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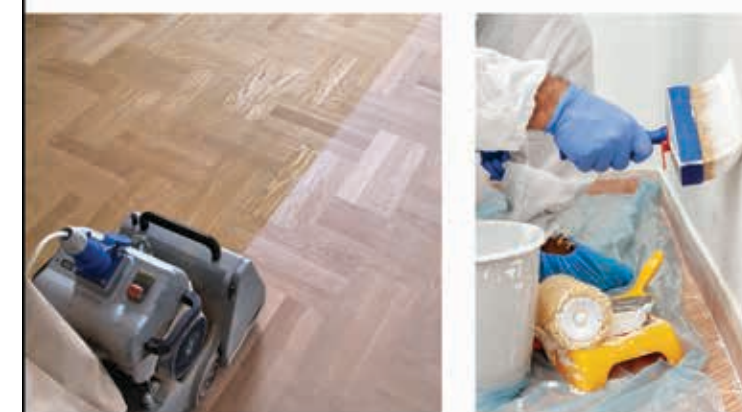
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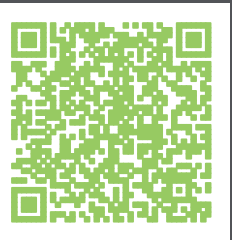


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PUBLISHER'S NOTE

Hello September, the Season of Change!

As we transition from the lazy, hazy days of summer into the crisp, invigorating days of autumn, there's a sense of renewal in the air. September is a time of new beginnings, fresh starts, and the perfect opportunity to set new goals and embrace change.

September is also a time for reflection as we look back on the memories made over the summer and the growth we've experienced. It's a chance to appreciate the journey so far and to plan for the exciting months ahead. Let's take this moment to reassess our goals, reignite our passions, and prepare for the opportunities that lie ahead.

Stay tuned for our upcoming event schedule for next year! We can't wait to share more details and look forward to an amazing lineup of events in 2025.

As we step into September, let's keep this quote in mind: "Autumn shows us how beautiful it is to let things go." Here's to embracing change and making the most of this transformative season.

Cheers to a September filled with new beginnings, fresh perspectives, and endless possibilities!



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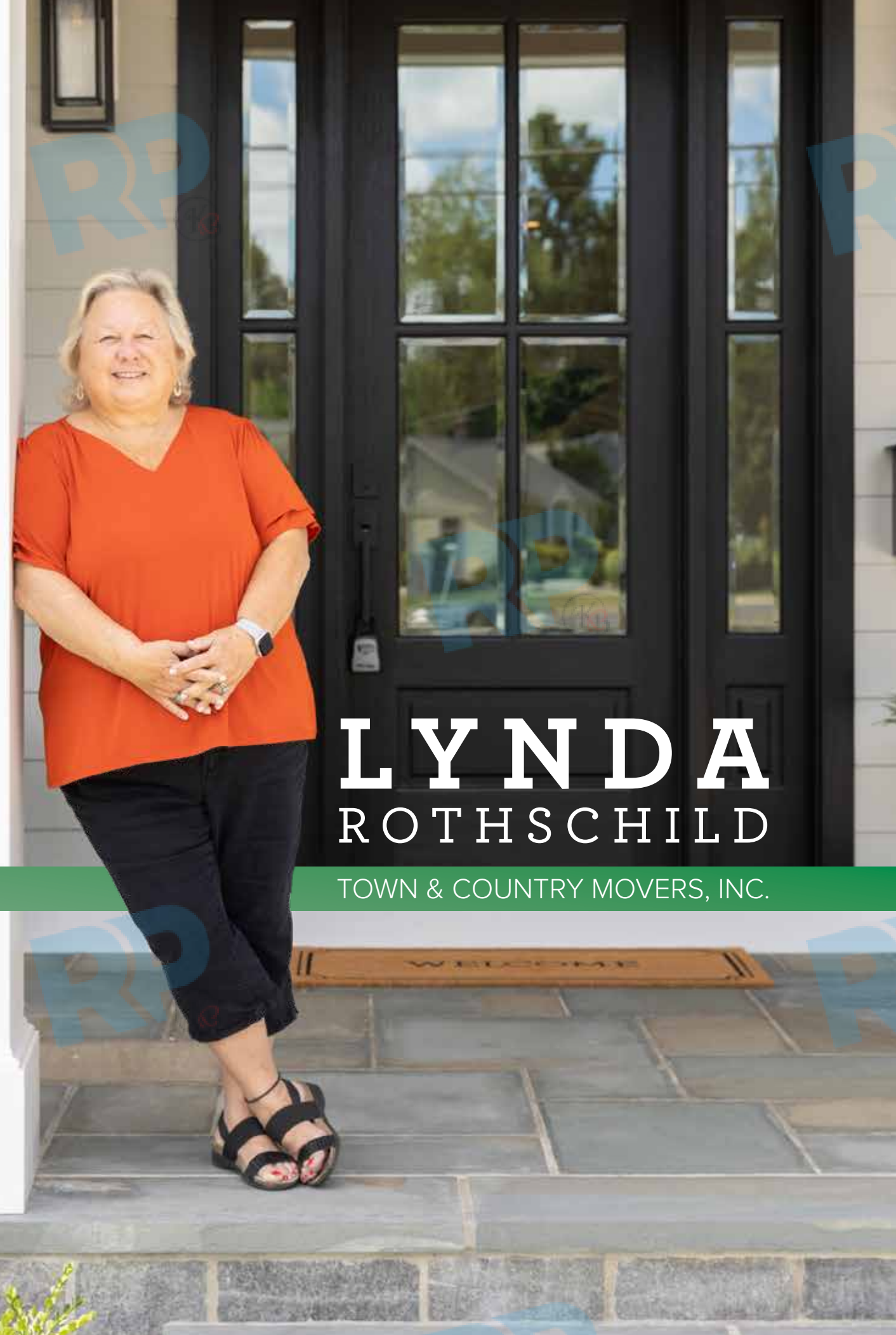
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LYNDA ROTHSCHILD

TOWN & COUNTRY MOVERS, INC.

▶ partner spotlight

By George Paul Thomas
Photos by Ryan Corvello



DRIVING GROWTH AND INTEGRITY

Washington, DC, fulfilling her dream of working in the music industry.

In 1979, Lynda continued her career at Schwartz Brothers Distributors as a Sales & Marketing manager. She managed the \$50 million Record, Tape, & Video Division's Sales & Promotion Department in the Mid-Atlantic Region. "I was also responsible for revenue from major and independent music labels and the sales of blank recording media like cassettes and video tapes from brands such as Maxell, TDK, and Memorex. Additionally, I oversaw the Radio Promotion Department from 1984 to 1985," Lynda recalls.

After her six adventurous years as a sales manager, Lynda became the president of Home Run Promotional Products in 1987 for 16 years. "I was in charge of all aspects of running a promotional products company, including sales, marketing, accounting, and advertising," Lynda shares. However, fate had more plans for Lynda's remarkable career and skills.

In 2004, Lynda joined Town & Country Movers as Director of Marketing. "A family-owned business brought me to Town & Country," she notes. For three and a half years, Lynda created a marketing and advertising strategy to expand the brand in the marketplace, increasing its market share in long-distance and international relocations. Additionally, she established in-house standards for Town & Country Movers' salesforce.

Creativity, innovation, and out-of-the-box thinking make a person stand out in any career. These qualities set Lynda Rothschild apart from everyone else. These strengths as a Director of Business Development at Town & Country Movers made her an influential business strategist.

SETTING ROOTS

Before becoming a stellar director, Lynda's journey as a sales executive was exceptional. Armed with four years of college from the University of Maryland, Lynda embarked on a sales marketing career right after college, joining Cellar Door Concerts in

Lynda's superb skills didn't stop there. While being a marketing director, she was promoted to Director of Business Development in 2006. She created and implemented sales and marketing initiatives for Town & Country Movers, aiming to identify opportunities to provide moving and



storage services to developers, property management firms, and residential real estate brokers.

Lee Depont, outreach coordinator, are leading the marketing efforts with Lynda.

And in 2017, she helped start Town & Country Staging, a Town & Country Movers division. Within just four years, this division exceeded revenue expectations and now oversees a staff of ten.

“I love working with people and marketing our wonderful moving services,” Lynda notes.

A LEGACY OF EXCELLENCE

Town & Country Movers, based in Gaithersburg, MD, offers many moving services, including local, long-distance, and international moves, as well as short—and long-term storage, staging, and home organization.

The company operates from three locations and has over 175 employees. Kayla Pereira, director of marketing, and

“
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OVER 47 YEARS. OUR
COMMITMENT TO QUALITY
AND RELIABILITY HAS
BEEN THE CORNERSTONE
OF OUR PARTNERSHIPS
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THE DMV AND BEYOND.”

“Since 1977, Town & Country Movers has been known for its exceptional service and integrity. This commitment has earned us the highest ratings and a loyal customer base, with repeat customers being their leading source of referrals,” Lynda asserts. “And the real estate community has supported us for over 47 years. Our commitment to quality and reliability has been the cornerstone of our partnerships with all Realtors in the DMV and beyond,” she adds.

Over the years, Town & Country Movers has expanded its services to include international moving, comprehensive staging, and home organization. “We have experienced significant growth over the last 25 years as we have opened

and home organization.

International moving services, full-service Staging Services, Home Organization, and Move Management Services. As the population ages, we evolve to meet the community’s ever-changing needs,” Lynda reflects.

Town & Country Movers has received several prestigious accolades, including the Super Service Award from Angie’s List for exemplary customer service, the Best Storage Facility in the DMV as voted by the readers of The City Paper, Top Mover from Arlington Magazine, and recognition as one of the Top Movers in the January 2013 edition of Washingtonian Magazine.

THE PERSONAL SIDE OF SUCCESS

For Lynda, a favorite quote from Bruce Springsteen’s song “Rosalita” (1974) captures her perspective on life: “Someday we’ll look back on this, and it will all seem funny.”

Family is a central joy, with Lynda being happily married to Rich for almost 43 years. They have a daughter, Lindsay, and two beloved grandchildren, Adeline and August, affectionately known as “the A team.”

When not working, Lynda enjoys traveling to Aruba every couple of years for a special retreat and e-biking around the DMV, which adds a delightful touch to her leisure time. Although retirement occasionally crosses her mind at 68, Lynda is passionate about continuing to enhance the services at Town & Country Movers.


Lynda hopes to be remembered for her steadfast commitment to Town & Country Movers, always prioritizing fairness and integrity. This dedication shapes her values and professional life, guiding her journey and the company’s success.



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▶ agent spotlight

By Amelia Rosewood
Photos by Ryan Corvello

SIMON

SARVER



EMBRACING RESILIENCE & AMBITION

Simon Sarver's journey is a quintessential tale of resilience and ambition. Born in the former Soviet Union, Simon's early life was marked by modest beginnings and a relentless drive to forge a better future. Through sheer determination and an unwavering commitment to excellence, Simon navigated the complexities of the American market, transforming obstacles into opportunities. Today, he stands as a testament to the power of perseverance, having risen from humble origins to become a successful REALTOR® known for his integrity, expertise, and client-centric approach.

ONWARD AND UPWARD

Simon's journey began in the former Soviet Union, where he was born, with Russian as his first language. His deep connection to his past shapes much of who he is today. His family escaped the USSR and arrived in the United States as political refugees in 1990, a pivotal moment in his life that underscores his resilience and drive. Reflecting on his early life, Simon states, "Being a refugee has shaped

everything about who I am, from resilience to work ethic to empathy." These qualities would later become foundational in his successful real estate career.

When Simon's family immigrated to the United States, they arrived with no generational wealth or understanding of how the American system operated. "It wasn't until I started purchasing real estate and building wealth for my family that I realized how much of a disadvantage that can be," Simon recalls. This realization ignited a passion in him to help others achieve financial stability and the benefits of homeownership.

Before entering the real estate industry, Simon worked as an analyst with the Department of Energy, a position that sharpened his analytical skills and attention to detail. However, finding a career where his input directly influenced his success led him to a career change. The industry's dynamic nature and the meaningful relationships he built along the way have kept him engaged for over a decade.

Real estate not only provided Simon with professional fulfillment but also offered the flexibility he needed for his personal life. This balance is crucial to his ability to deliver exceptional service and maintain a thriving business.

Since starting his real estate career in 2014, Simon has consistently averaged \$20 to \$30 million in sales volume annually. As of June this year, he has already surpassed \$26 million in transactions, setting the stage for his best year yet.

Simon's achievements include being named to Washingtonian's "Best Of" list from 2017 to 2024, Compass Top Agent from 2020 to 2022, and DC Real Producers' "40 Under 40." In 2023, he was listed among RealTrends Top Agents and humorously awarded the Kartie for "Best Dad Jokes."

Today, he is the founder and team lead of Karta Properties, a boutique brokerage established in 2023. The team works across the DC metro area. Simon leads a team of three agents, a Marketing and Operations Director, and an Operations Manager, with plans to expand.

LIVING AND LOVING

Simon's personal life is as vibrant and dynamic as his professional one. His wife, Kathryn, is at the heart of his world, whom he affectionately describes as "the motor that keeps our family running." Simon expresses his gratitude for having Kathryn in his life, emphasizing her pivotal role in their family. They have two young children, Solly (4) and Beau (2). "My kids are my everything," Simon shares, highlighting the joy and fullness they bring to his life. The Sarver household is also home to Ziggy, a rescue hound mutt fond of cheese.

When Simon isn't immersed in real estate, he cherishes spending time with family and friends. His favorite activities include hiking, reading, and discovering new music. A dedicated music enthusiast, Simon has been collecting vinyl records for over 20 years, a passion few might know about. He is also a self-proclaimed personal finance nerd, avidly consuming podcasts, blogs, and all of the books he can get his hands on.

Additionally, Simon is an ardent local sports fan. He jokes that his sports nerddom is vast and somewhat embarrassing, to the point that he could dissect the Washington Wizards front office, the Commanders' fourth quarterback, or the Capitals' third-line center from 1996 (it's Andrei Nikolishin, by the way).

Beyond his personal interests, Simon is committed to giving back to the community. Over the years, he has dedicated time and resources to various charities, from animal rescues like City Dogs and HRA to political causes and local community volunteering. Currently,



“

LEAD WITH VALUE.
PUT PEOPLE FIRST.

Karta Properties hosts an annual event to raise funds for the Capital Area Food Bank, reflecting Simon's ongoing dedication to making a positive impact.

GAZING INTO THE FUTURE

Simon's clear guiding principle is: "The buck stops with me." This daily affirmation reflects his commitment to personal responsibility and excellence in his work. As he looks to the future, Simon defines success through a dual lens.

For his clients, success means delivering

white-glove, A+ service and creating exceptional outcomes. From a leadership perspective, success involves fostering a positive work environment for his team. He envisions a workplace where professional achievements and personal well-being coexist harmoniously.

Simon's highest hope is to continue growing Karta Properties with smart, hardworking individuals who emphasize organic growth.

His approach to business is encapsulated in his desire to "lead with value" and "put people first." This ethos drives his efforts to ensure that Karta Properties remains a beacon of integrity and excellence in the real estate industry, serving both clients and team members with dedication.



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ANTHONY

SALINAS



▶▶ rising star

By George Paul Thomas
Photos by Ryan Corvello

COMPASSION & COMMITMENT

In the competitive world of real estate, Anthony Salinas of TTR Sotheby's International Realty sets himself apart with a unique approach. Unlike many agents, Anthony isn't focused on transactions. He believes in creating personalized experiences for each client, listening to their needs, and offering thoughtful advice. For Anthony, it's about more than just the price; it's about helping clients find a place where they can build lasting memories. This commitment to seeing the bigger picture makes him a standout REALTOR®.

EMBARKING ON A JOURNEY

Anthony's journey to becoming a top Realtor at TTR Sotheby's International Realty is as unique as it is inspiring. "I was born in southwest Louisiana, in what is called Cajun Country. The whole idea of living near a bayou was basically my lifestyle," Anthony shares. "I have a funny story of getting out of my car to visit a friend but couldn't get out of the car because there was an alligator. I had to wait till the alligator moved before I could actually get out of the car, which wasn't that uncommon," he quips. Anthony earned his bachelor's degree from McNeese State University in his hometown. His adventurous spirit soon led him far beyond Louisiana, starting with a job on a cruise line that sailed from Germany around the United States and eventually to Hawaii. He also spent time working with Walt Disney World, which further broadened his horizons.

Anthony's diverse experiences cultivated a deep appreciation for different cultures and perspectives. His travels and exposure to various ways of life instilled in him a profound respect for diversity, shaping his inclusive and empathetic approach to real estate.

Before becoming a real estate agent, Anthony was the marketing

director for a real estate development company that built luxury apartment communities in the Southeast. His role involved creating identities for new apartment buildings and integrating them into their communities. This experience sparked his fascination with real estate.

In 2018, Anthony's career took a significant turn when he was scouted by a real estate agent to help create a brokerage. This opportunity gave him a deep dive into the daily operations of real estate, from home inspections to preparing homes for the market. By 2020, he transitioned from a focus on marketing and operations to becoming a full-time agent.

Despite a challenging environment, Anthony showcases his skills with 11 transactions totaling nearly \$11.9 million in 2023. This year, he projects \$17 million in sales.

His success stems from a strong network of relationships and referrals, which help him exceed his business goals. Anthony's achievements earned him the "40 Under 40" award by Real Producers in 2023, marking him as a top Realtor known for personalized client experiences and impressive results.

LIFE BEYOND REAL ESTATE

Anthony's personal life is as vibrant and engaging as his professional one. He lives with his partner, Nor Vartanian, and their six-year-old labradoodle, Archie. Known for his infectious smile and friendly demeanor, Archie is a beloved fixture in their neighborhood.

In their free time, Anthony and Nora enjoy exploring the district. "We absolutely love D.C. We spend our time just exploring the city, hiking, and checking out new restaurants," Anthony shares.

Volunteering is a significant part of Anthony's life. He has been a





that you're spending your time with the people you love is what makes you happy," he explains. Embracing these moments and living fully is where he finds true success.

Looking ahead, Anthony envisions a bright future in real estate. He aims



to create his own real estate team and ultimately become a real estate business coach, sharing his knowledge and helping others build a strong network. His long-term dream includes traveling and teaching others how to achieve a fulfilling work-life balance.

Before concluding his story, Anthony offers sage advice to aspiring top producers: "Just be your true, authentic, and genuine self. Don't try to conform to what people want you to be. This is an industry where people choose their agents based on whether they like them, not just professionally but also personally. They need to relate to you, confide in you, and trust that the experience is not just transactional. At the end of the day, you are more than just a real estate agent; you're a resource, a friend, and eventually, part of their family."

dedicated volunteer at the White House Visitor Center, managed by the National Park Service, for three years. He participates in various events, such as the Easter Egg Roll, Christmas tree lighting, and garden tours, and helps visitors navigate and learn about the city.

LOOKING INTO THE FUTURE

Anthony is driven by a philosophy rooted in Gandhi's words: "Your beliefs become your thoughts. Your thoughts become your words. Your

words become your actions. Your actions become your habits. Your habits become your values. Your values become your destiny." This quote, displayed in his office, serves as a daily reminder to keep his thoughts, beliefs, words, actions, and habits positive and genuine.

For Anthony, success is not merely about professional achievements but about finding a true work-life balance and cherishing moments with loved ones. "Life is short, and making sure



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By George Paul Thomas

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Integrity is at the core of HD Bros' operations. "If we didn't quite get the job done, if we deliver a less-than-perfect experience, part of the HD Bros guarantee is that if, at any point, we are not achieving the goal, we'll do whatever it takes to make things right."

In the D.C., Maryland, and Virginia (DMV) areas, HD Bros has become a trusted name. With over 35 photographers and a complete in-house staff, the team takes on 5,000 appointments a year and works with hundreds of agents.

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The HD Bros team blends the personalized service of a small business with the efficiency of a large corporation. The media, scheduling, and partnership teams are with you every step of the way to ensure you are getting the best media and support for your brand.



As HD Bros looks to the future, they envision continued growth alongside their REALTOR® partners in the Northern Virginia/D.C. metro area. "We want to grow together. Whether it's a solo agent, their first day on the job, or an agent with a team doing a thousand listings in a year, we want to be there to mastermind and grow with you. We want to know what you're looking forward to this year and how we can help you achieve that goal."

ONE OF THE BROS

Chris Smith is a driven business professional with a passion for relationship building. With over a decade of experience helping lead a successful media company, HD Bros, he has become a prominent figure in the DC, Maryland, and Virginia real estate markets.

Chris's journey into the world of media began with a simple video camera inspired by his love for skateboarding. This early interest in capturing action sports led him to film professional paintball events across the country, honing his skills in the process. Despite missing an opportunity to be on MTV's "Scared" pilot episode due to a broken arm, Chris's determination never wavered.

After graduating from Virginia Commonwealth University (VCU) in Richmond, VA, Chris began freelancing with his roommates. This collaborative spirit and entrepreneurial drive led him to co-found HD Bros in 2012 with his childhood best friends. Since then, the company has grown into a trusted name in real estate media, known for its high-quality visuals and innovative marketing strategies.

Beyond his professional achievements, Chris is a devoted family man. He shares his life with his wife, Kaleigh, their three-year-old son, Baker, and their



one-year-old daughter, Chandler. In his free time, Chris enjoys skateboarding with his son, watching "House of Dragons" and "Bravo Betches" with his wife, and spending cherished moments with his daughter, Chandler.

Chris is also an avid golfer, though he humorously admits he is more about having fun than achieving perfection on the greens. His diverse interests and dedication to both his family and career make him a well-rounded and relatable figure in the real estate media industry.

Through his work with HD Bros, Chris Smith continues to set new standards in real estate marketing, leveraging his passion for storytelling to elevate properties and connect with clients in meaningful ways.

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THROUGH HIS WORK WITH HD BROS, CHRIS SMITH CONTINUES TO SET NEW STANDARDS IN REAL ESTATE MARKETING, LEVERAGING HIS PASSION FOR STORYTELLING TO ELEVATE PROPERTIES AND CONNECT WITH CLIENTS IN MEANINGFUL WAYS.



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JONATHAN LAHEY

THE TENACITY BEHIND
A LASTING LEGACY

▶ cover story

By Amelia Rosewood
Photos by Ryan Corvello



Perseverance often separates the successful from the overwhelmed in the real estate industry. This core message drives Jonathan, known as Jon, Lahey's business ethos: never give up. While it's common to hear industry figures boast about achieving million-dollar milestones, he focuses on a more fundamental principle—authenticity and resilience.

A Journey of Transformation

Before making his mark in real estate, Jon's career was firmly rooted in the I.T. sector. He began in high-tech support, addressing technical issues and providing solutions. As he advanced, he took on a role as a trend coordinator, analyzing industry trends to steer technological advancements. Eventually, Jon moved into the position of account manager, where he managed client relationships and ensured their satisfaction.

A key turning point came when Jon recognized the need for a new financial strategy. After a year in tech support, he sought alternative methods to save and invest. Inspired by Robert Allen's book on leveraging other people's money for investment, Jon's interest in real estate was ignited. His initial success with property investments led him to obtain his real estate license and delve deeper into the field.

By 2004 or 2005, Jon transitioned into real estate, driven by his investment experience and passion for the industry. Securing his real estate license was strategic, allowing him to fully engage with his new career.

For Jon, real estate is more than a profession; it is a platform for making a significant impact. "It's not just about selling houses; it's about seeing the smile on someone's face when their dream home becomes a reality. As a



team leader, I also find great satisfaction in helping my agents achieve their dreams, whether buying a house, acquiring a car, or building something meaningful like an orphanage.”

Jon operates under eXp Realty. His team extends its reach across the DMV area, including locations in Tysons Corner, the Wharf in D.C., and National Harbor. As the CEO and team leader of Fine Living, Jon oversees a well-structured team that he established in 2013. The team now includes 30 agents and various support roles, such as coordinators and an inside sales department.

In 2022, his team put 293 homes under contract and closed 153 transactions for a total volume of \$70.1 million. For 2024, Jon projects a return to previous high levels, aiming for a volume between \$90 and \$100 million.

Throughout his career, Jon has garnered numerous accolades. He has been recognized with the RISMedia Newsmaker Awards and achieved Icon Agent status from

eXp Realty for four consecutive years. Before joining eXp Realty, he received several honors from RE/MAX, including the Hall of Fame Award, Lifetime Achievement Award, Diamond Club Award for six consecutive years, and the Pinnacle Club Award, the highest club level at RE/MAX.

Up Close and Personal

When not immersed in closing deals, Jon prioritizes time with his family and fitness. His journey toward health began with a life-changing realization following the birth of his daughter. “At that time, I was not in the healthiest part of my life,” Jon reflects. “I was about 30 pounds heavier than I am now. I wanted to be alive and healthy for my kids as they grew up.” This epiphany led Jon to adopt a healthier lifestyle, starting with cleaner eating and consistent gym workouts.

Jon’s commitment to fitness underscores his broader philosophy: “It’s not about that one time doing the right thing. It’s about consistent execution over time. The key to

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consistency is pushing through even when you don’t want to. That’s where the greatest gains are made.” This mindset, forged through personal transformation, seamlessly translates to his professional life, where he emphasizes perseverance and steady effort to his team.

Balancing his professional drive, Jon also cherishes quality time with his kids. “Spending time with my family is a top priority,” he says. His focus has shifted while he was an avid foodie—an interest reflected in his Instagram handle, “foodierealtor.” “Food is now more of a secondary interest. My priority is to be the best version of myself, to have the right energy, and to inspire those around me.”

In addition to family and fitness, Jon’s passion for travel adds another dimension to his life. Exploring new places

offers him relaxation and adventure, perfectly complementing his active lifestyle.

Few know Jon is also a musician, adept at playing several instruments, including the guitar, bass, and piano. His upbringing as a pastor’s child is another personal detail not widely known, and these facets of his life shape his character and approach to personal and professional pursuits.

A Vision for Impact and Success

Jon’s vision for the future is grounded in core values and a mission to create meaningful change through real estate. His team’s slogan, “Our number one core value is we love, care, we serve,” reflects their approach’s foundational principles. These values shape their hiring, management practices, and mission to make a difference.





ONE PART OF SUCCESS FOR ME IS BEING ABLE TO DO WHAT I WANT WHEN I WANT WITH THE PEOPLE I LOVE.

Another guiding slogan, “Changing lives, making a difference,” emphasizes Jon’s belief in real estate as a platform for profound impact rather than mere transactions.

Jon’s approach to success is deeply rooted in giving back. “If I can change one person’s life in the same way that people poured into my life when I needed to learn how to become a successful realtor, then I have fulfilled my mission,” he says. This perspective extends to his leadership style, where he strives to give his agents the same support and guidance. His goal is for each agent to make a significant impact, potentially transforming communities or even entire generations.

Jon’s outlook on success is multifaceted. “One part of success for me is being able to do what I want when I want with the people I love,” he explains. However, he underscores that success involves more than personal freedom and financial stability.

Before concluding his narrative, Jon offers this invaluable advice for aspiring top producers: “Assess your circle of friends—are they lifting you or holding you back? Find a mentor outside your circle if you lack someone to help you level up. Many successful individuals may require payment for their time, and that’s okay. Investing in their guidance is a valuable step towards your growth.”



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