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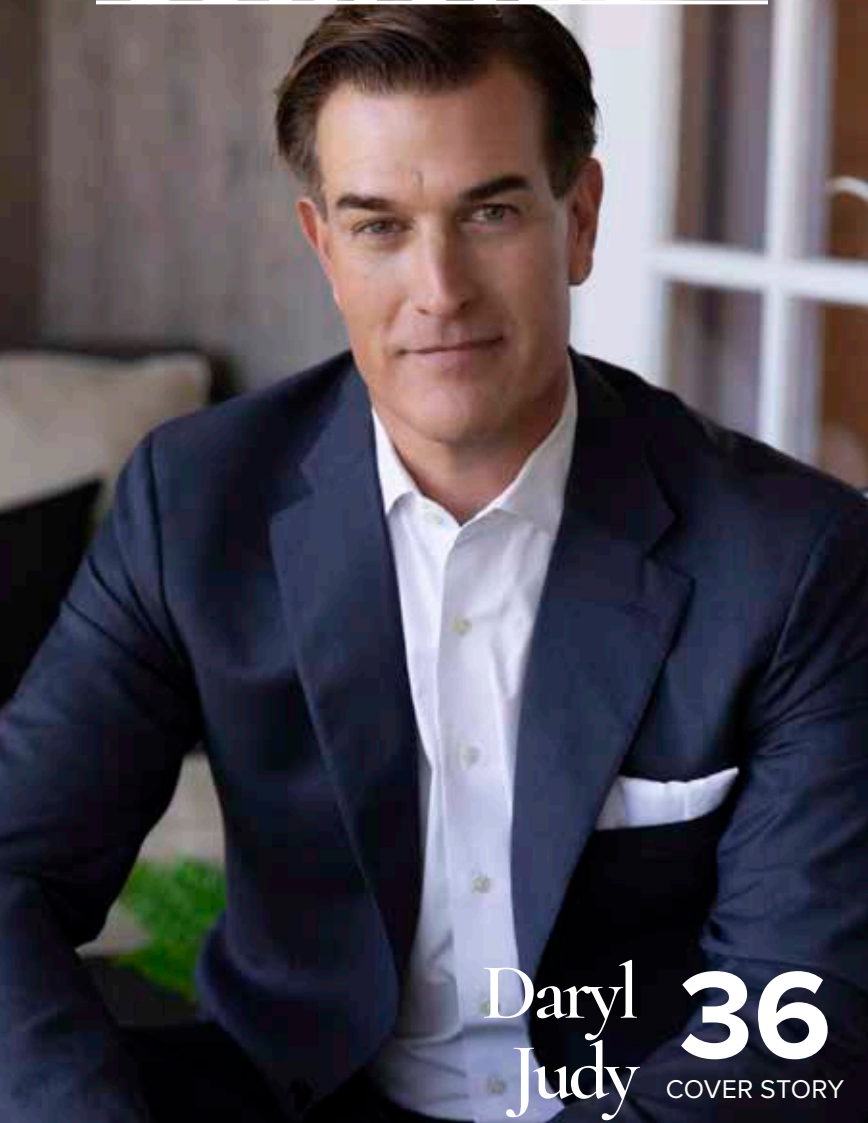
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If you are interested in nominating people for certain stories, please email us at: Wendy@RealProducersKBTeam.com



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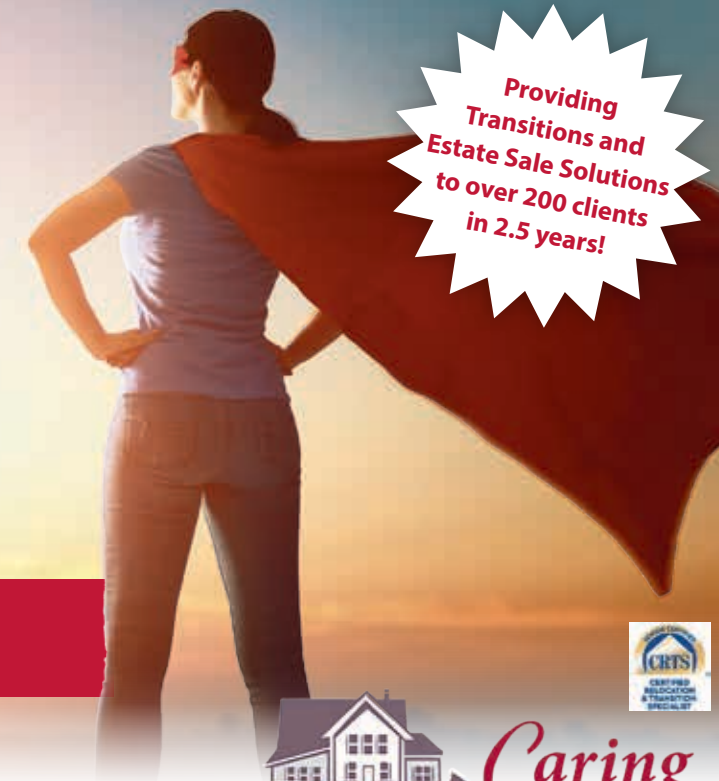
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Ryan Corvello
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Note

Hello February, the Season of Connection!

As we move through the heart of winter, February reminds us of the importance of relationships and the warmth they bring to our lives. It's a time to nurture bonds, celebrate love in all its forms, and find strength in the connections that unite us.

This month is also a chance to spark creativity and prepare for the exciting journey ahead. Let's take this opportunity to celebrate each other and build on the successes of the new year.

Start 2025 on a high note with our upcoming Mastermind event on March 20th! Get ready for a morning packed with powerful insights, valuable networking, and actionable ideas to elevate your game. More details coming soon—mark your calendar for this must-attend kickoff!

As we journey through February, let's reflect on this thought: "Alone, we can do so little; together, we can do so much." Here's to a February filled with collaboration, joy, and meaningful moments.



Kristin Brindley
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FAQ



Since launching *DC Metro Real Producers* eight years ago, we've often heard the same questions. To save time, we're sharing the answers here. Remember, this publication is your voice, and our door is always open to discuss anything about our community!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in the D.C. metro area. We pull the MLS numbers each year (by volume) in the greater D.C. metro area: Washington, D.C.; Montgomery County, Maryland; FCAAR; and PGCAAR. We cut off the list at number 500, and the next year's distribution is born. We did this again in January, based on the new top 500 agents in sales volume for 2024.

Q: WHAT IS THE GOAL OF THIS MAGAZINE?

A: Real Producers is about building a stronger, more connected real estate community. We believe that when we surround ourselves with successful, like-minded individuals, we can grow to new heights. This magazine is a platform designed to bring together the top 500 real estate agents and our trusted preferred partners, fostering an exclusive and collaborative network. Each month, we share inspiring stories, celebrate successes, and promote events that connect, inform, and inspire. Our mission is to build relationships and empower growth within the real estate industry.

Q: DOES REAL PRODUCERS HAVE EVENTS?

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

Q: HOW CAN I REFER A PREFERRED PARTNER?

A: If you know and want to recommend a local business that works with top Realtors, let us know!



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

A: Being featured is simple and starts with a nomination. REALTORS®, affiliates, brokers, office leaders, and even self nominations are welcome! If you know someone with an inspiring story, exceptional leadership, top-tier customer service, or a remarkable commitment to giving back, we'd love to hear about them.

To nominate, send an email to wendy@kristinbrindley.com and share why you believe they should be featured. Your insights help us uncover stories we may not know about. Once a nomination is submitted, we'll reach out for an interview to ensure the feature is a great fit. If selected, our team will take it from there, coordinating an article write-up and scheduling a professional photo shoot.

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

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

Q: WHO ARE THE PREFERRED PARTNERS?

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

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2025

BY THE NUMBERS

WHAT DC METRO'S TOP 500 AGENTS SOLD

15,071



TOTAL TRANSACTIONS

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TOTAL SALES VOLUME



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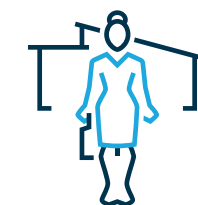
BUYING SIDE TRANSACTIONS

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Preparing Your Marketing for the Spring Selling Season

BY TODD LEBOWITZ

Spring is one of the busiest times in real estate, and proactive preparation is essential for standing out in a very competitive market. By organizing your marketing efforts now, you'll position yourself to attract more buyers and sellers when the season heats up.

Secure Ad Space Early

Spring competition means advertising opportunities fill up quickly. Reserve your digital, social media, and print ad placements now to ensure your campaigns run smoothly. Platforms like Facebook and Instagram offer great targeting options but can see rising costs as demand increases. For local exposure, secure space in real estate magazines or neighborhood newsletters.

Update Your Mailing and Email Lists

A clean, up-to-date contact list ensures your efforts reach the right audience. Verify and segment your direct mail and email lists based on past clients, target neighborhoods, and buyer or seller status. Tools that specifically help you edit lists are perfect for this, such as the **Elevate Marketing Suite** by My Marketing Matters.

Plan Ahead with a Content Calendar

Consistency is key to staying top-of-mind. Outline a content calendar

for email campaigns, social media posts, and direct mail. Focus on topics like market trends, spring staging tips, and local community updates. Using automated programs like the **HomeLife Neighborhood Marketing Subscription** will help streamline this process by auto-sending relevant and interesting content every month.

Refresh Marketing Materials

Ensure your brochures, flyers, and online assets reflect your current branding and are visually engaging. Spring is a great time to update your messaging and create materials that align with the fresh, vibrant energy of the season.

Leverage Direct Mail

Direct mail remains a powerful tool for connecting with local homeowners. Using personalized, hyper-local

content—such as market reports and community highlights—you can create a lasting impression while showcasing your expertise. Adding features like QR codes or tracking tools enhances engagement and leads.

Optimize Your Digital Presence

Ensure your website, social media, and email campaigns are ready for increased traffic. Update your listings, refresh your bio, and plan posts that highlight your expertise and active presence in the market.

Conclusion

The spring selling season is a golden opportunity for real estate agents. By securing ad space, organizing your contact lists, and leveraging marketing tools, you can create a proactive strategy that drives results. Start now to make this spring your most successful yet.



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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ALEJANDRA ZELAYA

FRESH HOME CLEANING



RELENTLESS PURSUIT OF EXCELLENCE

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Alejandra Zelaya has redefined the local cleaning industry as a force for empowerment and transformation. Through her company, Fresh Home Cleaning, she has created more than just a service for spotless spaces; she has built a platform rooted in resilience, opportunity, and personal growth. Inspired by her mother's unwavering drive, Alejandra has developed a business that prioritizes its employees, uplifts women, and tackles obstacles with fierce determination.

This relentless pursuit of excellence is fueled by Alejandra's Type A personality. Known for her hard work and competitive spirit, she finds it challenging to slow down,

always pushing herself and her business forward with a never-ending dedication.

A Journey of Sacrifice and Strength

Alejandra's journey is a powerful story of resilience and the pursuit of the American dream. Her path began with her mother, who started cleaning homes to support Alejandra and her brother when Alejandra was only 9 years old. "My mom started to clean homes to provide for my brother and I," she shares. "I had learned a little bit of English at school, so she would take me to potential client's homes to translate, provide estimates, and serve as the client's point of contact."

In the early 2000s, Alejandra's family fled their

home country of El Salvador due to rising violence. Leaving behind everything familiar, they embarked on a new life in the United States. Her father couldn't join them immediately, so her mother was responsible for raising two children in an unfamiliar place. Her mother's cleaning work supported their family and became the foundation for Alejandra's future aspirations.

Through tireless effort and perseverance, Alejandra's parents provided educational opportunities for her and her brother, allowing them both to graduate from college without debt. With a degree in business administration from the University of Maryland,

Alejandra worked in a tech company as a business analyst. Still, she soon felt called to build something reflecting her family's journey. When her mother's health began to deteriorate due to the physical strain of cleaning, Alejandra knew it was time to make a change. "Her sciatica and arthritis had gotten so severe that she needed 800 mg of ibuprofen at least once a day," Alejandra recalls. She started Fresh Home Cleaning to retire her mom from this back-breaking work. This motivation was the spark she needed to step into entrepreneurship, and in 2020, she launched Fresh Home Cleaning with the tagline, "Where it's all about your home."



for themselves and their families. They remind me of my mom when we first arrived in this country.” Alejandra’s goal was to create a company that values hard work, compensates employees fairly, and offers benefits — the kind of opportunity she wishes her mother had when she first began working in the U.S.

This commitment to employee well-being is woven into Fresh Home Cleaning’s culture and operations. Alejandra candidly reflects on the personal and professional growth she’s experienced, from learning how to lead a team to building stress-management skills. “The problems I thought

were overwhelming at the start now seem small in comparison, and I’m grateful for the resilience I’ve built through this journey,” she says.

For Alejandra, the satisfaction of creating jobs and supporting her team is deeply meaningful, a tribute to her mother’s strength and sacrifices. Through Fresh Home Cleaning, she has built a successful business and a community rooted in her values and her vision for a better future.

A Vision for the Future

Alejandra’s vision for Fresh Home Cleaning is one of growth, community impact, and personal development,

all with the dedicated support of her parents, who now play key roles in the company’s daily operations. With her mother taking on many operational tasks, Alejandra can focus on expanding the company’s reach and influence.

“We have grown to where my mom is no longer in the field. Instead, she helps manage the operations,” Alejandra shares. “She makes sure our vehicles are stocked for each job, dispatches our teams in the morning, oversees inventory to keep us well-supplied, and handles the hundreds of cleaning rags we go through weekly. She’s essential to keeping everything running smoothly.” Her father, meanwhile, provides both hands-on and emotional support. “My dad is like the big boss, my voice of reason. He handles vehicle and equipment maintenance and gives me some of the best TED Talks when I feel like giving up.”

Looking forward, Alejandra has personal and professional goals for the next 5-10 years. “I aim to continue growing as an individual and as a leader,” she shares, “to develop my company into an even greater asset for the community and to become more physically and mentally fit so I can be a role model for younger women.” She’s also learned invaluable lessons in working with Realtors and other partners. “One piece of advice that’s helped me is to keep emotions out of every transaction and focus instead on customer service and the experience of the client, realtor, builder, or



“ONE PIECE OF ADVICE THAT’S HELPED ME IS TO KEEP EMOTIONS OUT OF EVERY TRANSACTION AND FOCUS INSTEAD ON CUSTOMER SERVICE AND THE EXPERIENCE OF THE CLIENT, REALTOR, BUILDER, OR ANYONE ELSE USING OUR SERVICES.”

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Starting Fresh Home Cleaning came with a unique set of challenges. “In May 2020, about 90 percent of our recurring clients canceled services,” Alejandra recalls. The impact was immense, but her determination was stronger. She adjusted her approach by building relationships with REALTORS and focusing on the real estate market to keep her business going through the hardest months.

Alejandra’s dedication to her parents and employees motivated her even during difficult times. “My parents are my ‘why,’ and when your ‘why’ is strong enough, you can face anything,” she says. With her mother’s help, Alejandra navigated

massive employee and supply shortages, inflation, and the challenges of running a business in a turbulent environment. Today, Fresh Home Cleaning has grown from a one-person operation to a team of 14, a testament to her resilience and adaptability.

Creating Opportunities and Building Community

What truly sets Fresh Home Cleaning apart is Alejandra’s commitment to empowering her staff and creating a supportive work environment. “We take good care of our staff, and because of that, we are not your average cleaning company,” she emphasizes. “All our employees are hardworking women striving to provide



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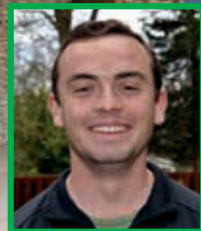


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JOCELYN

Vas

An Industry Innovator With A Unique Approach

BY GEORGE PAUL THOMAS
PHOTOS BY RYAN CORVELLO

As a dynamic figure in the D.C. real estate scene, Jocelyn Vas, known affectionately as “Joc,” brings expertise, transparency, and genuine care to her work. With over a decade and a half in the industry, she’s not only one of the top agents at RLAH @properties but also a licensed psychotherapist, a title she integrates thoughtfully into her role as a real estate professional. Jocelyn’s journey, spanning two fields and enriched by a diverse family background, reflects a commitment to reshaping the industry for clients and fellow agents.

A Unique Path

Originally from Chevy Chase, Maryland, Jocelyn’s journey to real estate began just as the market crashed in 2008. Fresh out of college, she found herself with minimal job opportunities and searching for new housing. The pivotal moment came when she successfully helped her landlord rent out her apartment, sparking his suggestion: “You should be a real estate agent.” Joc took the advice to heart, and what

started as a stroke of fate evolved into a fulfilling career.

Although she embraced real estate from the beginning, Jocelyn recognized that she could bring more to the table. After eight years as a full-time agent, she returned to school, earning a master’s degree in clinical mental health counseling. This added layer of expertise gives her a rare edge. “Many agents claim to be like therapists, but I actually am one,” she shares, emphasizing that her background helps clients feel comfortable opening up and making important decisions.

Jocelyn’s dual role as a real estate agent and therapist has shaped her approach to real estate in remarkable ways. Coming from a family of real estate attorneys and psychotherapists, she was exposed early on to both the technical and interpersonal sides of the business. This unique combination has driven her to elevate the experience she offers to clients, viewing each transaction as an opportunity to help families build long-lasting memories.

“I love watching families move into homes where they’ll create special moments,” she explains. Jocelyn’s focus on empathy and transparency sets her apart. She’s committed to offering her clients real-time, accurate information, ensuring they feel fully informed and secure in every step of the buying or selling process.

With a personal average sales volume of \$20 million per year—

reaching as high as \$45 million in previous years—Jocelyn has established herself as a high-achieving agent. Together with her team, District Residential Group, she anticipates reaching around \$50 million in volume this year. Jocelyn’s accomplishments haven’t gone unnoticed; she’s been named one of the Women We Admire in Real Estate for 2023 and 2024 and recently received HousingWire’s 2024 Women of Influence award.

Jocelyn is also helping lead the way in real estate innovation through her role as Chief Knowledge Officer at Final Offer, a tech platform dedicated to increasing transparency and efficiency in the market. By blending her real estate expertise with technology, Jocelyn aims to bring crucial information to consumers’ fingertips, bridging the gap between the traditional real estate process and modern, data-driven insights. She sees this as an essential step toward her long-term vision for the industry: greater transparency, a higher standard of professionalism, and a consumer-first experience.

Balancing Family and Work with a Personal Touch

In addition to her successful career in real estate, Jocelyn Vas is a devoted mother to two boys, ages six and seven, who attend school in Washington, D.C., where the family resides. Jocelyn and her husband, who is from McLean, Virginia, both consider themselves locals, which gives them a strong connection to the community. Their close-knit families remain in the area, allowing Jocelyn and her husband to feel like permanent residents as they raise their children.

Family activities are often guided by her sons’ interests, as Jocelyn enjoys going along with whatever they or their friends want to do. This playful approach fosters a strong bond and creates special memories that will last a lifetime. While Jocelyn describes herself as a bit of a workaholic, she finds relaxation in watching reality TV before bed, which helps her unwind from her busy days. She and her husband also share a passion for true



“

Differentiate yourself as quickly as possible. And avoid relying on friends and family as clients. Build your business independently—it allows you to reach your goals on your own terms.”

crime shows, enjoying local activities related to their interests.

Jocelyn's personal life and family experiences inform her professional work, enabling her to connect deeply with her clients. Understanding the needs of families looking for their ideal homes, she is committed to helping them find spaces where they can create lasting memories together. Balancing family and work is crucial for Jocelyn, as it enhances her ability to serve her clients with empathy and insight, blending her personal and professional worlds seamlessly.

Leading the Charge

Looking ahead, Jocelyn is focused on building her team and remaining at the forefront of industry shifts. She believes in taking a proactive approach to the inevitable changes in real estate, with her sights set on refining the client experience and enhancing the value agents bring to the table. Jocelyn's vision is to “lead necessary changes” rather than simply reacting to them, aiming to make the industry more transparent, professional, and impactful for everyone involved.

At the core of Jocelyn's philosophy is a belief in the power of transparency



and change. As she continues to push for innovation in real estate, she aims to redefine what it means to have a trusted advisor on your side. “Our industry needs disruption and innovation to elevate standards,” she says, “and I’m here to lead the way.”

Her advice to new agents reflects this drive for excellence and independence: “Differentiate yourself as quickly as possible,” she says. “And avoid relying on friends and family as clients. Build your business independently—it allows you to reach your goals on your own terms.”

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TROY YATES



A Straightforward Path To Success



BY AMELIA ROSEWOOD
PHOTOS BY ALEX ASHMAN

Troy Yates, the energetic force behind Yates Estates, brings a refreshing mix of transparency and warmth to the world of real estate. With his approachable, down-to-earth style, Troy listens closely to his clients and partners, fostering a collaborative and innovative environment. Known for his creative approach and keen problem-solving skills, he's able to find unique solutions even in a highly competitive

market. Inspired by the saying, "Never trip over pennies to make dollars," Troy focuses on meaningful opportunities grounded in honesty and integrity.

Embracing Change with an Open Heart

Originally from Frederick, Maryland, Troy's path to real estate is built on grit and determination. He entered the workforce at 13, knowing that having a job

was essential. One day, while working his landscaping job, Troy decided to take a chance in sales, venturing into car sales with no prior experience. His strong work ethic and passion for providing excellent customer service led to quick success; he earned Salesman of the Month by his third month and built a thriving five-year career. Always focused on ensuring his clients had an exceptional experience,

Troy transitioned into RV sales during COVID-19, where he quickly became a top producer. He jokes about his sales manager saying early on, "This is like shooting fish in a barrel for you, isn't it?" After two successful years in RV sales, Troy ultimately found his calling in real estate, where his commitment to client satisfaction continues to drive his success.

Licensed in September 2022, Troy's decision to enter real estate stemmed from significant life changes and opportunities. "I'd always thought about being an agent, but I wasn't sure it was for me," he admits. However, after a spike in RV sales during the pandemic and his first real estate investment, he felt ready. With his wife by his side, he took a big step, closing on a new home, doubling their mortgage, and quitting his RV sales job the very next day. "It was time to bet on myself," he says confidently.

Today, Troy is all in on real estate as a key part of his long-term financial plan. "I'm not big on 401ks, so real estate investing is going to be central for us," he explains. His strong sales background serves him well in negotiations, and he truly enjoys the thrill of securing the best possible deals for his clients. "I love my clients, but the real excitement for me is in hashing out a great deal," he says.

As the owner of Yates Estates, Troy works with a transaction coordinator to ensure every client receives exceptional service. He believes in a team-centered approach, noting, "You'll never hear me say 'my client.' It's 'our client.'" While Maryland law requires three

years to officially lead a team, Troy sees his “team” as everyone who contributes—his coordinator, lenders, title agents, and other real estate partners.

In 2023, Troy’s first full year in real estate, he achieved an impressive \$8 million in total sales across 21 transactions. With ambitious goals for 2024, he’s aiming for \$13 million and 30 sales. Though he hasn’t received formal awards, Troy’s results speak volumes. “There are plenty of great agents out there,” he says, “but I pride myself on my relentless work ethic.”

Life Beyond Real Estate

Troy’s life is equally full outside of work. He and his wife, Kelly, who launched her own physical therapy clinic in 2024, keep a packed schedule. “We’re busy,” Troy chuckles, reflecting on their shared commitment to their businesses. They stay active, regularly working out together, and when time allows, they escape to the beach to recharge.

Although Troy considers himself a workaholic, he also values productivity and envisions a future filled with entrepreneurship. “If I weren’t in real estate, I’d be in some other business. I’m



done working for anyone else,” he laughs.

Troy is also passionate about giving back to his community. He collaborates with groups like Platoon 22 and the Veteran Service Center in Frederick, supporting veterans and partnering with Homes for Heroes to assist local heroes. “I might describe myself as basic, but family, fitness, and community are huge for

me,” he says, balancing his ambitions with a genuine commitment to the people around him.

Looking to the Future

In the years ahead, Troy has big plans for growth. Within five years, he aims to be a solo agent with over \$20 million in sales and, ultimately, to build a strong team that reflects his values and service-first approach.

“No one will work harder for you than Yates Estates Homes,” he says, a testament to his dedication.

To others looking to make it in real estate, Troy offers practical advice: “Just show up. Too many agents chase trends, but consistency wins.” His message is simple yet impactful: “Find what works for you, stick with it, and give it everything you’ve got.”

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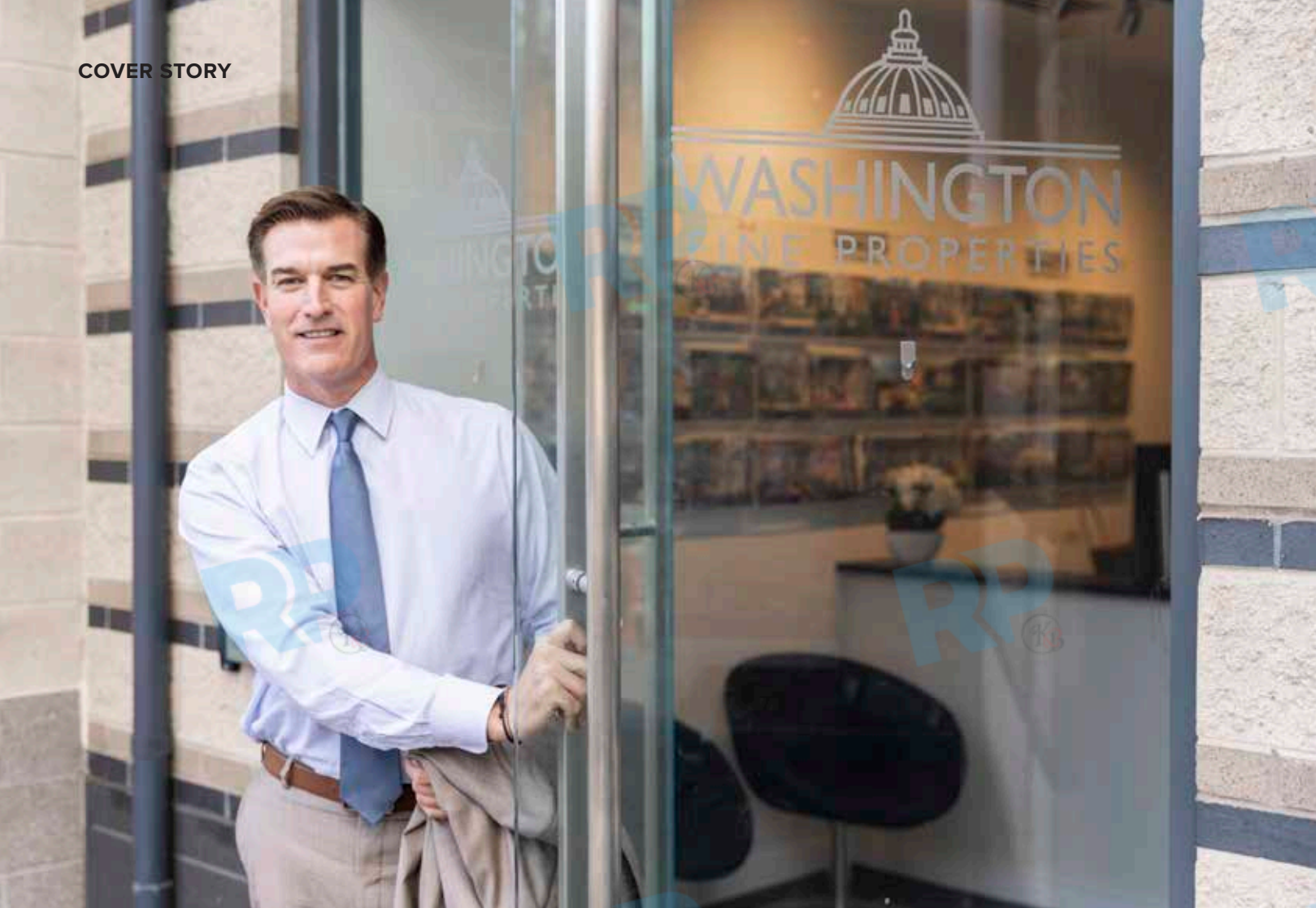


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DARYL JUDY

The Power Of Connection & Consistency

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

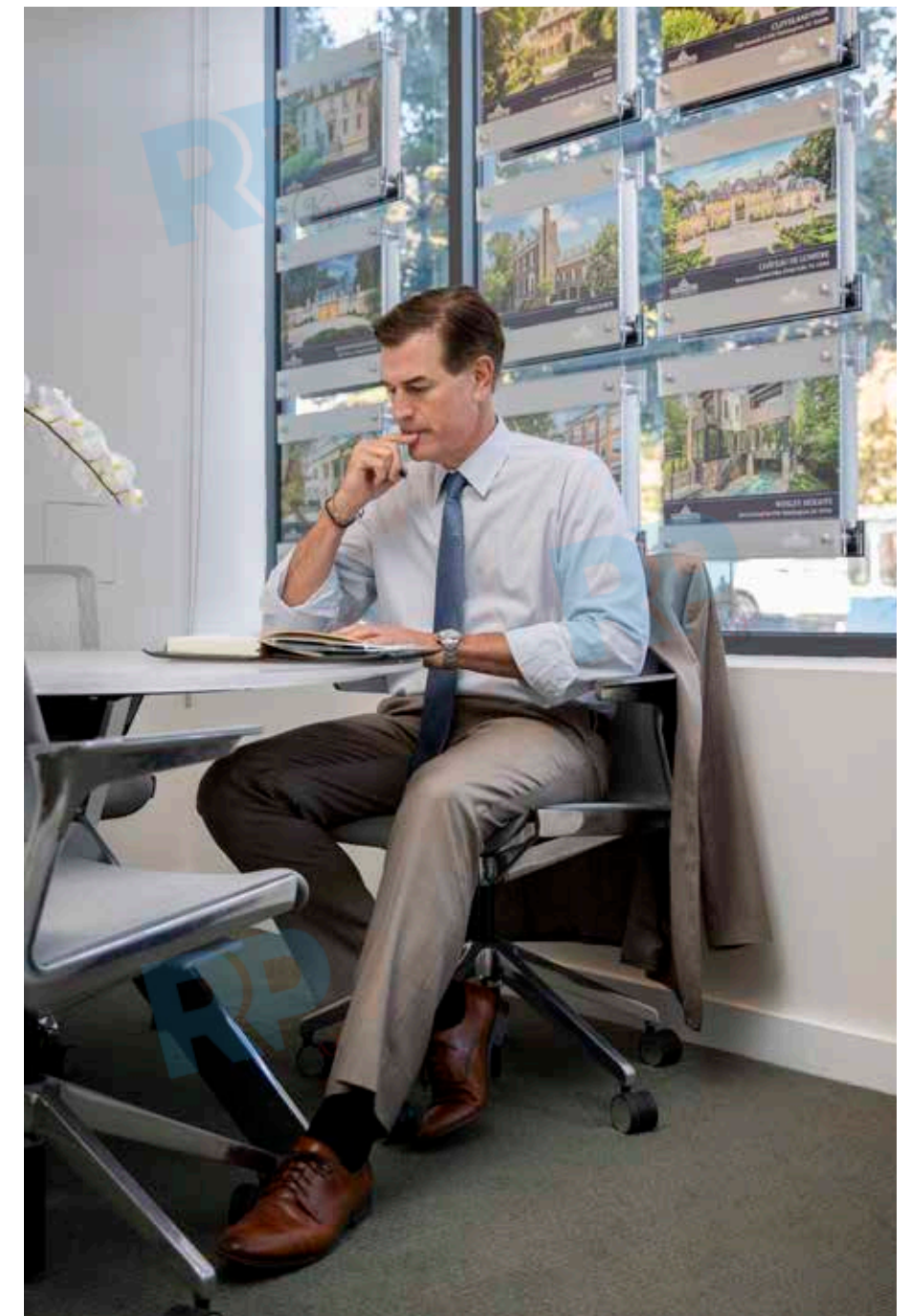
Daryl Judy is not your typical outgoing real estate agent. Known for his steady and trustworthy approach, Daryl contributes to the honest and authentic vibe at Washington Fine Properties. Though he considers himself an introvert, this broker's passion for the job is evident in his dedication to clients and the confidence and warmth he brings to every transaction, whether in DC, MD, or VA. For Daryl, success isn't a matter of chance; it's about making things happen—a principle he learned from a mentor and lives by daily. Though he might not often speak about himself, it's clear that he blends personal passion with a professional ethic, making him a respected presence in DC's high-end property market.

Opening Chapters

Daryl's journey to becoming one of Washington's elite real estate agents has roots in rural Pennsylvania. Raised working on a dairy farm, Daryl learned early on about the value of hard work. "Almost everything we ate, we grew or raised ourselves," he reflects, crediting his family's humble beginnings and strong work ethic for his disciplined approach to life. Daryl shared what a gift it was to be raised in a family that didn't have a lot of money but with parents who instilled an incredibly strong work ethic and values.

Daryl worked two jobs to put himself through college, and after graduating from Penn State University with a degree in education, he pursued teaching, where he taught multiple elementary grades. Daryl shared, "So much of what I learned from teaching helped to make me the person I am today. The kids were tremendous gifts. While it was an incredibly challenging experience, the funniest and yet the most meaningful stories that make up my life are from teaching." You might want to ask Daryl to share his stories about a student who came into his fourth-grade class at a second-grade reading level and left at a sixth-grade reading level. He also has stories of how he became the king of science experiments, whether it was dissecting cows' eyes, throwing eggs in protective packages off the roof of a four-story building, or earning the name "Snake Bite" after an outdoor education trip.

After his teaching career, Daryl transitioned to pharmaceutical and biotech sales and marketing, working with industry leaders in Fortune 100 companies. His first corporate boss said he would take a chance on hiring Daryl, who has no biotech experience, because "Teachers are the best workers I have ever hired. If you can manage a classroom of 30–35 kids, you can handle anything." In these positions, he honed his sales and client-relationship skills. "That experience helped me as I moved into real estate," he explains. By 2006, with his background in sales and a growing interest in DC's urban renaissance, Daryl stepped into the real estate world. Living in downtown DC, he was inspired by the city's "dramatic



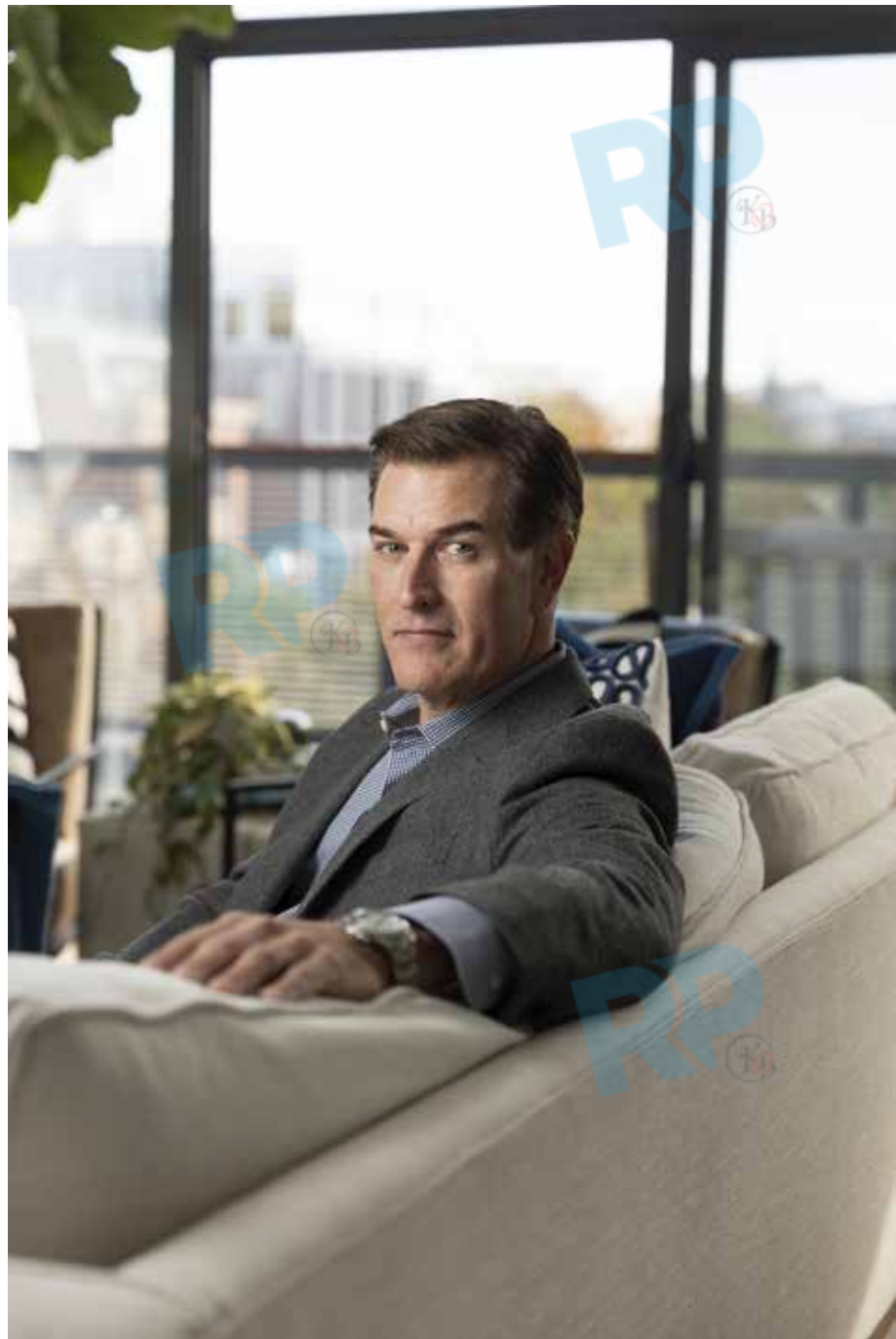
rebirth" and the chance to help shape its future.

Thriving as a Solo Agent

Currently, Daryl works independently, managing his transactions and collaborating with a personal assistant to optimize his packed schedule. As an associate broker, he possesses the qualifications to establish his own firm but prefers to stay within the trusted environment of Washington Fine Properties. Daryl expresses his

affection for his work family at WFP, mentioning that one of their guiding principles is, "It's all about the people." He adds, "I'm a solo agent, so my sales are my own, but I value teamwork with my colleagues."

Last year, Daryl handled 25 transactions with a total volume of over \$40 million. His projections for 2024 have surpassed expectations, with 33 transactions and a total sales volume of over \$56 million. Voted one of Washingtonian magazine's Top 100



Agents, Daryl consistently ranks in the top 1% and maintains a platinum-level ranking. “I’ve been fortunate enough to have been ranked as one of the top ten solo agents in Washington, D.C., for some time now,” he says, a testament to his drive and dedication in a competitive market. One of Daryl’s favorite sayings is, “The harder I work, the luckier I get.”

Life and Passions

Daryl finds deep fulfillment in close relationships with his extended family and friends. “My family and friends

mean everything to me,” he says, sharing that his hard work is motivated by the desire to spend quality time with them. Daryl shares a strong connection with his nieces and nephews, making him the preferred uncle during family events and outings. In June, he traveled with seven of his nieces and nephews to Portugal, a trip he describes as “life-changing. Being able to connect and travel overseas was a gift that keeps on giving.”

Daryl especially cherishes time spent at the home he has renovated in the

“ THE HARDER I WORK, THE LUCKIER I GET.”

Virginia woods, where his family enjoys weekends exploring nature, playing card games, and hiking by the creek. “Watching the kids catch tadpoles and frogs while exploring—it’s just a lot of fun!” he adds. The home, a warm space Daryl lovingly curated himself, is a place where new history is being made and old memories honored, like The framed American flag that once covered his father’s casket that now hangs in Daryl’s living room and is a reflection of his grounding in the values he holds dear.

Daryl has found a new passion for tennis, which he describes as challenging and rewarding. Though a self-proclaimed beginner, he joined a local tennis club and quickly connected with a supportive group of friends. “Chasing that little yellow ball requires focus, patience, and perseverance,” he says. “It is an incredible exercise that often leaves me breathless, but it feels like I’m back in recess.”

His next professional goal is to learn how to be able to travel more while still managing his growing business. He has found a love for mentoring agents, which helps with the workload and feeds his need to teach. Daryl is also an avid college football fan and loves cheering on his hometown team, The Penn State Nittany Lions.

Community and Dreams

Daryl is active in the community. He volunteers with Food and Friends, donates to A Wider Circle, and is a dedicated member of Foundry Methodist Church, which holds a special place in his life. Reflecting on his interests, Daryl notes that he might have pursued a path in design, real estate investment, or even television production, if not for real estate. Daryl said if money weren’t an obstacle, he would love to have a nonprofit that uses



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Looking Into the Future

Daryl's outlook for the next five to ten years is focused on personal growth and meaningful relationships rather than specific financial targets. "I just want to be happy," he states, emphasizing the importance of using his time well and surrounding himself with great people.

Daryl acknowledges that respect and honesty are vital to maintaining good client and peer relationships. "Too often, people look for success in joining a specific company or using a certain technology," he says. "True success comes from putting in the time and nurturing relationships." He emphasizes that real estate is fundamentally about people, whether Realtors, colleagues, or clients.

Daryl believes that treating clients with care—following up and treating them like family—is essential to building a successful business. He explained, "There is no silver bullet to finding success in real estate. Whatever your goal is, you must have grit. It



comes down to tenacity, hard work, and getting back up whenever you get knocked down."

To aspiring top producers in real estate, Daryl offers this piece of advice: "In my business, I always tell my clients that I treat them as if they were my best friend. I think about how I would want

someone to treat my friend or loved one, and that's how I work with my clients." This philosophy encapsulates his commitment to fostering genuine connections and ensuring that every interaction is built on trust and respect. His tagline is, "Clients Become Friends and Friends Become Family."

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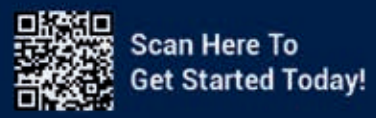
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TOP 250 STANDINGS

Individual Closed Data as reported to MLS from JJan. 1, 2024 to Dec. 31, 2024

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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Disclaimer: Information based on MLS closed data as of Jan. 6, 2025, for residential sales from January 1, 2025, to January 31, 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

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TOP 250 STANDINGS

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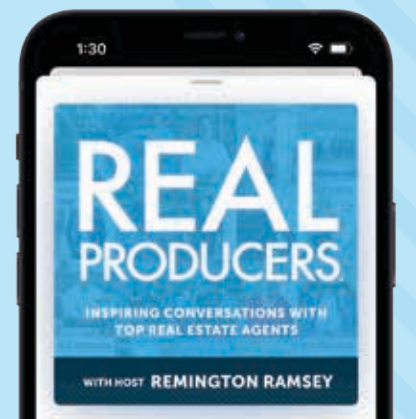
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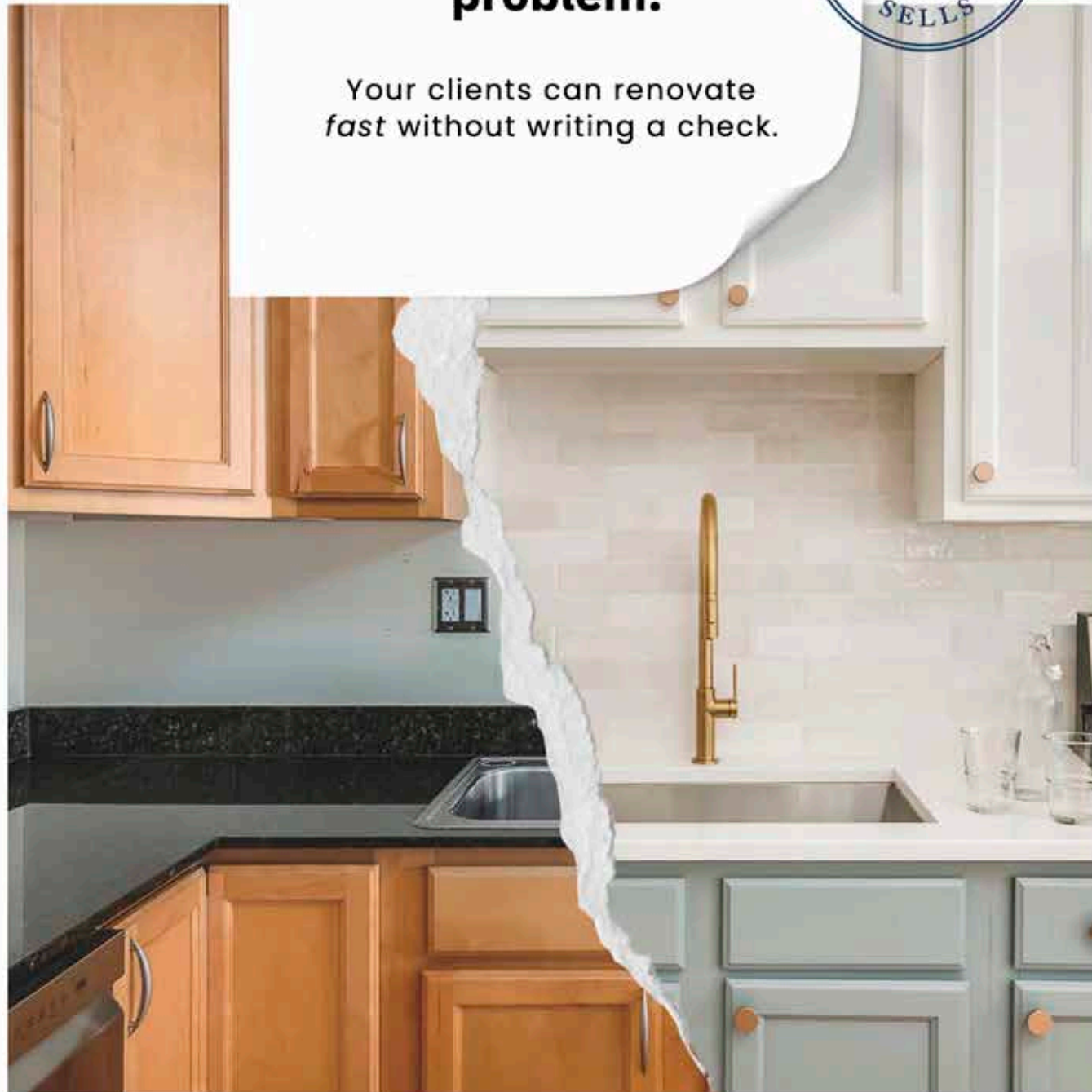
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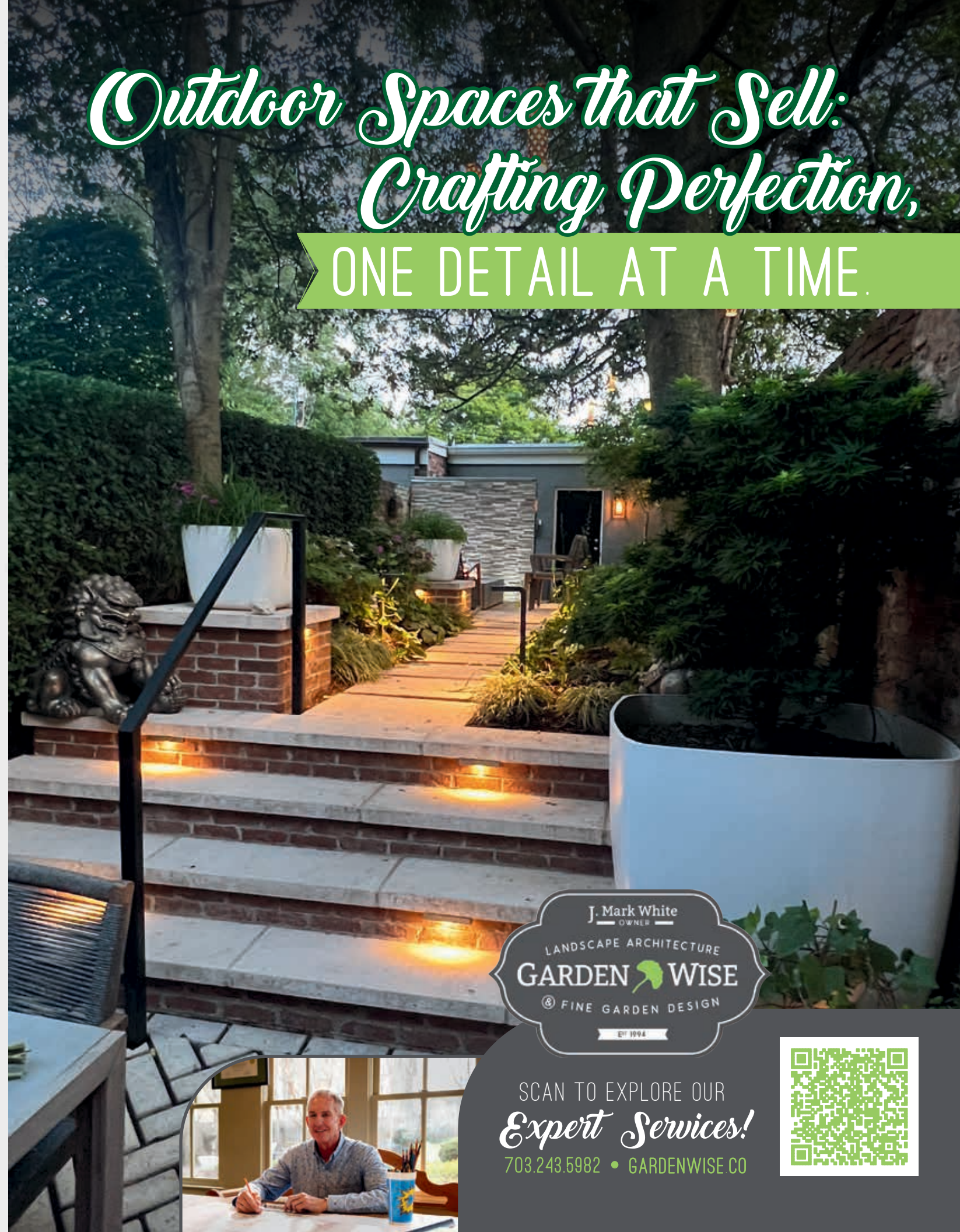
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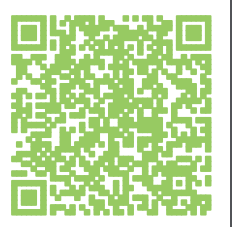
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