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## PROFILES



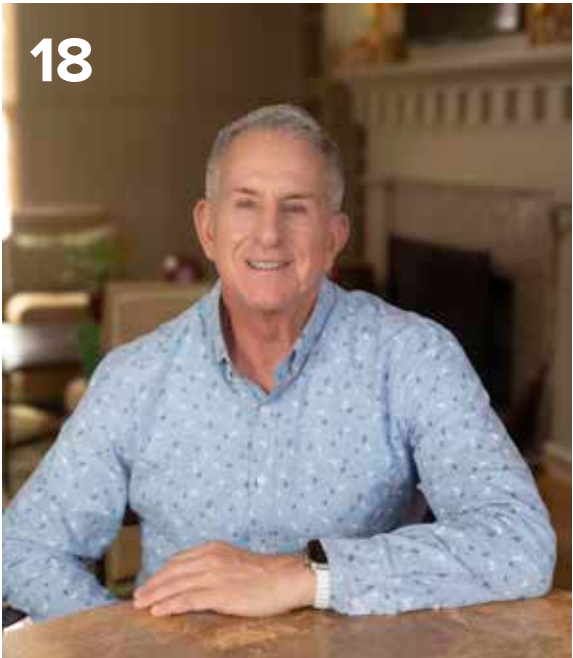
**22** Rachel Smith



**28** Denise Parsons

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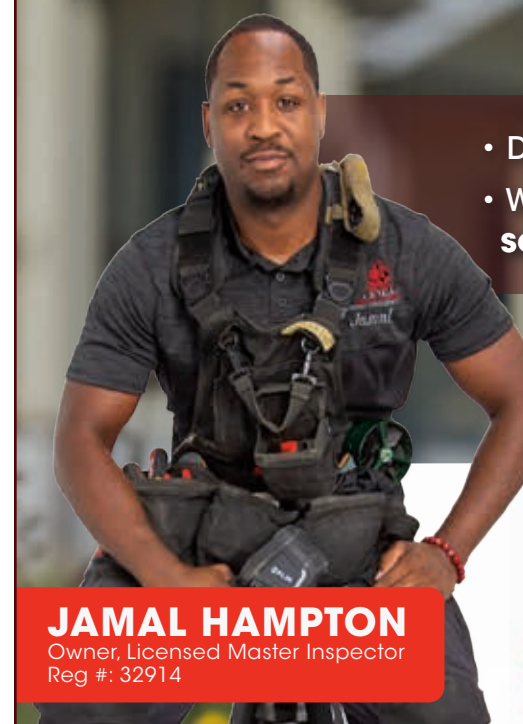
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# Publisher's Note

Hello April, the Season of Possibility!

As spring blooms around us, April brings a sense of energy and endless possibilities. It's a time to celebrate the beauty of growth, explore new ideas, and continue the work that fuels our community's success.

This year, we're thrilled to announce that our 100th magazine edition will be coming in June! To celebrate this major milestone, we're hosting **Walk of Fame: Celebrating 100 Issues** on May 15th, bringing together the incredible agents, partners, and industry leaders who have made this journey unforgettable. Stay tuned for more details on this exciting event!

We're also excited to welcome **Shulman Rogers** as our newest preferred partner! Their expertise and commitment to excellence make them a fantastic addition to our community, and we look forward to many successful collaborations ahead.

As we move through April, let's reflect on this thought:  
*"The beautiful spring came; and when Nature resumes her loveliness, the human soul is apt to revive also."*



Wishing you a season of renewal, inspiration, and new beginnings!

**Kristin Brindley**  
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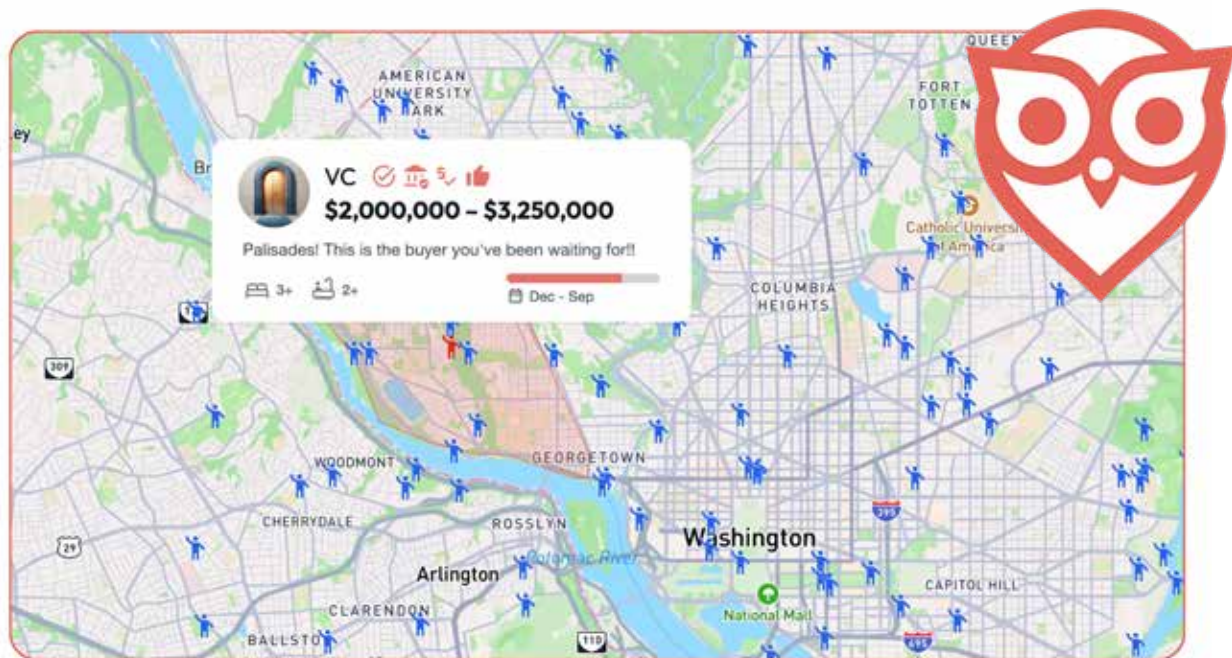
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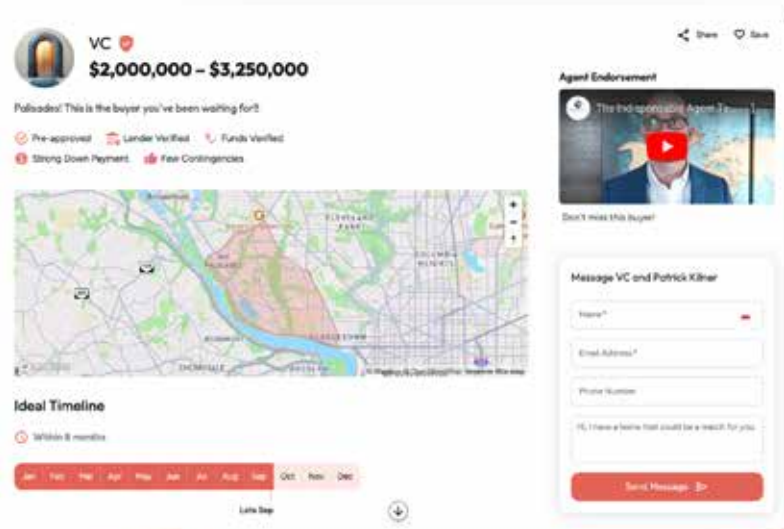
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# Internet Estate Planning & the Capital Gains Land Mine

## A Simple Deed is Often a Big Mistake

At least once a year I find myself in a conference room, passing tissues to a young couple who has lost a loved one. I’m a real estate lawyer, so these emotions are not typically tied to the sorrow of losing a loved one. Instead, in my meeting they usually stem from a massive, unexpected capital gains tax bill that could have been avoided easily and inexpensively.

As real estate professionals, you may have heard this story before. Grandma bought a home in the DMV fifty years ago for \$100,000 and has since paid off the mortgage. One of Grandma’s kids reads online that probate is costly and time-consuming, so they find a self-help article explaining that transferring the home to the kids before Grandma passes could avoid probate and potentially remove the property from the decedent’s estate.

One of the tech-savvy kids goes online, creates a deed transferring the home from Grandma to the kids, convinces the family this is a great idea and the deed is executed and recorded. The transfer of Grandma’s house is now complete, and our internet-trained lawyer is a hero.

That is, until the future realization that the kids have burdened themselves with a massive capital gains tax bill they could have avoided if Grandma had remained the owner of the property.

Capital gains tax on real estate is paid on the difference between the taxpayer’s basis and the sale proceeds, less certain allowances for transaction costs. “Basis” refers to the amount paid to purchase the property plus any improvements. The long-term federal capital gains tax rate on the sale of real estate for most people in the DMV is 23.8% [fn1]. In our example, if Grandma’s basis in the house was \$100,000, and she sold it for \$650,000 before death, she would have a \$550,000 gain. Her federal capital gains tax would be \$130,900.

However, federal tax laws currently recognize a “step-up” in basis, which means that when an heir inherits property, its basis is adjusted to its value at the date of the owner’s death. So, if Grandma hadn’t transferred title and had died as the sole

owner, the kids would have inherited the house at its market value of \$650,000. If they then sold the house for \$650,000, because of the “step up” in basis to the property’s value at the date of Grandma’s death there would be no capital gain and no tax liability.

But, since Grandma transferred title to the kids during her lifetime, the kids inherited Grandma’s original \$100,000 basis in the house. As a result, assuming the kids sell the home at any point in the future for \$650,000, they will face a \$130,900 tax bill – possibly more if it continues to appreciate in value. With simple estate planning, this liability could have been zero.

Unfortunately, gifting real estate during a person’s lifetime means the recipients take the gifting owner’s basis, which is what happened in this scenario. The kids avoided probate (maybe, for another discussion) but created a significant tax burden for themselves. This could have been easily avoided with proper planning, leaving the family with a far better outcome.

There is nothing more expensive than an inexpensive lawyer.

We’re excited to be working again with our friends at *DC Metro Real Producers*. We want the legal hotline to be a conversation, so please send any proposed topics and questions to [hotline@shulmanrogers.com](mailto:hotline@shulmanrogers.com).

[fn1] Long term capital gains rates can be lower for some individuals. State and local taxes, depreciation recapture and other real estate tax issues are outside the scope of this article.



About the author: Matt Alegi is the Chair of the Real Estate Department at Shulman Rogers, P.A. He was born in Washington, DC and raised in Montgomery County, Maryland, where he still lives with his family.

This article is not legal advice. Each individual set of facts and circumstances can create different legal risks, potential strategies and outcomes. Do not rely on this article for your own circumstances. Instead, consult with your attorney.

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# LEVERAGING AI IN REAL ESTATE MARKETING

BY TODD LEBOWITZ

As the real estate industry evolves, leveraging cutting-edge technology like artificial intelligence (AI) is no longer a luxury but a necessity. Top realtors are increasingly adopting AI to streamline their marketing efforts, engage clients more effectively, and stay ahead of the competition.

**Personalized Marketing Campaigns**  
AI can analyze vast amounts of data to create personalized marketing campaigns tailored to individual client preferences. From suggesting properties based on browsing behavior to crafting customized email campaigns, AI tools ensure that your marketing efforts resonate with your audience.

**Predictive Analytics**  
Using machine learning algorithms, AI can predict market trends and client behaviors. This helps Realtors identify emerging neighborhoods, anticipate buyer needs, and strategically position listings. With predictive analytics, you

can make data-driven decisions to maximize ROI.

**Enhanced Lead Generation**  
Chatbots and virtual assistants powered by AI can engage potential clients on your website 24/7. These tools answer queries, schedule appointments, and qualify leads, allowing you to focus on closing deals rather than chasing prospects.

**Implementation Tips**  
Start by integrating AI-powered tools into your existing platforms. Use AI-driven CRM software to manage leads, and consider adopting platforms like ChatGPT for client communication. Invest in AI training to ensure your team can maximize these tools' potential.

By embracing AI, top Realtors can elevate their marketing strategies, deliver exceptional client experiences, and achieve unparalleled success in an increasingly competitive market.



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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# J. MARK WHITE

## GARDENWISE, INC.

BY GEORGE PAUL THOMAS  
PHOTOS BY RYAN CORVELLO



### Curating Living Spaces That Spark Joy

For over 30 years, J. Mark White has shaped the outdoor spaces of Washington, D.C., and beyond. As the founder and owner of GardenWise, Inc., he's spent decades merging functionality and beauty in his landscape architecture work. Mark's story is as much about creativity as it is about resilience, shaped by his early life, professional evolution, and commitment to making meaningful outdoor transformations.

#### A Foundation in Nature

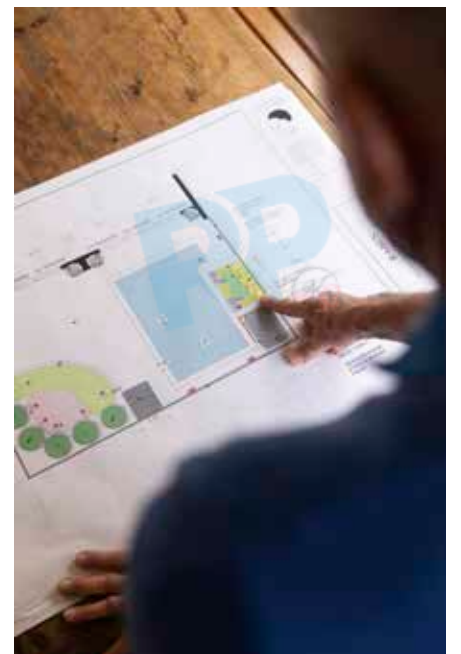
Mark's connection to gardening began early. Growing up in a family where gardening was part of daily life, he developed a natural affinity for the outdoors. His grandmother and parents were avid gardeners, and their influence instilled in him an appreciation for

plants and design. By the time he pursued a Bachelor's in Landscape Architecture (BLAR) at Virginia Tech, his path was already well-defined.

Mark's career started with roles at private landscape architecture firms and public planning offices. These positions offered valuable insight into the field, but his vision extended beyond working for others. The desire to combine his creativity and personal touch led to the founding of GardenWise, Inc., a boutique design/build firm focused on creating outdoor living spaces tailored to individual homes and lifestyles.

#### A Collaborative Approach to Design

GardenWise is intentionally small, with a team of six, including designers,





project managers, and field experts. This structure allows Mark to maintain a hands-on role in every project. From initial client meetings to design concepts and installation oversight, he's involved in every detail.

Mark's process emphasizes harmony between the home and its outdoor environment. "We take cues from the building's materials and aesthetic, ensuring the garden space feels like an extension of the home," he explains. This thoughtful approach has earned GardenWise a reputation for creating spaces that are not only visually striking but also practical and enduring.

“There’s nothing better than seeing a client’s smile when their vision becomes a reality.”



**Challenges and Rewards**

Starting GardenWise was no small feat. Mark reflects on the challenges of launching a business from scratch and navigating the ever-evolving landscape industry. But the rewards have been equally significant. For Mark, the most fulfilling part of his work is seeing projects come to life and witnessing the satisfaction of his clients. "There's nothing better than seeing a client's smile when their vision becomes a reality," he says.

Over the years, Mark has observed shifts in landscaping trends, from the rise of sustainable practices to the incorporation of smart technology. These innovations, along with the increasing popularity of edible gardens and minimalist designs, reflect changing priorities and urban living challenges. Mark's adaptability has kept GardenWise at the forefront of these developments.

**Life Beyond the Garden**

Outside of work, Mark channels his creativity and curiosity into a variety of pursuits. An accomplished oil painter, he has filled his home with vibrant works of art that capture his unique perspective on the world. Occasionally, his paintings find new homes with collectors, a testament to the breadth of his artistic talents.

Mark is also an avid traveler, finding inspiration in the landscapes, architecture, and cultures of the places he visits. Whether skiing down snowy slopes, savoring exotic cuisines, or basking on sunlit beaches, these experiences fuel his passion for life and his work.

His love for meaningful connections extends to his family and friends. Although single, Mark treasures the

time spent with his cousins, nieces, nephews, and close-knit circle of friends. Whether hosting gatherings, sharing stories, or enjoying quiet moments together, he values the relationships that bring depth and joy to his life.

These personal interests not only enrich Mark's life but also influence his professional creativity, allowing him to approach each landscape project with a fresh perspective and renewed enthusiasm.

Mark also has contributed to his local community. He collaborated with St. Agnes Church and School to develop a landscape master plan and supported a neighborhood Boy Scout with a landscape improvement project. These efforts reflect his belief in using his expertise to enhance shared spaces and foster connections.

**Looking Ahead**

As he plans for the future, Mark envisions passing on GardenWise to ensure its continued success. Until then, his focus remains on creating thoughtful, personalized outdoor spaces and mentoring the next generation of landscape professionals. His philosophy is simple yet powerful: "Always be a creative, positive force in whatever you do."

**CONTACT US!**

For more information, visit [www.gardenwise.co](http://www.gardenwise.co), where you can easily get in touch through the online contact form. If you're looking for a landscape transformation that adds value and beauty, GardenWise is your trusted partner.



J. Mark White showcases his artistic vision and creativity through his artwork





# RACHEL *Smith*

BY AMELIA ROSEWOOD

PHOTOS BY HAYLEY STIDHAM PHOTOGRAPHY



## DRIVEN, ENTHUSIASTIC, & HERE TO WIN

Some people are born for real estate. Rachel Smith? She was practically built for it. A high-octane, vibrant, and fiercely determined agent with Northrop Realty, Rachel doesn't just sell homes—she builds connections, negotiates like a pit bull, and brings an unmatched energy to every transaction. Whether she's helping a first-time buyer land their dream home or

strategizing a multi-million dollar deal, one thing is clear: Rachel is all in.

Growing up in Montgomery County, Maryland, she was the kid who could make friends with a tree—something her teachers joked about but a trait that has carried over into her career. “I love people. I love serving and helping others. And, let's be real—I was never meant

to sit still behind a desk,” she says. From working in the dental field to flipping houses and leading top-producing teams, Rachel's journey has been anything but ordinary.

### Finding Her Way

Rachel didn't take the traditional route into real estate. Before she was closing deals and leading teams, she was a dental

assistant—briefly. “I did the dental thing for a few years, then did the mom thing, which, let's be honest, I'm still doing,” she laughs.

Her transition into real estate was fueled by a combination of passion and practicality. “At the time, I was married to a contractor-turned-builder, and we worked really well together. We shared a love for homes, design, and the entire building process. I thought, ‘I love people, I love houses, but I'm not a big fan of sucking spit anymore—so what's next?’”

In 2014, she got her real estate license—the old-school way, sitting through eight-hour in-person classes on Saturdays, all while raising a newborn. “Yeah, now you can just do it all online. Lucky them!” she jokes.

Since then, Rachel has built a reputation as a fierce negotiator, an expert in home construction, and a go-to resource for both buyers and sellers. Her unique background in building and flipping gives her an edge that few agents have. “I don't just sell homes—I understand how they're built, what makes them solid, and where the red flags are.”

For Rachel, real estate is more than a career. It's a lifestyle. “It's something you eat, breathe, and sleep. You're constantly adapting, growing, and pushing yourself to new levels. That's what I love—there's always another level to hit.”

### Rebuilding and Rising

Success in real estate is never a straight line, and Rachel's journey is proof of that. In 2023, she was the





“NEVER GIVE UP. SERIOUSLY. I TELL YOUNG AGENTS THIS ALL THE TIME—KEEP GOING. YOU GET OUT WHAT YOU PUT IN. AND FOR ME? I’M JUST GETTING STARTED.”

with me. As a single mom, that’s going to be even more prevalent now. Hustling is just part of our life.”

Outside of work, she spends weekends at Penn National with her parents, hiking, swimming, and just enjoying family time. And, of course, there’s the home-building side. “Flipping and designing houses is my thing. I don’t just sell homes—I create them.”

#### Leveling Up, Giving Back, and Pushing the Limits

Rachel is no stranger to reinvention. As she steps into the next chapter of her career, she’s focused on rebuilding—both professionally and personally. “I want to exceed and excel. I want to continue renovating, building, and taking my real estate career

to the next level. But most importantly, I want to serve my clients with the same high-octane energy I’ve always had.”

What drives her? Primarily, her faith in God grants her grace and resilience to grow, along with some inspiration from Greg Plitt. She often reflects on one of her favorite quotes: ‘Your comfort zone is your danger zone.’ This mantra guides her, as she believes in the necessity of pushing herself to foster growth.

And for anyone looking to make it in real estate, she has one simple piece of advice: “Never give up. Seriously. I tell young agents this all the time—keep going. You get out what you put in. And for me? I’m just getting started.”



number one agent at RE/MAX Realty Plus. She opened a boutique-style satellite RE/MAX office for her team in downtown Frederick, which also serves as a venue space. She personally designed and renovated the historic property and started getting to know the Downtown Frederick community. Then—life happened.

“I went through a divorce, lost the office, and had to completely start over,” she shares. “It’s funny—when this feature was first pitched to me, I was at the top of my game. Then, by the time I got around to doing it, I was in full rebuild mode. But you know what? Sometimes, you have to be broken down to build back up.”

Despite taking six months off in 2024 to focus on personal transitions, Rachel’s previous sales volume speaks for itself—hitting \$14–15 million as a solo agent in her best years. And now? “We’re

shooting for 10 to 15 million this year. Let’s see what we can get done,” she says with her signature confidence.

She’s also been featured multiple times in DC Real Producers, recognized by GCAAR, and awarded Silver and Bronze agent accolades. But beyond the numbers, it’s the relationships and resilience that define her success.

“I’ve been through the highs. I’ve been through the lows. What matters is that I kept going.”

#### More Than a Realtor

When she’s not closing deals, Rachel is a full-time mom to five amazing kids—Keaton, Raylen, Lincoln, Morgan, and Kellan. “Top producer in real estate and in parenting,” she jokes. “That’s my claim to fame.”

Her kids have been part of her journey from the start. “Ever since they were little, I’d take them to showings

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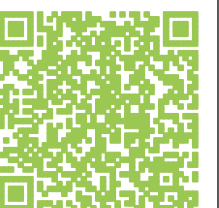
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# Denise Parsons

SADDLING UP FOR SUCCESS

BY AMELIA ROSEWOOD

PHOTOS BY HAGAN REALTY



Denise Parsons isn't your typical REALTOR®. With a career spanning telecom engineering, equestrian business, and now real estate, she thrives on forging her own path. Known for her outside-the-box thinking and fierce determination to help people, Denise embodies a unique blend of creativity, compassion, and grit.

Her motto, "This is your life, your money, and your choice. I am here to help you," serves as a guiding principle, ensuring every client feels empowered and confident.

## Bridging Baltimore Roots and Big Dreams

Born in Baltimore City near Lake Montebello, Denise's journey is rooted in hard work and ambition. She started her career in telecom engineering, rising from a contractor at Verizon to management, earning a reputation for problem-solving under pressure.

"Working in telecom was an incredible learning experience," Denise recalls. "It taught me resilience and how to adapt to challenging situations—skills that serve me well in real estate."

But Denise's story doesn't stop there. At 35, she retired from telecom and turned her passion for horses into a thriving business. As President of Equestrian

Promotions, Inc., she founded Horse World Expo, one of the largest equestrian trade shows in the country.

Managing over 350 vendors, 200+ riders, 60+ speakers, and tens of thousands of attendees annually, Denise's expertise in sales and project management became second nature. Yet, she credits the horses themselves with shaping her character.

"As a child, I worked all day at a farm for a single riding lesson," she says. "That experience taught me the value of hard work and the importance of compassion, which I carry with me to this day."

## Turning Setbacks into New Beginnings

In March 2020, the Horse World Expo concluded just days before the COVID-19 pandemic brought the world to a standstill. With her business' future uncertain, Denise faced a pivotal decision.

"I couldn't just sit still and rely on someone else to fund my life," she explains. "I've always been self-sufficient, and real estate felt like the perfect next chapter."

Real estate wasn't a new idea—it was a dream Denise had planned to pursue later in life. But the pandemic fast-





tracked her plans. By the end of 2020, she had earned licenses in Maryland, Pennsylvania, and Virginia, diving into the industry with unrelenting energy.

Her niche? Equestrian properties. With her decades of experience in the horse world, Denise quickly stood out in a competitive market. “It was a natural fit,” she says. “Not many agents understand the unique needs of farm buyers, but I do.”

As a solo agent, Denise has achieved remarkable milestones. In her first full year, she closed 12 transactions with sales totaling nearly \$8 million. From zoning challenges to septic systems, her expertise shines in the complex world of equestrian real estate.

“Every client’s needs are unique,” she notes. “I love being the one who can solve their problems and make their dreams a reality.”

Denise’s background in engineering and event management gives her an edge. “I’m not just about showing properties—I analyze drainage, envision barn placements, and even help clients connect with farm service contractors,” she explains. “It’s about going above and beyond.”

Her success is built on more than technical skills—it’s her authenticity and relatability that keep clients coming back. “I’m not afraid to get my hands dirty, whether it’s at a farm inspection or fixing an issue mid-transaction,” she says with a smile.

### The Heart of Her Story

Home for Denise and her husband, Jay Parsons, is a farmette in Montgomery County, Maryland, where they live alongside two beloved horses, foster horses from her rescue, six cats, and two dogs.

“My family is my anchor,” Denise shares. “I’m incredibly close to my 101-year-old grandmother, my aunts, and my sister and her extended family. And my late mom is still my hero and the person I strive to make proud.”

Beyond real estate, Denise’s heart lies in animal rescue. In 2016, she founded

Gaited Advocate Intervention Team, Inc., the only U.S. rescue dedicated to naturally gaited horse breeds. “It’s my way of giving back to the animals and the community that shaped me,” she says.

When Denise isn’t rescuing animals or helping clients find their perfect home, she’s embracing her adventurous side. She races cars, runs her own boat for fishing—including competing in tournaments in the past—and drives an off-road truck. “I think my range of hobbies allows me to connect with people from all walks of life,” Denise says. “It’s another way I can relate to the unique needs of each client in their home search.”

### Chasing New Horizons

Looking ahead, Denise is focused on growing her equestrian real estate niche. “Touring farms with my clients and helping them list their properties is the most fulfilling part of my work,” she says.

Her long-term goal? To continue helping people navigate one of the most important decisions of their lives with integrity and expertise. “This career lets me give back while securing my own future,” she explains. “It’s the perfect balance.”

For those dreaming of real estate success, Denise offers this sage advice: “Build a network of trusted people, treat others with kindness, and truly listen to your clients. Personal growth and humility are just as important as hard work. And above all, find mentors who inspire you to reach higher.”





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## Building Dreams & Protecting Legacies

BY AMELIA ROSEWOOD  
PHOTOS BY ASHLEIGH BING  
PHOTOGRAPHY & RYAN CORVELLO

In the bustling real estate market of Washington, DC, where history meets innovation, Tohmai Smith is making his mark. A REALTOR® with RLAH @ properties, he's a trusted advocate for his clients and a fierce protector of their interests. Described as driven, personable, confident, and resilient, Tohmai brings an approach to real estate that's as dynamic as the city he serves.

# TOHMAI SMITH



**“In my community, too many homeowners are taken advantage of by lowball offers and shady investors. I see myself as their protector. I keep my clients safe & give them the truth, even when it's not what they want to hear.”**

### Grounded in Community, Guided by Integrity

Born at Howard University and raised in the heart of Washington, DC, Tohmai's connection to his hometown is deeply personal. “Growing up in DC taught me the importance of integrity and community,” he shares. These lessons, coupled with his background in Information Assurance and IT Security from the University of Maryland, laid the foundation for his success.

Before real estate, Tohmai excelled as a supervisor for a government contracting company specializing in physical security services. The role sharpened his leadership skills and instilled a keen sense of responsibility—qualities that seamlessly transferred to his real estate career.

His journey into real estate was sparked by a personal story that left a lasting impression. “My mother told me about her experience buying a home in the '80s. She felt her agent was more focused on the commission than on her needs,” Tohmai recalls. “That stayed with me. I wanted to be the kind of real estate agent who puts clients first—someone who listens, educates, and empowers.”

Licensed in 2016, Tohmai took the plunge into full-time real estate in 2017. The transition was bold, but his mission was clear: to elevate the client experience and make homeownership accessible, informed, and empowering.

Tohmai is not your average Realtor. As a solo agent and a member of the RLAH Elite,



he's achieved remarkable milestones. In 2023 alone, he closed 43 transactions totaling \$23 million in volume, earning recognition as a Washingtonian Top Producer and a spot on America's Best list.

However, for Tohmai, it's not about the numbers—it's about the people. “I love

helping people,” he says. “In my community, too many homeowners are taken advantage of by lowball offers and shady investors. I see myself as their protector. I keep my clients safe and give them the truth, even when it's not what they want to hear.”





His integrity is a cornerstone of his business. “If I know a house isn’t the right fit, I’ll tell my clients to keep looking,” he explains. “At the end of the day, it’s their choice, but my job is to make sure they’re confident and informed.”

Beyond real estate, Tohmai brings an added layer of expertise that sets him apart. As the owner of Carbyne Construction, a leading general contracting firm, he seamlessly bridges the gap between real estate and construction, offering a unique advantage to his clients. This dual expertise enables him to assess properties with a developer’s eye—an

invaluable asset for both buyers and sellers.

Carbyne Construction has not only allowed Tohmai to execute his own development projects but also to enhance homes before they hit the market, maximizing sellers’ profits. On the buyer’s side, he helps transform properties after purchase, ensuring clients can create their dream homes with quality craftsmanship and strategic vision.

By integrating construction and real estate, Tohmai is redefining the home-buying and selling experience, delivering exceptional value through both

seamless transactions and transformative renovations. As his businesses continue to grow, his commitment remains the same: to protect, guide, and empower every client he serves.

#### A Personal Side

Behind Tohmai’s professional persona is a devoted father and fitness enthusiast. His three-year-old son, Khyloh, is his greatest motivator. “He’s my everything,” he says with a smile. Whether it’s a trip to Chuck E. Cheese or a family vacation, Tohmai cherishes the moments that keep him grounded and inspired.

When he’s not working, you might find him trying his hand at golf (“I’m very new,”

he admits with a laugh), working out, exploring DC’s vibrant restaurant scene, or indulging in his hobbies as an avid sportsman and gun aficionado collector. “It’s something unique about me that most people don’t know,” he shares.

His love for his community extends beyond his professional life. Tohmai frequently supports philanthropic efforts introduced through his network. “It’s my way of giving back and staying connected to causes that matter,” he says.

#### A Vision of Impact

Tohmai’s favorite quote by Denzel Washington—“You pray for rain. You gotta deal with the mud, too,”—

**Life is never all good or all bad. When challenges come, I look for the opportunities they create. That’s how I keep moving forward.”**





**Real estate  
is about  
more than  
transactions—  
it's about trust  
and creating  
value for  
people at every  
stage of life."**

Tohmai and  
his son,  
Khyloh,  
sharing a  
moment  
of joy—his  
greatest  
motivation  
and the heart  
behind his  
drive.



encapsulates his mindset. "Life is never all good or all bad. When challenges come, I look for the opportunities they create. That's how I keep moving forward," he explains.

Over the next five to ten years, Tohmai envisions significant growth across his real estate ventures and Carbyne Construction, expanding his impact in both sales and development. "It's not just about buying and selling homes anymore. I want to create spaces that improve neighborhoods and meet people's needs. Development is my way of leaving a lasting legacy."

As he expands his business, Tohmai remains steadfast in his commitment to building genuine, lasting relationships. "Real estate is about more than transactions—it's about trust and creating value for people at every stage of life," he says.

For those looking to succeed in the real estate industry, Tohmai's advice is simple yet powerful: "Build genuine relationships, prioritize your clients, and stay adaptable. Master your market, embrace technology, and keep pushing forward. It's not easy, but it's worth it."

Tohmai Smith is more than a top-producing agent; he's a protector, a builder, and a champion for his clients and his community. As he continues to grow his business and explore new ventures, his dedication to excellence and impact ensures his legacy will inspire for years to come.



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# DC METRO Real Producers MARCH MAGAZINE PARTY



March 20, 2025

PHOTOS BY RYAN CORVELLO

The recent *DC Metro Real Producers* gathering was an unforgettable celebration of connection and collaboration! Hosted in a stunning venue provided by **Silvana Dias**, this daytime event was the perfect blend of networking, community, and appreciation. We extend our heartfelt thanks to everyone who attended—your presence made the event truly special!

A special acknowledgment goes to our event sponsor, **CLA Title**, whose generous support helped bring this event to life. We also want to thank Yelina of Curds and Cuts for the incredible charcuterie spread that added a delicious touch to the day.

Capturing every memorable moment, **Ryan Corvello** delivered stunning photography, while **HD Bros** created an amazing

video recap, ensuring the energy and excitement of the event will be remembered for years to come.

Bringing together top-producing agents, industry leaders, and professionals in an inviting setting is what these events are all about. Networking in a relaxed, intimate atmosphere fosters relationships that drive success, and we're thrilled to continue providing these opportunities for our community.

Thank you to all our partners, attendees, and contributors for making this event such a success. We can't wait for the next one!

\*Magazine parties are smaller gatherings where we celebrate the rock-star agents who have graced our pages in the past few months. For more information on all DC Metro Real Producers events, please email us at [info@dcmetrorealproducers.com](mailto:info@dcmetrorealproducers.com).





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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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**Disclaimer:** Information based on MLS closed data as of Mar. 5, 2025, for residential sales from January 1, 2025, to February 28, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C.; and Frederick, Montgomery, and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report data under an individual agent’s MLS ID.



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# TOP 250 STANDINGS

Individual Closed Data as reported to MLS from Jan. 1 to Feb. 28, 2025

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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**Disclaimer:** Information based on MLS closed data as of Mar. 5, 2025, for residential sales from January 1, 2025, to February 28, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C.; and Frederick, Montgomery, and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report data under an individual agent’s MLS ID.



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