properties, Julian Varo distinguishes himself with a unique blend of expertise, vision, and ambition. Beyond the conventional considerations of location and price, Julian offers clients a holistic experience.

“I strive to provide clients with options that help them achieve not just their immediate goal of owning a home, but also their personal financial and professional goals,” Julian explains. “I truly aim to provide a seamless experience where the only thing my clients have to do is show up and sign documents. Everything else will be taken care of.”

From Engineer to Entrepreneur

Formerly a senior sales engineer dedicated to designing natural gas systems, Julian’s civil engineering background now forms the bedrock of his unique approach to real estate.

Originally from Brooklyn, New York, Julian came of age in Atlanta, Georgia. Armed with a bachelor’s degree in civil engineering from the esteemed Georgia Institute of Technology, he moved to the nation’s capital in 2017 and eventually planted his roots in Prince George’s County. A few years later, Julian decided to obtain his real estate license with the goal of getting into investments.

“I had a landlord in college who owned three duplexes that were 12 bedrooms/12 baths each. He charged \$425 per month per room and he made \$15,300 per month. His mortgage was approximately \$3,500 per month,” Julian emphasizes. “At that moment, I knew I wanted to get into real estate, specifically on the investment side.”

Julian purchased his first property in early 2017 in Georgia and rented

it out later that year, after moving to the DMV. He then bought a fore-closed condo in Maryland and fully renovated it, obtaining his real estate license in 2020 to sell the condo after the renovation was complete.



Julian Varo received the NVAR Top Producer Platinum award in 2022.

Rising Star Julian Varo is a Realtor with Keller Williams Preferred Properties.



motivating factor, especially during the hard times,” he advises.

Beyond the Business

Outside the office, Julian enjoys quality time with his family. Traveling and engaging in outdoor activities with his wife, Kat, and son, Zaire, provide a counterbalance to the demands of his busy profession.

“We love trying out new restaurants and going to museums too,” he adds. “Personally, I also enjoy researching ancient history, working out, and solving different types of puzzles. I am very interested in the ‘why’ of everything; I’ve always believed that just because we do not know the answer, that doesn’t mean there isn’t one.”

Julian’s commitment extends beyond family and work. His philanthropic involvement with the American Farmland Trust is a testament to his dedication to making a positive impact beyond real estate.

Looking Ahead

Peering into the future, Julian’s goals transcend mere business success; they encompass the development of housing communities focused on well-being, organic food, and fitness, showcasing his ambitious commitment to holistic living.

“I also plan on owning my own brokerage, flipping a minimum of three properties per year, and purchasing a minimum of two investment properties per year,” he asserts.

The future is undoubtedly promising for this rising star, and his career is worth following closely, both for the lessons it imparts and the inspiration it provides.



“Success, to me, is ensuring that all of my clients have an excellent experience that keeps them excited about the amazing benefits of homeownership,” Julian concludes. “I genuinely care about my clients getting the right home that’s right for them.”

What started out as a passive income stream quickly grew into a full-time rewarding career pivot for Julian. Awards such as NVAR Platinum Top Producer and inclusion in the *DC Metro Real Producers* “40 under 40” underscore his commitment to excellence. In 2022, Julian had a remarkable year with nearly \$7.4 million in transactions. In 2023, despite economic challenges, he showed his resilience, still closing \$3 million.

“The most fulfilling aspect of my work is selling a home that checks all the boxes for a

client’s short- and long-term goals,” Julian shares.

Julian’s approach to the real estate business is not merely to sell homes but to craft experiences aligned with the broader aspirations of his clients. Through his unique lens, a house becomes more than a property; it becomes a vessel for achieving dreams. He emphasizes the pivotal role of passion and patience in the wisdom he imparts to emerging top producers.

“Find your niche and lean into it. Passion is the biggest

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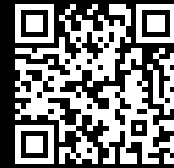
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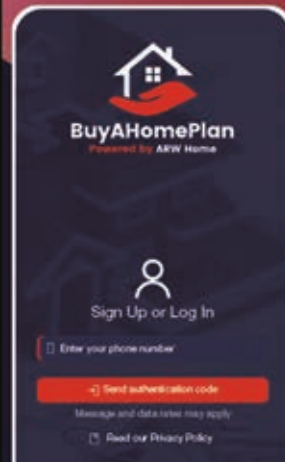
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





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ASHLEY TAUZIER

Finding Home

With her undeniable charisma, Ashley Tauzier's pivot from the insurance industry into the world of real estate embodies a genuine desire to help clients find their dream homes and be an integral part of the community she serves. Ashley's infectious energy and a genuine passion for connecting with people has served her well as a REALTOR®.

REALIZING THE DREAM

Ashley's path began with a solid foundation in finance, earning a degree with Summa Cum laude honors from McMurry University. After graduation, she went to work at State Farm, where she dedicated a decade to insurance sales. This experience honed Ashley's business acumen and laid the groundwork for her eventual transition to real estate after her children started school.

"In 2007, I planned to change careers from insurance to real estate. I was signed up for my license course, but life events happened and I became pregnant with my first child," Ashley recalls. "I then decided to put the dream on hold while I became a mother."

Ashley re-entered the workforce when her youngest started kindergarten. In January 2015, she officially became a Realtor, kickstarting her real estate career despite frequent moves across the country.

Hailing from New Orleans, Louisiana, Ashley's journey took her to various locations due to her husband's military



service. Her adaptability and determination shone through from Texas to Mississippi, Georgia, and eventually Northern Virginia in 2013. Despite the challenges of distance from family, she forged strong local connections, creating a supportive network.

“My parents always taught me to be self-sufficient and a go-getter,” Ashley reflects. “I married and moved away from my home at a very young age. Going out on my own forced me to push past my limits and to strive to be successful.”

“Still, to this day, we do not live near family so we treasure the time we get to spend with them. Thankfully, we have made a strong base of friends in our community to lean on.”

FINDING SUCCESS

As a solo agent with Berkshire Hathaway HomeServices PenFed Realty in Gainesville, Ashley continues to stand out with her remarkable achievements. In 2022, she sold over \$27 million, earning her the third agent position within BHHS PenFed Realty Mid Atlantic Region. Last year, Ashley closed 28 homes for \$17.7 million and is consistently ranked in the top 10 of BHHS while receiving prestigious accolades from NVAR, Northern Virginia Magazine, and Washingtonian.

Aside from being at the closing table, Ashley finds fulfillment through helping others.

“Helping a family purchase their first home, navigate through the ups and downs of the process, and then see their joy and pride makes the stress and long hours worth it,” she shares.



Top producer Ashley Tauzier is a Realtor with BHHS PenFed Realty in Gainesville.

For up-and-coming producers, Ashley emphasizes authenticity to make it in a competitive sales environment.

“Stay true to your ‘why’ and let that drive you to meet your goals with your clients,” she advises.

BEYOND REAL ESTATE

Outside the office, Ashley cherishes time with her active family. Married to Travis, a retired Air Force/Space Force member now

pursuing a career as a commercial airline pilot, their two daughters, Aubrey (15) and Sophie (14), add much joy to their lives, as does their fun-loving boxer named Rocco.

“When Aubrey’s not at school, she spends most of her time in the dance studio perfecting her craft as a competitive dancer,” Ashley adds. “And Sophie is a competitive gymnast so she trains numerous hours a week too.”

In her spare time, Ashley is a dedicated dance teacher herself. As the co-leader of a competition dance team for ages 6 to 18, Ashley

channels her love for dance into mentoring and inspiring young talents.

“I love working with the kids and sharing my passion for dance with them,” Ashley affirms. “They also help keep me young at heart, and I enjoy being my daughter’s dance instructor.”

ON THE HORIZON

Ashley’s future vision is about



The Tauzier family (from left to right: Sophie, Travis, Ashley, and Aubrey)



Ashley Tauzier's husband, Travis, retired from the U.S. Air Force/Space Force, is pursuing a career as a commercial pilot.

maintaining professional success and finding a balance that allows her to savor precious moments with her family. Looking down the road, Ashley envisions soaking up every moment with her high school-aged daughters. Professionally, she plans to focus on continuing to work by referral, help clients achieve their real estate goals, and add a second home to her portfolio.

“My hope is to purchase a vacation rental home in the near future that our family can enjoy while also being a good investment,” she concludes. “And the heart of my business will remain customer-centric, focused on relationships, and true to my slogan: “Work hard, be nice, and have fun!””



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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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Years of Service	Moves in 2023
16M	200
Miles Logged in 2023	Employees Trained Annually



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