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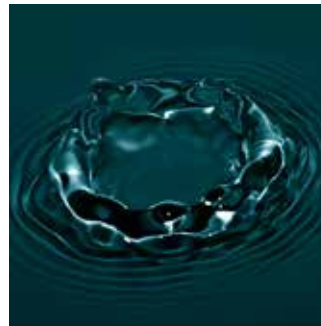
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Publisher's Note

Hello November, the Season of Gratitude!

As we welcome November, there's a crisp chill in the air and a sense of anticipation as the holidays approach. This is the month of gratitude, a time to reflect on all the blessings we've received throughout the year and to express our appreciation for the people and moments that have enriched our lives.

November is also a time for gathering, for cozying up with loved ones, and for savoring the warmth of home and hearth. It's the month of Thanksgiving, a perfect opportunity to come together, share stories, and create new memories.

We're thrilled to announce our 2025 event schedule will be released soon! Stay tuned for more details—there will be fantastic opportunities to connect, learn, and grow together.

A warm welcome to our newest preferred partner, **We Restoration and C.L.A. Title & Escrow!** We're delighted to have them join our community and look forward to many fruitful collaborations.

As we move through November, let's keep this quote in mind: "Gratitude turns what we have into enough." Here's to embracing thankfulness and cherishing the abundance in our lives.

Wishing you all a November filled with warmth, gratitude, and joyful gatherings. Happy November, everyone!



Kristin Brindley

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SHIPPING SOLUTIONS WORLDWIDE

» partner spotlight

By George Paul Thomas
Photos by Ryan Corvello

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Meet Edgar Zambrano, the dedicated Founder and Owner of Shipping Solutions Worldwide, a premier moving and relocation service provider. As a visionary, Edgar recognized a need for a more efficient and customer-focused moving service. He saw the potential to transform the moving and relocation experience with innovative solutions and a commitment to exceptional service.

A Journey Rooted in Family Values

Edgar's path to founding Shipping Solutions Worldwide is deeply rooted in family and dedication. Originally from Lima, Peru, Edgar moved to the United States, where he was inspired to start an international moving company. His brother Raul joined him shortly after, and together, they launched their business in Rockville, Maryland. As the company grew, it rebranded and moved to a larger warehouse in Gaithersburg.

"Our journey began with a focus on international relocations and has since evolved to include local and long-distance moves," Edgar explains. "Our goal is to make every move effortless and memorable for everyone involved."

A Legacy of Seamless Relocation Services

Shipping Solutions Worldwide stands as a premier provider of moving and relocation services, specializing in both local and international transitions. It is a family-owned



and minority-operated enterprise. The company offers a comprehensive suite of services, including free estimates, professional packing and unloading, special handling, door-to-door transport, customs clearance, diplomatic processes, and secure storage solutions. They handle various shipments, including household goods, personal effects, automobiles, motorcycles, boats, etc.

The company operates from a climate-controlled, secure warehouse. Shipping Solutions Worldwide boasts a dedicated

team of office associates, professional drivers, and crew members committed to exceptional service. Their fleet, featuring various truck sizes and moving vans, is equipped to manage any type and size of the move. Additionally, their global network of reliable international partners is prepared to assist with relocation needs worldwide.

The team is led by core members, including Founder and President Edgar Zambrano, Vice President Raul Zambrano (brother), Director of Operations Patricia Zambrano (wife),



“““

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and Director of Marketing Katherine Zambrano (daughter).

One of the most fulfilling aspects of their work is assisting people through the often stressful process of moving. “Helping people move, especially internationally, is incredibly rewarding,” says Edgar. “It’s important that our clients realize everything will be okay. We handle their belongings with the same care as our family.” The company’s dedication extends to notable humanitarian efforts, such as returning precious artifacts to Afghanistan and sending medical and educational supplies to South Sudan. “We were able to meet so many wonderful people from Afghanistan,” Edgar reflects on their artifact project. “It meant so much to the people there, as some

temples no longer exist, and these artifacts are all they have left.”

Shipping Solutions Worldwide distinguishes itself through its mission to make every move “effortless and memorable,” according to Edgar. Their commitment is to preserve memories, ease transitions, and provide peace of mind, ensuring that each move is handled with the highest care and professionalism. “Trust is at the heart of our mission,” Edgar adds, “and we are honored to be a trusted partner in their moving story.”

Beyond Business

The Zambrano family is a tight-knit unit, deeply connected by shared interests and a love for quality time together. Edgar, his wife Patricia, their children Katherine, Stephanie,

and James, and their beloved pets form a family that thrives on spending meaningful moments together.

Dining is a cornerstone of their family life. “We’re all big foodies,” Edgar notes. “We love cooking and dining together and treat ourselves to special restaurant meals.” Their culinary adventures extend beyond their kitchen, with travels that have taken them to diverse destinations such as Peru, Mexico, Spain, France, and various tropical islands.

Movie nights are another cherished tradition. The family relishes quiet evenings at home with popcorn and a good film, finding comfort in these simple pleasures. Their affection for animals is evident in their household, which includes two Shiba

Inus named Lexie and Rosie and a rescue cat named Baylie. “One of our crew members rescued Baylie right outside our warehouse,” Patricia explains. “She was saved from a fox attack and has since become a beloved member of our family.”

Edgar and Raul channel their energy into fitness when not engaged in family

activities. Both are regulars at a nearby gym, participating in a rigorous boot camp-style workout. “We go to the gym almost daily,” Raul says. “It’s an intense way to relieve stress and prepare for life’s challenges.” This commitment to fitness keeps them in excellent shape and strengthens their resilience, mirroring the strong familial bonds that define their personal and professional lives.

Looking ahead, Edgar is focused on expanding Shipping Solutions Worldwide and enhancing the company’s reach. “We are always striving to grow our business and branch out to serve as many people as possible,” he says. “We believe we have a unique approach to moving, and we want to ensure our customers have a positive experience, knowing they will be cared for like family.”



Ambitions & Motivations

Edgar finds inspiration in Sunny John’s words: “Vision without action is illusion, action without a vision is confusion.” This quote encapsulates the driving force behind Edgar’s personal and professional aspirations.



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DC Metro Real Producers is proud to highlight the inspiring stories of our agents and preferred partners who are not only leaders in real estate but also in their communities. These individuals have gone above and beyond in their charitable efforts, dedicating their time, resources, and hearts to causes that make a real difference. From supporting local organizations to creating lasting change, they exemplify what it means to give back. We are honored to share their journeys and celebrate their commitment to making the world a better place, one act of kindness at a time.

Thank you for your dedication and for showing that real impact comes from caring for others!

Ripples of Change: Jeremy Lichtenstein

A Lifelong Commitment to Giving Back: Jeremy Lichtenstein has spent 38 years in real estate, but his dedication to giving back has been a defining part of his life for as long as he can remember. “My parents were very into philanthropic causes,” Jeremy explains. “They instilled in me at a rather young age the importance of giving back.” This early exposure to charity shaped the man he is today—a real estate professional with a heart for those in need.

First Steps in Charity Work: Jeremy’s first charitable experience came while working at a Christmas tree lot, where he raised money for a homeless shelter. “I learned not only the power of giving and its benefits but also the great feeling of helping others,” he recalls. That early experience sparked a passion that has stayed with him throughout his life.

Creating a Lasting Impact: In 2012, Jeremy took his commitment to the next level by founding

Kids In Need Distributors (KIND). The nonprofit helps provide food to children who experience food insecurity, ensuring they have meals on the weekends when school-provided meals are unavailable. “I got the idea from helping a friend with another weekend food program,” Jeremy says. “I thought that I could accomplish the same goals but with fewer manpower hours involved.” KIND has grown immensely, now feeding nearly 3,000 children every weekend.

Keeping Business and Charity Separate: While some professionals merge their charitable efforts with their business, Jeremy prefers to keep them distinct. “I don’t try to let my charitable work influence my real estate career,” he says. “I’m okay with the other way around, but I don’t want it to look like I do my charity work to boost my business.” That said, many of KIND’s volunteers come from his professional network—lenders, home inspectors, and builders—who help deliver food to children in need.

Proud Moments and Continuing Motivation: “KIND is now feeding nearly 3,000 food-insecure kids in our community every weekend,” he says. It’s this success, along with the staggering need in his area—38,000 students in Montgomery County



Public Schools are on the Free and Reduced Meal (FARM) program—that keeps him motivated to do more.

A Philanthropic Legacy: Looking to the future, Jeremy hopes that his charitable work will define his legacy. “I want people to look at me as a philanthropist first and then as a Realtor,” he says. His motto, “The only way my business stays healthy is if my community is healthy first,” is a testament to his belief in the power of giving back.

Support KIND: To support Jeremy’s charitable work and help feed food-insecure children, visit www.KINDinMD.org. Every contribution makes a difference in the lives of children who need it most.

▶ the ripple effect of kindness

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Community Partners: A Lifeline of Support

Moyer & Sons partners with several key organizations that work to uplift the vulnerable and underserved. Their contributions include offering free moving services to aid programs, organizing donation drives, and providing financial support. One such partnership is with **Homes Not Borders**, which helps refugees and forced migrants in the Washington, D.C. area feel at home in the United States. By supporting this organization, Moyer & Sons ensures that families can rebuild their lives with dignity, starting with the essentials of a home.

Moyer & Sons also collaborates with **Manna, Inc.**, an organization dedicated to creating safe and sustainable housing for low-income families. As housing insecurity becomes a growing issue,



Moyer & Sons contributes to a solution that provides stability and security through affordable homeownership.

Another vital partner is **A Wider Circle**, which focuses on poverty alleviation in the D.C. area by fostering exchanges of goods, skills, and connections between neighbors. Through their involvement, Moyer & Sons helps address the root causes of poverty, giving communities a chance to thrive.

In their local area, Moyer & Sons supports the **Montgomery County Coalition for the Homeless**. Their mission is to ensure homelessness is rare and nonrecurring by providing sustainable solutions. By offering resources and services to this organization, Moyer & Sons plays a crucial role in creating opportunities for those struggling to find stable housing.

The company's reach extends to **District Alliance for Safe Housing (DASH)**, which provides survivors of domestic violence with safe housing and the tools to rebuild their lives. Moyer & Sons proudly supports this organization, ensuring that survivors have a secure place to heal and thrive.

Beyond the Move: Education, Healthcare, and Advocacy
Moyer & Sons doesn't stop with housing initiatives. They are involved with **Madison House Autism**



Foundation, an organization that promotes inclusion for adults with autism. By supporting this organization, Moyer & Sons advocates for expanded opportunities in housing, employment, and social participation.

Another charitable partner, **Caring Matters**, focuses on ensuring that no one dies or grieves alone by providing compassionate community support. Through this partnership, Moyer & Sons contributes to an organization that offers emotional and practical care to those facing end-of-life challenges.

For breast cancer prevention and awareness, Moyer & Sons works with **For 3 Sisters**, an organization founded by a retired firefighter who lost three sisters to breast cancer. The company sponsors "Vicky," a pink fire truck that serves as a mobile reminder of the importance of breast cancer prevention, helping to raise awareness and funds.

Local Outreach: Strengthening the Community

Closer to home, Moyer & Sons demonstrates its commitment through local school initiatives. Starting in 2023, the company partnered with **KindWorks** to deliver food weekly to a local high school, feeding 40 to 50 families. Moyer & Sons also sponsors meals for away games for another local high school team, ensuring that students

have nutritious meals while representing their school in sports. Additionally, Moyer & Sons is a proud supporter of the **Quince Orchard Football Team**, recognizing the importance of sports in fostering teamwork and leadership among students.

In Frederick County, Moyer & Sons is an active member of the **Frederick County Association of Realtors (FCAR)**. Through their participation in the Community Service Committee, the company engages in quarterly donation drives, monthly volunteer opportunities, and partnerships with local charities, including the **Frederick Rescue Mission, Frederick Community Table, and United Way**.

Their impact also extends to the **Greater Capital Area Association of Realtors (GCAAR)**, where Moyer & Sons serves on the Community Service Committee. This involvement includes working with the **Capital Area Food Bank, Comfort Cases, and Horton's Kids**, all of which support low-income families, children in need, and communities facing hunger.

Small Acts, Big Impact

From delivering food to families in need to offering safe housing for vulnerable communities, Moyer & Sons continues to amplify its impact through both large-scale initiatives

and small acts of kindness. Their participation in **Wreaths Across America**, an initiative that honors fallen soldiers, highlights their commitment to remembering those who served. Additionally, their support of **Ride Allegheny**, a bike ride for wounded veterans and their families, reflects their ongoing dedication to those who sacrifice for their country.

Moyer & Sons' work is also rooted in a passion for health and well-being, as seen in their involvement with **Goodman Cares**, a nonprofit that supports Lyme disease research, and their donation of trucks to school events, further embedding them in the fabric of their community.

A Commitment to Serve

At the heart of Moyer & Sons Moving & Storage is a simple but powerful idea: giving back. Whether through providing essential services, delivering food to families, or supporting various charitable causes, Moyer & Sons leads by example. Their dedication to community outreach not only helps those in need but also inspires others to join in and make a difference. As Moyer & Sons continues to serve both locally and internationally, they remain open to learning and growing, always seeking new ways to have a meaningful impact on the lives of others.

▶▶ the ripple effect of kindness

Ripples of Change: Kristin Brindley

Inspiration to Give Back: Kristin Brindley's journey in real estate has always been intertwined with her deep sense of responsibility to give back. "I've always believed that giving back is a privilege, and when you have the platform and resources, it's your duty to help others," she shares. Personal experiences and the power of community continue to fuel her passion for charitable work.

A Personal Connection:

Kristin's commitment to supporting Love Justice, an organization that fights human trafficking, comes from a personal place. "A close friend once shared her experience with human trafficking, and it opened my eyes to the sheer scale of this issue," she explains. That moment became a turning point, driving Kristin to take action and support efforts to protect vulnerable individuals.



Balancing Charity with Career: For Kristin, it's about integrating purpose into everything she does. "Whether it's through Real Producers or in my personal life, I find ways to blend my passion for giving back with my work," she says. This balance allows her to stay involved in the causes that matter most while maintaining her professional commitments.

Proud Achievements: Kristin finds great reward in knowing that even the smallest effort can change a life. "Seeing the real-world impact of initiatives like Love Justice is what keeps me going," she says. The stories of hope and resilience from the people she helps remind her why giving back is so important.



A Message to Others: Kristin encourages fellow professionals to take the first step, no matter how small. "Start small, and start today. Find a cause that resonates with you, and offer your skills, network, or resources," she advises. The impact, she notes, can be far greater than expected.

Legacy and Motivation: Kristin hopes to leave behind a legacy of compassion and empowerment. "If my efforts can inspire others to do more for their communities, that's the ultimate success," she reflects. The stories of those who helped through Love Justice and the people who worked tirelessly behind the scenes continue to motivate her to give back.

How You Can Help: To support Love Justice and their mission to fight human trafficking, visit: www.lovejustice.ngo. Your contributions can make a real difference.



Ripples of Change: Tina Del Casale 35 Years of Giving Back

Inspiration to Give

Back: After spending 35 years in the real estate industry, Tina has always felt a strong pull to give back to the community. "It was something I felt early in my career," Tina recalls. Their first charitable experience was with *Christmas in April*, when they helped clean and repair the home of an elderly woman. "Seeing her joy was all it took to make me a lifelong participant in giving back."



A Personal Connection:

Over the years, Tina has supported numerous causes, but one that holds particular significance is Alzheimer's walks, which started in memory of their grandmother, Mary. "It started as a tribute to her, but soon, I realized how many other families had been through the same struggles. It's more than fundraising—it's a way to bond with others who share similar stories."



Memorable Moments:

When asked about a project that truly made an impact, Tina reflects on *The Hoarder House*. The retired Army nurse who lived there had a house filled with memorabilia and treasures, and Tina, as House Captain, worked with her to declutter her home. "Helping her face her past and create a new space for herself was one of the



most rewarding experiences I've ever had. Her courage and willingness to start fresh are something I'll never forget."

Balancing Charity with Career: Tina has found a way to integrate their real estate career with their charitable commitments. "I invite clients and co-workers to join me. It turns these efforts into shared events, giving me more time to dedicate to charity while fostering stronger connections in my business."

Proud Achievements: One of Tina's proudest achievements is bringing together *Habitat for Humanity* and the *Greater Capital Area Association of Realtors* (GCAAR). "Thanks to that partnership, we now have an annual Habitat build. It's great to see the real estate community come together for such an important cause."

A Message to Others: To those in real estate who want to get involved, Tina offers simple but impactful advice: "Pick a charity that means something to you, and the rewards will follow." For them, it all started with giving time, and now they contribute both time and financial support to the causes they love. "I wouldn't change a thing about how I've been able to help."

How You Can Help:

To support Alzheimer's Research and other

efforts that matter to Tina, visit <https://www.alz.org/nca>.

► the ripple effect of kindness

Ripples of Change: Scott Goldberg 20 Years of Giving Back

Inspiration to Give Back: After two decades in the real estate industry, Scott has developed a deep belief in the power of giving back. “It’s all about karma,” Scott explains. “As we become more successful, we have an obligation to give more than we get.” This philosophy has guided Scott through years of charitable work, both personally and professionally. The drive to contribute was instilled early on, shaping their approach to life and business.



A Personal Connection: Scott’s first experience with charity work left a lasting impact. To earn the rank of Eagle Scout, they led a coat drive, collecting carloads of winter coats for those in need. “People we may never know or meet need things we take for granted. That coat drive opened my eyes to the bigger world and the responsibility we all share to be net givers, not net takers.” This early experience planted the seed for a lifetime of charitable involvement.

One particularly personal cause is inspired by a friend who passed away from leukemia. “He needed platelet donations, so my then-girlfriend and I gave during winter break from college. After he passed away, I felt this quiet responsibility to keep doing something in his honor. It’s become a way to remember him.”



Memorable Moments: Involving his children in charitable work has been the most rewarding part of Scott’s journey. “One day, I’m not going to be here anymore, but knowing that my children understand the importance of giving back is what drives me. The saying ‘to whom much is given, much is owed’ is something I want to pass on to them.”

A particular project that stands out is Scott’s work with **Makom**, an organization that houses and supports people with intellectual and developmental disabilities. “Imagine having a child who can’t live independently, and as a parent, you’re no longer able to provide the care they need. Makom provides that care and community, treating each person as a full member of society. That’s the kind of support that changes lives.”

Balancing Charity with Career: Scott has found ways to merge their real estate career with their charitable passions. “We deal with housing every day, but there are so many who are unhoused, under-housed, or recovering from situations where they need help. Real estate professionals are in a position to do something—it may not be enough, but we have to try.”

Proud Achievements: Of all the charitable work, the partnership with Makom holds a special place in Scott’s heart. “They create a community for people with intellectual and developmental disabilities, ensuring they have a high quality of life. It’s a cause I’m incredibly proud to support because it gives families peace of mind knowing their loved ones are cared for.”

A Message to Others: For real estate professionals looking to get involved, Scott offers this advice: “Your time, effort, and knowledge are more impactful than your money. Find a cause you care about and get involved with your hands and your heart. That’s where you’ll see the biggest difference.”



How You Can Help: To support Scott’s work with **Makom** and help people with intellectual and developmental disabilities live fulfilling lives, visit <https://www.makomlife.org/>.

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▶▶ the ripple effect of kindness

Ripples of Change: Stacy Allwein 18 Years of Strength Through Giving

Inspiration to Give Back: After 18 years in the real estate industry, Stacy's passion for giving back runs deep. "It all started in 2006 when my brother died of an overdose," Stacy reflects. This tragedy opened the door to a lifetime of charitable work, particularly in supporting recovery programs. In 2018, Stacy learned about the Phoenix Foundation, which was opening a recovery high school. "We opened the school in 2020, and I'm proud to serve as the Vice President of the board," Stacy shares. The path to healing didn't end there. "My husband passed away from pancreatic cancer in 2023, and my kids and I founded the nonprofit Be Like Bob to honor his memory. Our first major event, a cornhole tournament, will donate proceeds to Zaching Against Cancer."

A Personal Connection: Stacy's involvement in charity stems from personal loss and resilience. "My story is long," Stacy says, "from my brother's overdose to my mom's battle with Alzheimer's and, most recently, losing my incredible husband to cancer." These experiences have led to the support of causes that hold deep meaning, including the **Phoenix Foundation** and **Be Like Bob**. "These organizations are how I've turned my grief into something positive. They provide me with a way to give back, heal, and honor the people I've lost."

Memorable Moments: Stacy's first foray into charity work was with **Toys for Tots**. "It was amazing to see the direct results of helping kids," they recall. Now, with years of charitable experience, the most rewarding work is with the Phoenix Academy. "My brother started using drugs at a young



age. If there had been a school like this back then, I truly believe he might still be alive today. The difference being made with these students—offering them second chances and helping them graduate—is beyond rewarding. Watching them transform their lives is incredible."

Balancing Charity with Career: Stacy has seamlessly integrated their real estate career with their charitable efforts. "I sponsor many events as part of my business that give back to the causes I support." A major part of their listing presentation is talking about giving back. "I'm always amazed by how excited clients get when they hear about my charitable work, especially when they've had their own experiences with addiction or Alzheimer's. It opens up a conversation about shared struggles and shared giving."



Proud Achievements: One of Stacy's proudest achievements is the **Phoenix Academy**. "Addiction crosses all barriers, and giving young people a chance to escape their peer groups and get on a better path is something I believe in deeply. My brother didn't have that chance, but I'm determined to help others who do." The **Be Like Bob** nonprofit is another deeply personal cause. "We're raising money for cancer support and other causes, and I hope this will become my legacy."

A Message to Others: For real estate professionals looking to get involved in charity, Stacy has simple advice: "Do it! Find a cause that matters to you, and the rest will follow. The feeling of giving back is indescribable."

How You Can Help: To support the causes that mean the most to Stacy, you can donate to the **Phoenix Foundation of Maryland** or **Be Like Bob, Inc.** For the Phoenix Recovery Academy, text **RECOVERY4EVERY1** to 44321.



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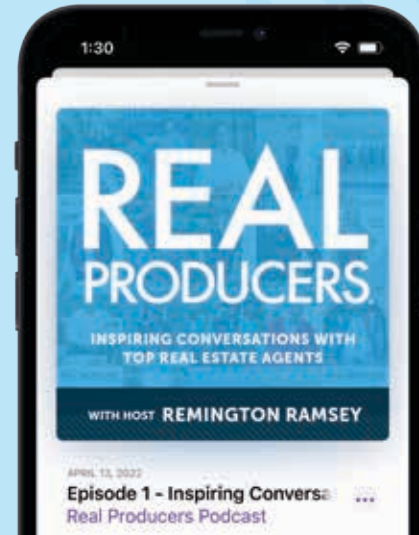
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Ripples of Change

We proudly highlight real estate professionals and preferred partners who are making waves through their charitable efforts. These individuals go beyond the call of duty, dedicating their time and resources to causes that matter. Their commitment to giving back creates ripples of positive change in our community, and we are excited to share the impact they are making.



“We launched DHG Gives, a non-profit organization, to help those in need in the community and surrounding areas. Growing up, I often received hand-me-downs and secondhand gifts, so these events are personal to me. DHG Gives hosts three annual events: the Spring Closet Cleanout, the School Supply & Food Drive, and Santa’s Secondhand Shop, providing essential items to those in need for free.”
— Dan Hozhabri, Keller Williams Realty Centre



“As part of our family’s involvement with Rescue PetConnect, we’ve had the joy of adopting four rescue dogs and serving as foster parents. To further support this cause, we even hosted an adoption event at my office, helping more pets find loving homes.”
— Nicole Powell, Compass



“I regularly donate to Operation Smile, a charity funding surgeries for children with cleft palates. Throughout the year, I also contribute to other causes.”
— Carmen Fontecilla, Compass



“I extend my passion for giving back through my involvement on the NCPA Board of the Kennedy Center, as well as other artistic, educational, and health initiatives.”
— Liz Lavette Shorb, Washington Fine Properties



“I am involved in organizations such as JDRF and St. Jude’s Children’s Hospital and am always looking for ways to give back to the community and make a positive impact.”
— Craig Sword, Compass



“My company actively contributes to the community. One of our initiatives is partnering with Move for Hunger, collecting non-perishable food items during moves and donating them to local food banks. We recently collected over 1,100 pounds of food for those in need.”
— Luis Cardenas Jr., Bargain Movers



“RE/MAX is a strong supporter of the Children’s Miracle Network, and we give them a portion of our earnings. We also started ‘My Little Free Pantry,’ where we deliver frozen chickens to neighbors in need during the holidays.

We donate 100 frozen chickens to The Damascus Little Free Pantry for Thanksgiving, Christmas, and Easter. We ask our clients who live in the community to donate, and if we run short, we chip in the rest. But we never run short — we always run over!”
— Maria Kolick, RE/MAX Realty Centre



“We support Children’s National, The Station Foundation, N Street Village, and Lucky Dog Animal Rescue.”
— Michael Musarra, TTR Sotheby’s International Realty



“Our team supports the Mental Health Association, Camp Ezri, and numerous Frederick-based charities, including Heartly House and the Boys and Girls Club.”
— Andrew Hopley, Keller Williams Realty Centre, Frederick



“We’ve partnered with The Christmas Experience, a charity that provides a full Christmas experience for children in lower-income schools. It includes a tree, gifts, and holiday meals, ensuring every child can experience the magic of Christmas.”
— Leisel Taylor, TaylorMade Team



“Our team is involved with Asylum Works, an organization providing support for asylum seekers.”
— Molly Branson Worden, RLAH@properties



“The Finn Family Group has always focused on community service. We support local initiatives like Safe Routes to School and Shepherd’s Table, and I personally donate to Human Rights Watch and the ACLU.”
— Daniel Metcalf, Perennial Real Estate



“I contribute to various children’s charities and organize events for senior citizens in community homes, providing them with special experiences during holidays.”
— Melissa Ebong, Keller Williams



“I volunteer as a judo coach at several clubs around the DMV area because I genuinely want to help youth and young adults build confidence, determination, devotion, and many other valuable qualities that can benefit them in life.”
— Itai Lansberg, We Restoration LLC

TOP 250 STANDINGS

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

RANK	NAME	OF	BUYING \$	BUYING \$	SALES \$	TOTAL \$
1	Michael Steward	100	\$1,234,567	\$1,234,567	\$1,234,567	\$3,703,701
2	Christopher	95	\$1,123,456	\$1,123,456	\$1,123,456	\$3,370,368
3	Robert	90	\$1,012,345	\$1,012,345	\$1,012,345	\$3,037,035
4	David	85	\$901,234	\$901,234	\$901,234	\$2,703,702
5	John	80	\$890,123	\$890,123	\$890,123	\$2,670,369
6	James	75	\$789,012	\$789,012	\$789,012	\$2,367,036
7	William	70	\$678,901	\$678,901	\$678,901	\$2,036,703
8	Richard	65	\$567,890	\$567,890	\$567,890	\$1,703,670
9	Thomas	60	\$456,789	\$456,789	\$456,789	\$1,370,547
10	Charles	55	\$345,678	\$345,678	\$345,678	\$1,037,424

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“My wife and I serve on the boards of two nonprofits: The Showbread Table, which offers free Christian-based mentorship, and Camp Ezri, a wilderness adventure program for at-risk kids.”

— Ana and Erik Williams, Keller Williams Realty Centre



“I serve on the board of a local preschool, sponsor a DC public elementary school through the DC Food Project, and donate to the Parkinson’s Foundation.”

— Janice Pouch, Compass Real Estate



“I donate monthly to various charities and sponsor Goods for Good, where I volunteer and provide financial assistance.”

— Kimberly Cestari, Long and Foster



“Our brokerage proudly supports Berkshire Hathaway HomeServices’ preferred charity, the Sunshine Kids, which helps children with cancer.”

— Mike Aubrey, Berkshire Hathaway HomeServices PenFed Realty



“I work with the Neurofibromatosis Network (www.nfnetwork.org), raising funds for NF research. Every February, I advocate on Capitol Hill for research funding.”

— Brittany Jacoby, City Chic Real Estate



“We volunteer with several causes, including The Bethesda-Chevy Chase High School Educational Foundation, and frequently support the Children’s Inn at NIH.”

— Lauren Davis, TTR Sotheby’s International Realty



“I support the 4 Season Giving Tree, which helps families in need during the holidays. I also assist in fundraising efforts for the American Cancer Society through Vellum Mortgage’s ‘Mortgage on a Mission.’”

— Ana Dubin, Long & Foster, Bethesda



“I’m on the brunch committee for SMYAL, a DC-based LGBTQ+ youth organization that provides services designed to develop critical life skills, build community, and foster a sense of belonging for LGBTQ+ youth. My business partner serves on the board of the National Kidney Foundation, and together we support several local charities.”

— Ryan Davila, Compass Real Estate



“I’m a big supporter of the DC Diaper Bank, Dreaming Out Loud, and the DC Capitol Food Bank and I incorporate these charities into my business as much as possible.”

— Kerri Murphy, RLAH @Properties



“At Steinhoff Properties, community service is a priority for us. We were happy to purchase a new home for a family in need of housing in Mexico—in conjunction with the New Story nonprofit (newstoryhomes.org). We

are currently focusing on local charities and have organized and sponsored two game night fundraisers for the local food bank, and we are currently planning our March fundraiser. There are so many worthwhile charities in our area. We have donated to Frederick Health Hospital, the Downtown Frederick Partnership, and the Hurwitz Breast Cancer Fund and have volunteered with Women to Women Mentoring, the Community Foundation, and Soles of Love, which collects shoes and boots for local children in need.”

— Brooke and Erica Steinhoff, Steinhoff Properties of LPT Realty



“Giving back is a big part of my life. I support organizations like DASH, a nonprofit that provides safe housing to survivors of domestic and sexual violence and their families; the DC

Dream Center, which offers community support, especially for youth in lower-income areas; and Mary’s Center, a community health center serving people of all ages, incomes, and backgrounds in the D.C. Metro area.”

— Casey Aboulafia, Compass



“My Team participates in a Breast Cancer Awareness walk each year and the Autism Speaks Walk. We also host annual Easter egg hunts and Christmas events and regularly volunteer at soup kitchens and neighborhood cleanups. Personally, I coach my son’s basketball team, and we donate 1% of our commission each quarter to a charity or cause.”

— Marlana McWilliams, Mascotti & Company -Keller Williams Capital Properties



“I love volunteering with the Capital Area Food Bank. It’s a cause I strongly believe in, and we raise funds for them (with the help of other local businesses) each year.”

— Simon Sarver, Karta Properties



“I support Big Brothers Big Sisters and am actively involved in their Christmas drives.”

— Cassidy Burns, eXp Realty



“I serve on the board of directors for a local nonprofit called Hero Dogs, Inc., which provides service dogs to former first responders and veterans with a disability. My husband and I raised Hero Dogs’ Monty before he was partnered with a local veteran.”

— D’Ann Melnick, eXp Realty



“One of the organizations I love to support is Sleep in Heavenly Peace. No child should sleep on the floor in our town, and this organization builds beds, collects bedding and mattresses, and delivers them throughout the county.”

— Rob Krop, Keller Williams



“I support the elementary school foundation and serve on the board of the Somerset School Foundation, which provides grants to less fortunate schools in the area.”

— Maya Hyman, Compass

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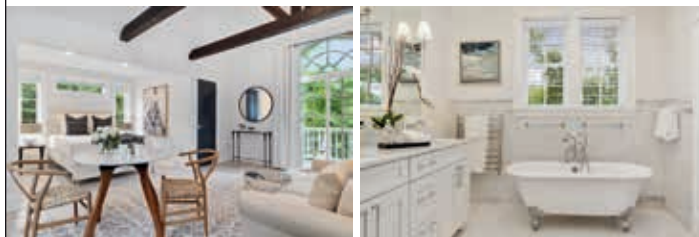
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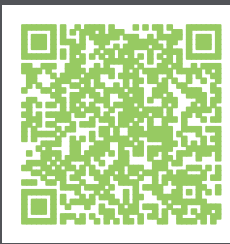
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"I have volunteered for Girls on the Run since 2022, where I coach a team of third to fifth-grade girls. It's something I've really enjoyed, and it helps me teach them about empowerment."

— *Leslie Backoff, TTR Sotheby's*



"I support ESYDA Soccer, a local community soccer team that played a significant role in my own soccer journey. Giving back to them is fulfilling and a way to contribute to my community."

— *Tawfik Anounkou, HomeSmart*



"I am dedicated to giving back to the community through active involvement with both local and national organizations. As a supporter of the Palisades Community Association,

Key Elementary School, and the Community Preschool of the Palisades, I aim to enhance neighborhood engagement and invest in childhood education and development. I contribute to the Washington Legal Clinic, advocating for the underserved and ensuring access to legal services for those in need. Additionally, I actively support the Anti-Defamation League's mission to combat hate and promote justice. Through these efforts, I strive to make a positive impact and strengthen our community."

— *Rachel Levey, Compass*



"I support the Crestwood community by sponsoring neighborhood events and volunteering with the Carter Barron Alliance, which seeks to revitalize the Carter Barron Amphitheater in Rock Creek Park."

— *Michael Hargreaves, TTR Sotheby's*



"Our business is deeply invested in the local communities we serve. Giving back is a core value for us, whether it's helping out at local events, supporting charities, or finding ways to assist our clients in need. We are dedicated to making a positive impact where we live and work."

— *Collin Wheeler, 123 Junk*



"My wife and I established Goodman Cares, a non-profit that raises funds and awareness for Lyme disease research, a cause close to our hearts. Having experienced the challenges of Lyme disease, we are dedicated to contributing to research and supporting others affected by it."

— *Andrew Goodman, RE/MAX Realty Services*



"I'm deeply committed to giving back through various charitable initiatives. With RE/MAX International, I participate in the Miracle Home Program, where I donate to the Children's Miracle Network for every listing and sale. Personally, I support veterans through

Operation Second Chance, which provides respite care, holiday gifts, and essential aid for veterans' families. I'm also involved with Olney Help, an organization that offers food, utility, and rental assistance to local residents. At our RE/MAX office in Olney, we serve as a food drop-off point, helping clients donate unused pantry items when they move, which has been a wonderful way to support the community."

— *Ellen Coleman, RE/MAX*



"I am a big supporter of Children's Miracle Network and donate a portion of my commission from every transaction to the organization. I also host fundraisers throughout the year, including Dr. Bear's Closet, to support kids who need a sense of normalcy and remind them what it's like to be a kid."

— *David Wagner, RE/MAX Realty Centre*



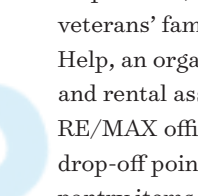
"I am heavily involved with my local Rotary Club and serve as president of the board of Senior Connection of Montgomery County, a nonprofit that provides transportation for seniors to medical appointments, grocery shopping, and community events."

— *Barrett Starling, Keller Williams*



"I support various organizations and charities and am committed to making a difference. As my business grows, I hope to expand my philanthropic efforts to positively impact more lives and inspire others to achieve their dreams."

— *Ericka S. Black, Coldwell Banker Realty*



"I am passionate about giving back to the community and supporting organizations like Comfort Cases and Children's Hospital."

— *Jen Vo, Keller Williams Capital Properties*



"I am committed to giving back to the community by supporting several organizations and charities. For me, being a successful agent is not just about making money, but about making a positive impact in the world."

— *Jennifer Gregorski, Washington*

Fine Properties



"I am a dedicated supporter of organizations like Platoon 22 and the Mental Health Association. I also volunteer at various events, assisting auctioneers during live auctions to raise funds for these causes."

— *Michael Allwein, Real Broker LLC*



"I am a big supporter of the ALZ Association, as Alzheimer's disease has impacted my family, and I want to do my part to help find a cure."

— *Barak Sky, Long & Foster*



"I serve on the board of two nonprofit organizations: All Abroad (www.all-abroad.org), which empowers youth through international travel, and NFTE, which fosters and supports young entrepreneurs."

— *Keith James, Coalition Properties*

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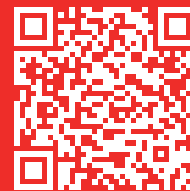


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DC METRO AND NOVA REAL PRODUCERS'

GAME DAY

on the GREEN:

PUTT PUTT!

SEPTEMBER 10, 2024



►► events recap | Photos by Ryan Corvello

We couldn't have asked for a better day to kick off our first Game Day on the Green: Putt Putt Edition, hosted by DC Metro and NOVA Real Producers on September 10th at Perch Putt in Tyson's Corner! The weather was beautiful, the energy high, and the Real Producers community came out in full force to enjoy an afternoon filled with friendly competition, delicious food, and laughter.

The event brought together top real estate leaders, creating a dynamic and fun environment. The mini-golf tournament had everyone showcasing their putting skills, while our amazing food trucks kept the crowd fueled with delicious cocktails. To top it off, the excitement of raffle giveaways kept everyone on their toes!

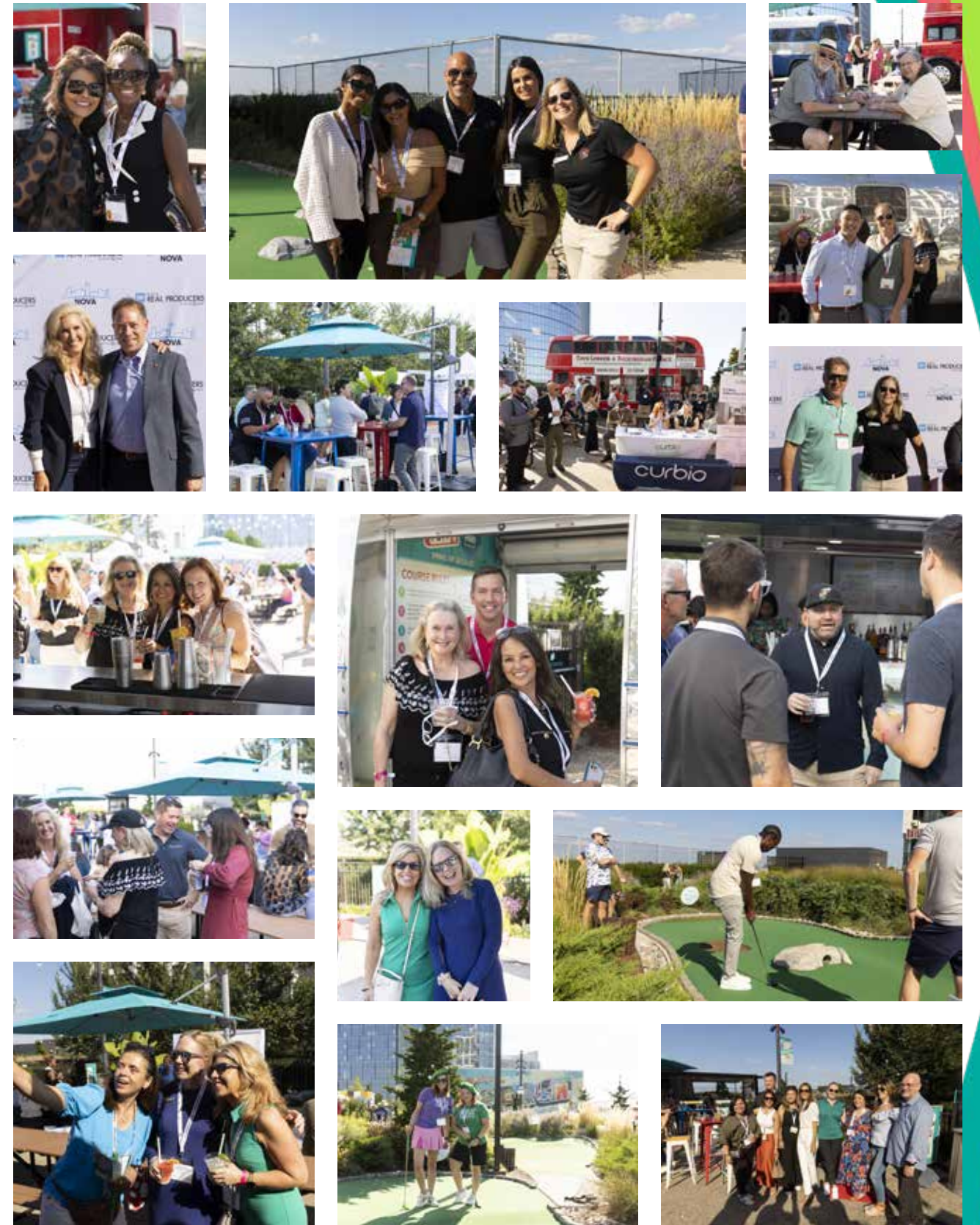
Events like this are a true reflection of the strength and generosity of our community, and we want to extend a heartfelt thank you to our incredible sponsors, whose support made this day possible: **Curbio**, **Pruitt Title**, **PMI Smart Choice**, **Vellum Mortgage**, **Scalable**, **Winston Chimneys**, and **Gold Event Group**. Your contributions not only fueled the fun but also fostered connections that make our community thrive.

We also want to thank our hole sponsors—**Moyer & Son's Moving and Storage**, **All Neat, It's Haul Good**, **RN Home Tech**, and **Caring Transitions**—for adding to the spirit of competition with their fantastic support on the green.

A special thank you goes out to **Ryan Corvello** and **HD Bros** for their exceptional photography and videography work. They captured every highlight—from intense putt-putt moments to candid shots of our community enjoying the day. Check out the photos on our social media, and don't forget to tag yourself and your friends!

To everyone who joined us for Game Day on the Green, thank you for making it a memorable experience. Your presence, enthusiasm, and participation make the Real Producers community so special. We loved seeing old friends and making new ones while enjoying a fantastic day together. We're already looking forward to the next event and can't wait to see you there! Stay tuned for more details about future gatherings, and thank you again for being part of this incredible community.

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

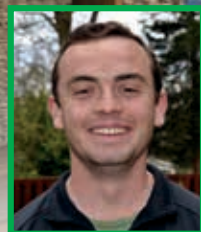




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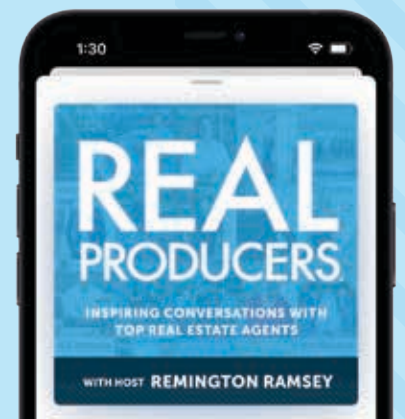
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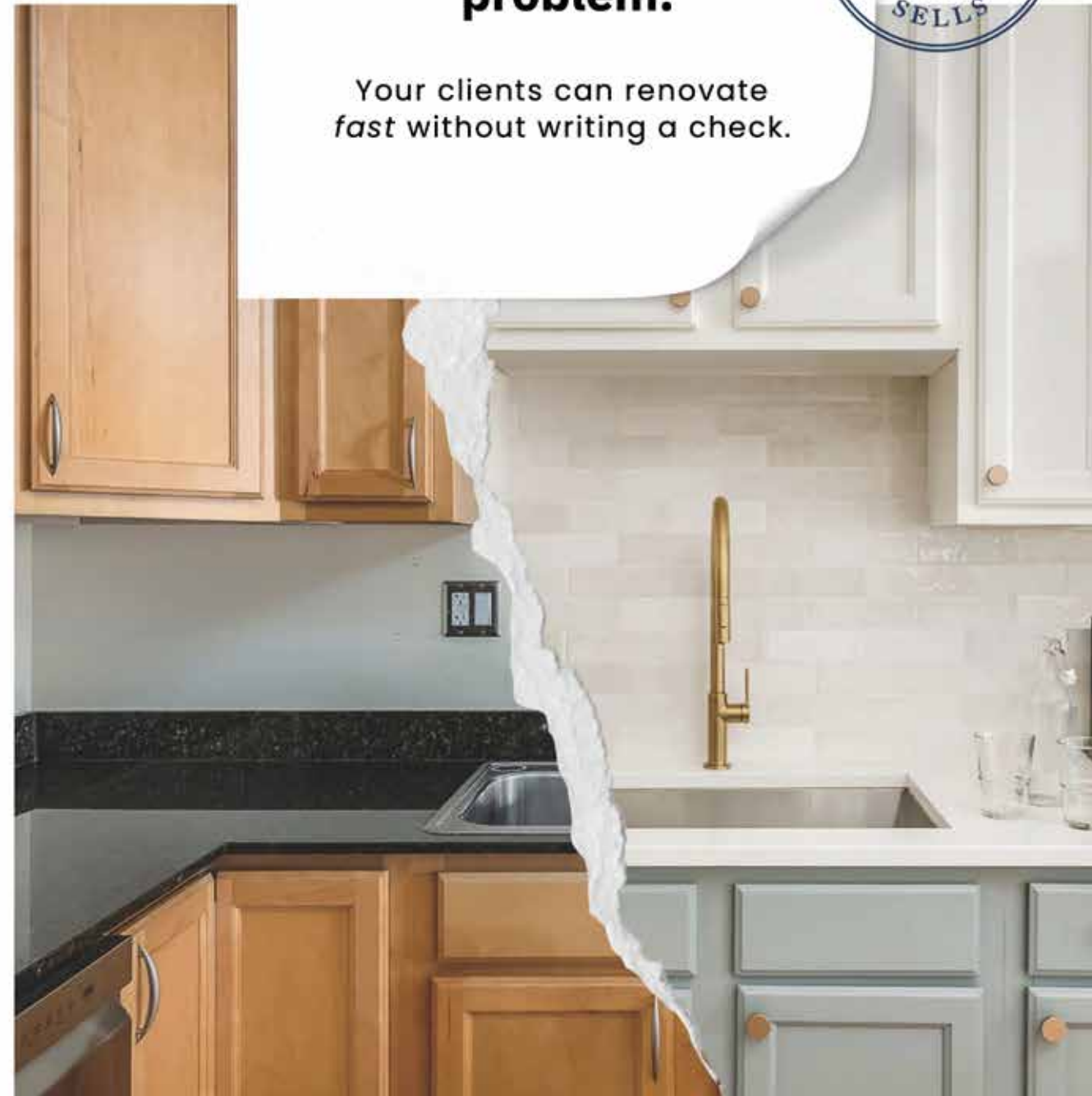
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