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FEBRUARY 2025

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AGENT FEATURE  
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Lyssa Seward



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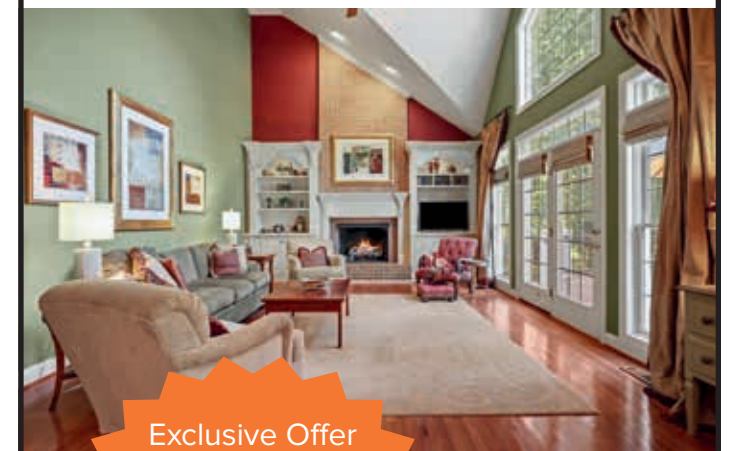
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**Lexy Broussard**  
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# PUBLISHER'S

# 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 18th! Get ready for a morning packed with powerful insights, valuable networking, and actionable ideas to elevate your game. Mark your calendar for this must-attend kickoff!

A warm welcome to our newest preferred partners, **Light Speed Restoration**, **MyPro Movers & Storage**, and **Units NOVA!** We're delighted to have them join our community and look forward to many fruitful collaborations.

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 *NOVA Real Producers* seven 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 Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. We cut off the list at number 500, and the next year's distribution is born. We did this again in January, based on the new top 500 agents in sales volume for 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: 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, email [wendy@realproducerskbtteam.com](mailto:wendy@realproducerskbtteam.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.

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**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.

**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!

NOVA  
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2025

BY THE  
NUMBERS

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TOTAL  
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VOLUME



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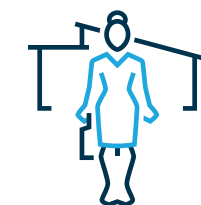
BUYING SIDE  
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AVERAGE  
SALES VOLUME  
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\$29.9M



AVERAGE  
TRANSACTIONS  
PER AGENT

35.2



# Implement These 3 LEAD SOURCE FUNNELS in 2025



BY WADE VANDER MOLEN

2025 is here! New year means new you, right? Unfortunately, most of the time, a new year means the same to you. That's not great when it comes to real estate, where pivoting and adapting is the norm. Trying new marketing tactics and getting uncomfortable is how the top agents forge ahead. I want to invite you, the reader, to do the same thing. Regardless of the consequence, integrating new lead source funnels will help you to know what works for you and what doesn't. Here are 3 lead source funnels that many agents know work but refuse to do.

### Door Knocking Your Farm

Realtors spend time, effort, and money working their farm area. They send out postcards and newsletters and even shoot fancy videos. The one thing they don't do often is door-knocking their farm. It's post-COVID, and many people work out of their homes. What a great way to meet, engage, and get to know the people who could be future sellers and referral partners. It also allows you to have meaningful real estate conversations and create brand awareness. The next time the homeowners receive your mailer or see a video, they will know it's you and recall the conversations you have had.

### Shoot One Video a Week

If you shoot one video a week at the end of the year, you will have at least 52 videos on your YouTube channel: 52 different topics and 52 different ways to be discovered in organic YouTube and Google searches. The extra visibility that works for you 24/7 will also help improve credibility with your audience. Video is a long game, but as most of the Realtors in your office will shy away, this is your opportunity to jump ahead.

Shoot videos about the market, what problems you solve and tips that will help buyers and sellers. Also, feature your vendor partners to show your audience that when they hire you, there is a team of great professionals right there backing you up. As you are fighting for eyeballs in real estate, take the time to make video a priority in the new year and beyond.



Wade Vander Molen is senior vice president of business development at Pruitt Title LLC in the Northern Virginia/Washington, D.C., area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new, sustainable business model to help them grow their businesses. You can visit Wade at [www.DCTitleGuy.com](http://www.DCTitleGuy.com).

### Attend Out of State Realtor Seminars

I have a client where 25% of his business comes from other Realtors from outside markets. He attends a handful of real estate seminars each year around the country and has built a large referral network as their clients move to the DC market and vice versa. Taking the time to build up these referral networks can be very profitable. As people are moving into and out of the DC area every week, there is opportunity to be valuable to past clients but referring them to other trusted people where they are moving to.

In real estate, you never have a lack of business problems. Instead, you have a lack of client problem. How do you gain more clients? By having more conversations, making more connections, and increasing your online visibility. Implementing new lead source funnels will increase your opportunity to have more clients and do more business in 2025. Good luck!



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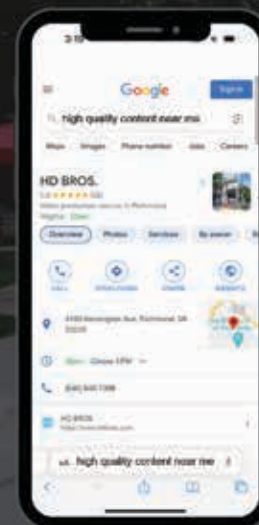


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# TERRY WILLIAMS

## MG MOVING SERVICES

BY GEORGE PAUL THOMAS  
PHOTOS BY RYAN CORVELLO

## The Heart Behind Every Move

If you've ever had the pleasure of meeting Terry Williams, Senior Sales Executive at MG Moving Services, you know he's not your average sales leader. With a mix of compassion, determination, and excellent communication skills, Terry has spent 13 years making moving less stressful—and, dare we say, enjoyable—for his clients.

For Terry, work isn't just about meeting goals. It's about relationships. "People aren't just moving their stuff," he says. "They're moving their lives. My job is to make that process as smooth and personal as possible."

Terry draws inspiration from David Goggins' book *Can't Hurt Me*, which champions resilience and mental toughness. "That book taught me to keep pushing through challenges," Terry says. "It's a mindset I

bring into everything I do, whether it's work or life."

### From Sales Rookie to Industry Pro

Terry's journey to the moving industry is anything but conventional. Born in Alexandria, Virginia, and raised partly in sunny Oceanside, California, Terry eventually made his way back to Northern Virginia.

His early career was a patchwork of roles that taught him the art of selling—and the hustle it takes to succeed. "I sold Kirby vacuums door-to-door, which was an eye-opener," Terry recalls with a laugh. "You learn a lot about people when you're standing on their doorstep trying to convince them to let you in!"

He went on to manage a travel website and sell prepaid legal services, experiences that sharpened

his problem-solving and communication skills. "Those jobs were like a crash course in adapting to different industries and learning how to connect with people," he says.

But his move to MG Moving Services wasn't just another career shift—it was personal. "The owner, Brett Burks, has been my best friend since middle school," Terry shares. "When he bought the company, he asked me to join the team. How could I say no to that?"

Terry didn't just join a company; he became part of a family. Over time, the team grew to include several childhood friends, leading to the company's rebranding as My Guys Moving—a nod to the trust and camaraderie at its core. "Working with people I've known for over 30 years? That's something special," he says.







**“IT’S MAGICAL TO SEE PEOPLE COME TOGETHER FOR LIFE’S BIG MOMENTS. IT REALLY WARMS MY HEART EVERY TIME.”**

have transformed their backyard into an event space, hosting nearly 20 weddings and countless celebrations. “It’s magical to see people come together for life’s big moments. It really warms my heart every time,” he says.

When he’s not hosting events or spending time with his family, Terry enjoys poker nights and dreams of owning more Airbnb properties. Terry and Alicia currently have three spaces that they rent out, and I

would love to acquire more in the future.

“If I wasn’t in moving, I’d definitely be running some kind of event business,” he adds.

**Growing With Purpose**

As Terry looks to the future, his goals are crystal clear. “Personally, I want to keep making memories with my family and grow our event-hosting business,” he says. “Professionally, I want to help MG Moving Services reach new heights.”

Terry is also focused on maintaining the trust he’s built with Realtors and clients. “Every referral to us reflects the trust placed in our hands,” he says. “It’s our responsibility to protect and nurture that relationship for the long term.”

But what truly drives Terry is his commitment to excellence. “It’s not just about getting the job done,” he says. “It’s about doing

it with care, respect, and a little bit of heart. That’s what makes all the difference.”

MG Moving Services isn’t just a moving company—it’s a community partner, a trusted ally for Realtors, and a team of professionals who genuinely care. And at the center of it all is Terry Williams, ensuring that every move is a seamless, stress-free experience.

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**Business With Heart**

MG Moving Services, headquartered in Sterling, Virginia, has come a long way since those early days. With additional branches in Richmond, Lynchburg, and Pompano Beach, Florida, the company has built a reputation as a leader in the moving industry.

At the heart of their success is a commitment to continuous improvement. “Last year, we invested nearly a million dollars in upgrades,” Terry explains. “New trucks, better software, and top-notch training for our movers. It’s all about making the experience better for our clients.”

Terry’s role as Senior Sales Executive puts him on the front lines of this mission. “I’m the guy clients meet first,” he says. “I help them

plan their move, understand their needs, and make sure we deliver on our promises.”

And MG Moving Services isn’t just about business—it’s about community. From delivering school supplies to kids in need to hurricane relief efforts, the company uses its resources to make a difference. “Giving back is in our DNA,” Terry says. “We’re not just moving people’s belongings; we’re moving communities forward.”

For Realtors, MG Moving Services is a trusted partner. “When a Realtor refers us, they’re putting their reputation on the line,” Terry says. “We take that trust seriously and work hard to make them look good.”

**Life Beyond the Office**

When the workday ends, Terry steps into his favorite



role: family man. He lives with his girlfriend, Alicia, and is a proud dad to four kids—Azalya (25), Terry Jr. (22), Donny Boy (19), and Baby Khira (10). Recently, he earned a new title: “Papo” to three granddaughters, all under the age of two.

“Family is everything,” Terry says with a smile. “I don’t care what we’re doing—if we’re all together, it’s perfect.”

Terry’s love for creating meaningful experiences extends beyond his family. At home, he and Alicia







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Lyssa  
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Grounded In Integrity, Gratitude, & Professionalism

BY AMELIA ROSEWOOD  
PHOTOS BY RYAN CORVELLO

**L** yssa Seward, a dedicated real estate agent with TTR Sotheby's International Realty, is known for her positive energy, caring approach, and sharp focus. Described by those who know her as direct, funny, and highly motivated, Lyssa stands out in the real estate world with a clear commitment to her clients. Her journey into real estate began with a simple goal—exploring investment opportunities with her husband. But after working on a home flip together, Lyssa discovered a deep passion for real estate.

#### A Background Built for Success

Originally from Westchester County, New York, Lyssa's journey to becoming a successful real estate agent began long before she earned her real estate license in 2005. With a BFA from the University of Arizona, Lyssa initially pursued a career in media and advertising. She was a media director at a boutique advertising agency in Alexandria, owned and operated a local exercise studio, and served as a media planner and buyer for the prominent agency J. Walter Thompson in San Francisco. Earlier in her career, she also worked in TV production with the NBC affiliate in Tucson, Arizona.

These roles strengthened skills that now set her apart in real estate. "Every job I had previously beautifully built my skill set for being a successful agent," Lyssa explains. Her experience in media and advertising gave her expertise in marketing, managing complex projects,

meeting tight deadlines, and negotiating deals—all crucial abilities in real estate. "Past jobs involved targeting marketing, negotiation, meeting crazy deadlines, juggling multiple tasks, and fitting many moving parts in order. All of this prepared me perfectly for real estate," she adds.

Since making real estate her full-time career, Lyssa has found a unique fulfillment in helping others navigate major life changes. She describes her role as both a privilege and a responsibility, often forming lasting friendships with clients. Today, Lyssa leads The Seward Group with TTR Sotheby's International Realty, offering clients a "full-spectrum concierge real estate service at every price point."

#### A High-Performing Team with Proven Results

As Senior Vice President with TTR Sotheby's International Realty, Lyssa

leads The Seward Group, a top-performing team of six that consistently excels in Alexandria and Northern Virginia's competitive market. With an impressive \$60 million annual sales volume, last year alone saw over 42 listings sold, many above the asking price, alongside 21 successful buyer transactions.

The Seward Group's achievements are backed by numerous accolades, including Washingtonian's Top Agent honors since 2018, Diamond Level lifetime top producer status with NVAR, and regular placement in Real Trends' Top 100. Additionally, Lyssa and her team contribute monthly insights to The Zebra Press of Alexandria.

Each treasured team member brings unique skills and specialties, enhancing the team's full-spectrum service. Melody Abella (Vice President) specializes in Arlington (services all of NOVA and DC) and even

teaches a "Beer Yoga" class in Alexandria. Anita Edwards, known for her delicious Cajun cooking, serves Northern Virginia (Fairfax, PW County, Loudoun, and Spotsylvania Counties) and the DC market. Laura Catron, a former Amazon food business owner, focuses on serving both military/VA and civilian clients across all three states in the DMV. Elaine McCall, also a staging expert, is rounding out the team and specializes in Alexandria's 22315 zip code. Lyssa is beyond grateful for the contribution and energy of each team member. Without their hard work and dedication, we would not be as successful as we are year after year.

"We market like no other team," Lyssa says, attributing their success to a client-centered, community-oriented approach. "We care for our clients like family," she adds, underscoring the team's dedication to integrity, market knowledge, and





unmatched preparation. Much of the team's success can be attributed to our affiliation with TTR Sotheby's International Realty and the prestigious heritage brand of Sotheby's International Realty. Our leadership and marketing departments are top-notch. They provide all global real estate advisors with extraordinary and effective tools for success on behalf of our clients.



### Beyond Real Estate

For Lyssa, family and community are central to her life beyond real estate. Married to her husband, Charlie, for over 40 years, Lyssa is a proud mother to two grown daughters,

Carly and Jayne, and a grandmother to three energetic grandchildren—Scarlett, Eva, and Easton. "I cherish every minute spent with my precious family," she says, adding that even her parents, now in their 90s, are "healthy and vibrant" and remain a constant inspiration.

Lyssa's interests are as dynamic as her professional life. She enjoys staying active through yoga, Pilates, Pickleball, and walking (with her beloved rescue dog and constant companion, Elsa) along the scenic GW Parkway Bike Path. Live music is a particular passion, and she's a regular at Wolf Trap, her favorite venue. "I love being with my grandchildren and making memories as often as possible," she shares. She also has a strong interest in community service, having served as President and Vice President of her neighborhood Citizens

**"I LOVE BEING WITH MY GRANDCHILDREN AND MAKING MEMORIES AS OFTEN AS POSSIBLE."**

Association for nearly two decades. "Giving back to the community that supports us is essential," she says, noting that The Seward Group actively supports local nonprofits and schools.

Reflecting on her journey, Lyssa reveals a piece of her past that many don't know. She graduated high school in just three years despite surviving a sniper attack her senior year—a pivotal moment that fuels her future goal of advocating for sensible gun laws. "When I eventually retire," she says, "I would love to be involved in efforts to reduce gun violence and volunteer to make a difference."

### Looking Ahead

As Lyssa looks to the future, her vision is guided by simple yet powerful ideas: "No day but today" and "If not now, when?" These phrases reflect her drive to seize opportunities and to learn from every experience. "There are no wrong paths," she says, "Every fork you choose will serve you in some way—even if it's only to show you what you don't want."

In the next five to ten years, Lyssa aims to expand The Seward Group's impact and volume by serving clients with integrity and relentless commitment. She's quick to credit her team's success to those who work tirelessly behind the scenes, such as Purnima Trifonova, who owns Trifonova Transactions (trifonovatransactions.com), their transactional processor, and Elaine McCall, a team member and staging expert who owns Staged4Sale (staged4salellc.com).

"Without them, we wouldn't be as successful as we are," she says, acknowledging their vital roles in making the team's vision a reality.

For aspiring agents, Lyssa offers direct and honest advice: "Never give up—you need hustle, grit, and the ability to learn from mistakes." She emphasizes the importance of consistency, client care, and professional resilience. "Put systems in place, stay in touch with clients, and always communicate openly. Be responsive, keep a steady outlook, and remember: your reputation is everything. Treat everyone fairly and with respect, stay positive, and always be energized about what you do."

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# Christine Song

A LIFE FUELED BY PURPOSE

BY GEORGE PAUL THOMAS  
PHOTOS BY SI-WOO PARK AT CACTUS STUDIO

Christine Song is not your typical real estate agent. Hailing from an extensive background in nursing and patient care, Christine has navigated her way into the real estate industry with a heart full of compassion, a mind for strategic growth, and a vision for client-centered service. Now a standout solo agent at Samson Properties in Tysons, Virginia, Christine's journey is defined by resilience, adaptability, and a deep-seated commitment to serving others.

### From Nursing to Negotiating

Christine's path to real estate is marked by a multicultural background, healthcare expertise, and an unshakable commitment to helping others. Born in Charleston, West Virginia, Christine spent much of her childhood in Seoul, South Korea, before moving back to the United States, eventually pursuing a nursing degree in Austin, Texas. In 2017, her career in healthcare brought her to Maryland, where she took up a nursing role at Johns Hopkins Hospital in Baltimore, later continuing her studies toward a master's degree as a Family Nurse Practitioner at Georgetown University.

In her five years as a bedside nurse, Christine worked in acute care, specializing in post-operative heart and vascular surgery patients at both Johns Hopkins and Georgetown University Hospitals. This career would reach a turning point during the height of the COVID-19 pandemic, where she found herself on the frontlines, providing critical care to ICU and ER patients.

Her transition into real estate was set in motion by an inspiring mentor and a newfound interest in property investment. After meeting Nathan Nguyen, a respected figure in real estate and financial literacy, Christine purchased her first investment property in Catonsville, Maryland, in 2020. This experience and Nathan's guidance solidified her interest in real estate and sparked a desire for a new path, one that would allow her to extend her passion for people in a different yet equally meaningful way. By early 2021, she obtained her real estate license. She balanced her work as a nurse with her burgeoning real estate career, quickly

finding that her background in patient care translated seamlessly into client service in real estate.

Leaving nursing for real estate was a bold choice; however, Christine's dedication and empathetic approach to her clients have driven her to excel in her new career. Her medical background, adaptability, and problem-solving skills enable her to guide clients through the complex real estate process, treating each transaction with the same level of commitment and care as her patients. Today, Christine's real estate practice is built on her dedication to others and her continuous pursuit of excellence in every facet of her life.

Christine has redefined what it means to be a high-achieving solo agent. As a solo agent, Christine closed 35 residential deals and one commercial transaction this year, significantly surpassing her 2023 performance. She finished the year 2024 strong, with an impressive total of \$31 million in sales volume.

In addition to her growing sales volume, Christine's accomplishments have earned her notable recognition. Currently ranked as the #2 agent at Samson Properties' Tysons office, she also achieved a national placement, ranking #197 among the Top 250 agents within Bright MLS. Her standout







“TREAT REAL ESTATE AS A CAREER, NOT JUST A JOB.”

moment of the year came in May 2024, when she closed four interlinked transactions totaling \$8.06 million in one week—a feat that secured her the top agent spot at Samson Properties for the month, outpacing over 6,000 agents.

**Faith, Family, and Fulfillment**

For Christine, success is a team effort, and her husband, Si-Woo, is her steadfast partner. Si-Woo initially joined Christine’s journey by helping with listing photos as a professional photographer on top of his own government contracting job. But his role quickly expanded, becoming her creative partner in content creation, brainstorming marketing strategies, filming YouTube videos, and even stepping in as her handyman and chauffeur when needed. “The real estate world can be exhausting, with long hours and high demands,” Christine explains, “but Si-Woo’s unwavering support has been my foundation.” Together, they look forward to continuing to grow, with a vision for a family that prioritizes giving and making a positive impact.

Outside of real estate, Christine is passionate about staying active—whether at the gym, hiking, pilates classes or exploring her love for dining

experiences. She cherishes time with family and friends, often through shared meals and discovering new cuisines. Travel is also a key part of Christine’s life, allowing her to connect with new cultures. This year, she and Si-Woo visited Spain and Portugal, where they found inspiration in the vibrant local lifestyles. For Christine, these trips are more than vacations; they rejuvenate her spirit and bring fresh perspectives that fuel her work.

One philosophy that Christine lives by is Ikigai, the Japanese concept of a balanced, purpose-filled life. This approach has guided her over the past five years, reminding her to pursue harmony in her work, relationships, and personal growth. Friends have even called her a “superwoman” for balancing early morning workouts, demanding business, and church commitments. Yet, for Christine, her drive isn’t about achievements or recognition; it’s about living to her fullest potential and sharing her faith. Her commitment to her clients goes beyond transactions—she prays for each one and finds joy in seeing lives positively transformed.

Christine’s faith also inspires her community service. She actively serves on her church’s praise team and

recently joined the American Wheat Mission as a volunteer nurse, dedicating time to helping those in need. She also participated in a Delafé Testimonies mission, translating a powerful story of Pastor Kim, who has helped over 1,000 North Korean defectors escape to safety. Through these roles, Christine finds purpose by giving back, blending her faith, professional skills, and compassion to make a lasting difference in others’ lives.

**Looking Ahead**

As Christine looks to the future, her goals remain anchored in giving back. In the next five years, she plans to expand her real estate business and further establish a scholarship foundation to make a meaningful impact on the next generation by financially supporting students with the drive and perseverance to achieve great things despite financial hardships. The mission of this foundation is to spread the gospel and the love of God.

Christine encourages a long-term mindset for those entering real estate: “Treat real estate as a career, not just a job,” she advises. She has forged a path of purpose and fulfillment by building trust within her network and embracing each challenge as a growth opportunity.

## TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Dec 31, 2024

RANK	NAME	OF	BUYING	BUYING	SALES	TOTAL
			\$	\$	\$	\$
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# Kat MASSETTI

## Guided By Heart, Grounded In Results

BY AMELIA ROSEWOOD • PHOTOS BY ELLE YEON PHOTOGRAPHY

Warm, witty, and wonderfully grounded, Kat Massetti knows how to make people feel at home—literally and figuratively. With a knack for blending thoughtfulness and tenacity, Kat has built her career on connection, creativity, and a relentless drive to deliver for her clients.

“I love a good back-and-forth,” she says with a smile. “Whether it’s a lighthearted joke or a serious conversation, I’m all about clarity, connection, and making sure people feel seen.”

That down-to-earth yet dynamic energy has made her a standout in Northern Virginia’s competitive real estate market. From first-time buyers to seasoned sellers, clients gravitate to her grounded expertise and boundless enthusiasm.

### From Global Citizen to Northern Virginia’s Neighborhood Expert

Kat’s journey to real estate was anything but conventional. Born in Fairfax, Virginia, she spent much of her childhood on the move, thanks to her parents’ State Department careers. Her formative years took her to Germany, Thailand, and Turkey, and later, her family moved to China and France while she was attending college. But no matter how far she traveled, Northern Virginia always remained her anchor.

“Moving so often taught me how to adapt, how to connect with people from different backgrounds, and how to create a sense of home wherever I was,” she reflects. “Those lessons have shaped how I approach my work today.”

Kat’s academic path initially veered into the sciences, earning her a Bachelor of Science in Biology from the University of Virginia and a Doctor of Pharmacy from Virginia Commonwealth

University. For years, she thrived in high-pressure roles as a retail pharmacist and later as a supervisor managing 20 pharmacists and 10 technicians at Kaiser Permanente.

But after years in the field, burnout crept in. “I realized I needed a change—something that let me blend my analytical skills with a more personal, creative approach,” she says.





**I LOVE A GOOD BACK-AND-FORTH,” SHE SAYS WITH A SMILE. “WHETHER IT’S A LIGHTEARTED JOKE OR A SERIOUS CONVERSATION, I’M ALL ABOUT CLARITY, CONNECTION, AND MAKING SURE PEOPLE FEEL SEEN.**



**A Bold Leap into Real Estate**

What began as a short-term experiment quickly became a calling. “Real estate was supposed to be a one-year break,” Kat recalls with a laugh. “My husband joked that I should try it since I love HGTV and Zillow. Two days after getting my license, I met my first client, showed him a condo, and we wrote an offer. I was hooked!”

That first whirlwind experience revealed the perfect mix of challenge and creativity Kat had been craving. “Real estate gave me a way to help people while using the problem-solving skills I’d honed in pharmacy. It’s the best of both worlds.”

Since diving into the industry full-time in late 2017, Kat has never looked back, carving out a name for herself as a resourceful, client-focused powerhouse.

As a solo agent under Real Broker, LLC, Kat thrives with the support of



to roll up her sleeves, think outside the box, or step outside her comfort zone.

“I almost quit real estate on my first day,” she admits. “I was terrible at answering Zillow leads and thought I’d made a huge mistake. But over a scoop of mint chocolate chip ice cream, I told myself, ‘You can do this.’ And the next call changed everything.”

Today, Kat is known for her ability to anticipate challenges, devise creative solutions, and put her clients at ease—always with their best interests at heart. “I measure my success by their happiness,” she says simply.

her carefully curated team, which includes a transaction coordinator, virtual assistant, and marketing manager. This lean, efficient structure allows her to maintain her hallmark focus on clients while scaling her success.

Her 2024 numbers are impressive: \$28.4 million in sales volume across 39 transactions. Recognition has followed, with accolades including AREAA A-List honors, Realtrends Verified status, and a spot on the coveted Washingtonian Top Agent list.

But for Kat, it’s not just about the numbers. “The most fulfilling part of this job is seeing the joy and relief on my clients’ faces when we reach their goals,” she says. “Whether it’s a first-time buyer finding their dream home or a family getting top dollar for their sale, I love knowing I’ve made a positive impact.”

**The Heartbeat of Home**

If there’s one thing that drives Kat beyond the closing table, it’s family. She and her husband share a lively, love-filled home in Clifton, Virginia, with their two kids, her parents, and their dog, Lucy. With in-laws just a few hours away and 30-plus first cousins in the extended family, Kat’s world is rich with connection and laughter.

“Growing up in a big family taught me the importance of community,” she shares. “It’s a value that influences everything I do—whether it’s helping clients find their place or making time for family hikes or football games.”

Football is a family passion, as is exploring local coffee shops, car meets, and hiking trails. “We love spending time together, whether it’s cheering on BRYC Football or finding the best latte in town,” she says.

**Living with Purpose and Perseverance**

While clients first notice Kat’s warm, approachable demeanor, her grit and resourcefulness truly set her apart. She’s not afraid

**Vision for the Future**

Kat’s favorite quote, Audrey Hepburn’s “Nothing is impossible. The word itself says, ‘I’m possible!’” perfectly captures her philosophy. It’s a belief she carries into her work daily, inspiring her to push through obstacles and embrace new opportunities.

In the next 5-10 years, Kat envisions growing her business further, leveraging innovative technology, and mentoring the next generation of real estate professionals. “I want to create a legacy—not just for my family, but for the industry as a





**FOCUS ON RELATIONSHIPS, WORK HARDER THAN ANYONE ELSE, AND NEVER STOP LEARNING. THIS IS A PEOPLE BUSINESS, AND YOUR CLIENTS NEED TO KNOW YOU GENUINELY CARE.**



whole,” she shares. “It’s about making a difference, one relationship at a time.”

On a personal level, she hopes to find more balance, spend quality time with her loved ones, and take more family trips. “At the end of the day, success for me is about building a meaningful life, not just a career.”

To those dreaming of real estate success, Kat offers wisdom rooted in her own journey:

“Focus on relationships, work harder than anyone else, and never stop learning. This is a people business, and your clients need to know you genuinely care. Always go the extra mile and stay adaptable. The market is constantly changing, so invest in yourself and stay ahead of the curve.

Real estate isn’t about luck—it’s about showing up every day with passion and purpose.”

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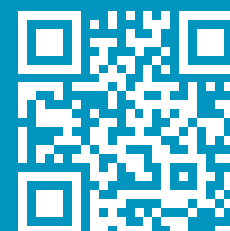


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