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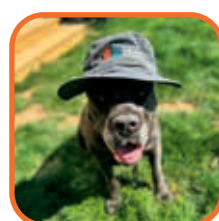
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MEET THE REST OF THE KB TEAM!

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Elisa Breeden
Owner



PUBLISHER'S NOTE

Hey June — we're feeling the vibe!

There's something about this time of year that just hits differently. June brings that perfect blend of sunshine, connection, and forward momentum. It's a season for growth, fresh ideas, and leaning into the goals we set earlier in the year with renewed energy.

And this month is extra special — we are beyond honored and excited to celebrate our 100th issue in print!

This milestone represents years of stories, relationships, events, and community built one page at a time. But none of it would be possible without you—our incredible Real Producers family. Your trust, passion, and support have helped shape this platform into something truly meaningful. We're deeply grateful, and we can't wait to see where we go from here—together.


We're also counting down to our next **Mastermind** on **September 23rd**! These events always bring powerful conversation, fresh strategy, and the kind of connection that drives real growth. If you've never been, this is the one to mark on your calendar.

A warm welcome to our newest preferred partners, **In and Out Movers** and **John Lesniewski**! We're thrilled to have you in the Real Producers community and excited for what's ahead.


Here's to June—a season for reflection, momentum, and bold next steps.

And let's not forget:
"Summertime is always the best of what might be."

Thank you for being part of our journey—here's to the next 100 issues!

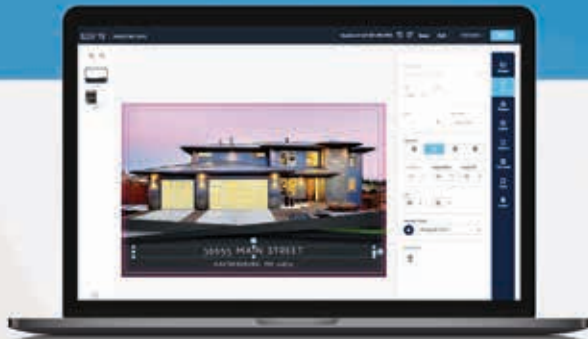



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Fair Housing Pitfalls:

What Every Real Estate Agent Must Know to Stay Compliant!

Fair housing laws are at the core of ensuring equity and non-discrimination in residential housing markets. Businesses operating in the housing sector—including property owners, landlords, real estate agents and property management companies—in Washington, D.C., Maryland and Virginia must adhere to a complex framework of federal and local laws designed to guarantee fair treatment for all individuals.

Key Fair Housing Laws to Keep in Mind

Federal Fair Housing Act[1] (FHA):

The FHA prohibits housing discrimination based on race, color, national origin, religion, sex (including gender identity and sexual orientation), familial status and disability.

Local and State Laws:

Beyond federal protections, D.C., Maryland and Virginia also impose additional requirements. For example:

- **Washington, D.C.[2]:** The D.C. Human Rights Act offers some of the most comprehensive fair housing protections in the country, including bans on discrimination based on personal appearance, political affiliation, sexual orientation, gender identity, family responsibilities, source of income, place of residence or business, status of a victim of an intra-family offense and matriculation.
- **Maryland[3]:** Maryland laws expand protected classes to include marital status, gender identity, sexual orientation and source of income.
- **Virginia[4]:** Recent updates to Virginia's Fair Housing Law extend protections to members of the LGBTQ+ community as well as to individuals shielded under source of income protections, elderliness, source of funds and military status.

Best Practices to Ensure Compliance

1. Audit Marketing Practices:

Thoroughly review advertisements, flyers and online listings to ensure compliance with fair housing laws. Avoid language that could deter protected groups.

2. Provide Regular Staff Training:

Educate leasing staff, property managers, support staff and agents on anti-discrimination policies. Include role-playing exercises for handling sensitive client conversations.



3. Implement Consistent Screening Practices:

Ensure all applicants are screened based on the same objective standards. Keep written records of all interactions and decisions.

4. Consult Legal Counsel Periodically:

Fair housing laws are complex and evolve frequently. Partner with experienced legal counsel to review your practices and procedures regularly.

5. Stay Updated on Regulatory Changes:

Subscribe to updates from HUD and local housing authorities to remain informed of relevant rules and regulatory adjustments.

Final Note

Compliance with fair housing and anti-discrimination laws is not just about avoiding legal repercussions; it's about fostering inclusive and equitable communities for everyone. If you are unsure whether your current policies meet federal, D.C., Maryland or Virginia fair housing standards, our team is here to assist.

We want the legal hotline to be a conversation, so please send any proposed topics and questions to hotline@shulmanrogers.com.

[1] 42 U.S.C. Chapter 45
[2] Section 2-1402.21 of the D.C. Code
[3] State Government Article, §20-702, Annotated Code of Maryland
[4] Virginia Code § 36-96.3



About the author: Erin August is an Associate in the Real Estate Department at Shulman Rogers, P.A. She was born in Washington, DC and raised in Montgomery County, Maryland, where she resides with her baseball-loving family.

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the POWER of HYPER-LOCAL MARKETING

BY TODD LEBOWITZ

In an era where personalization is key, hyper-local marketing has emerged as a game-changer for Realtors. By targeting specific neighborhoods with tailored strategies, you can establish stronger community ties, boost brand visibility, and ultimately close more deals.

Why Hyper-Local Marketing Works

Homebuyers and sellers are looking for agents who understand their community. By focusing your marketing efforts on specific neighborhoods, you demonstrate your expertise and build trust. Hyper-local campaigns make your messaging more relevant and relatable, increasing engagement rates.

Effective Tactics

Direct Mail Campaigns: Send postcards featuring neighborhood market reports, recent sales, or upcoming events. Include a call-to-action, like scheduling a free consultation.

Community Events: Host local events such as homebuyer workshops, charity drives, or neighborhood cleanups to connect with residents and build goodwill.

Online Ads: Use geotargeting to display digital ads to residents of specific areas. Highlight your expertise in their neighborhood to capture their attention.

Neighborhood Market Insights: Share hyper-local data on your website or social media. For example, "Home values in [Neighborhood Name] have increased by X% this year!"

Success Story

Hyper-local marketing allows you to connect on a personal level, making it a powerful tool in your real estate arsenal. Start small, track results, and refine your approach to dominate your chosen markets. For assistance

with Neighborhood marketing contact My Marketing Matters and inquire about our **HomeLife neighborhood Marketing subscription Program.**



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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COLLIN WHEELER

BY GEORGE PAUL THOMAS
PHOTOS BY RYAN CORVELLO

Focused On What Matters

In 2008, when the concept of paid junk removal was still new to most people, Collin Wheeler had an idea. Working as a residential moving consultant, he noticed a common thread among his clients: everyone had things they wanted to get rid of, but didn't know what to do with them. "Customers kept asking me to leave items out of the move quote," he recalls. "It sparked something. What if there were a better way to handle unwanted items?"

That spark led to a truck, a business plan, and what would eventually become one of the DMV's most trusted names in eco-conscious junk removal: 123JUNK.

A Local Company with a Bigger Purpose

Based in Chantilly, VA, 123JUNK is proudly local, independent, and focused on doing things differently. Their name says it all: 1 - Donate, 2 - Recycle, 3 - Dispose. This simple but powerful method ensures that as little as possible ends up in a landfill.

"We paved the way for the industry," Collin shares. "Now lots of companies promote sustainability, but we were one of the first to truly build our business model around it."

Today, 123JUNK employs 38 team members and operates with a strong culture of customer service and community engagement. Their reputation for white-glove service is no accident: new hires go through a rigorous interview and training process that includes a video screen, in-person interview, driving record and background checks, and three working interviews.

"People say our process is too intense," Collin admits, "but that's why our team is so strong. Amazing people are more important than amazing systems."

Solving Problems for Realtors, On the Spot

For Realtors juggling deadlines, moving parts, and last-minute surprises, 123JUNK is more than just a vendor—they're a solution.

"We operate on a tight timescale and solve problems quickly," Collin says. "And when Realtors can tell their clients that their things may end up with a charity like A Wider Circle or Habitat ReStore, the decision becomes easier."

Whether it's a pre-listing purge or a last-minute clean-out before settlement, 123JUNK is known for being prompt, professional, and easy to work with. And if something goes wrong? They own it.

"We measure our success by how we respond to unhappy customers," Collin explains. "Our service training teaches our team how to deliver a five-star experience, but if we miss the mark, we make it right."

Built on People, Not Just Process

After 17 years in business, Collin still sees his role as two-fold: build a strong team culture and obsess over the customer experience.





But his proudest accomplishment isn't the scale of the company—it's the growth of his team.

"Watching our team members develop, take on more responsibility, and grow personally and professionally—that's the most rewarding part," he says.

The toughest moment? The early months of COVID-19. "We lost team members who weren't comfortable going into homes. We had daily all-hands Zoom calls trying to figure out

our next move. It was a real test of leadership and flexibility."

Collin is proud that 123JUNK is homegrown—not a franchise, and not beholden to a corporate HQ. "We were born in the DMV. We know the neighborhoods, the people, and the pace of life here. Our local roots make us nimble and give us a deeper connection to the community we serve."

That community connection extends to giving back. Through its donation

partnerships, 123JUNK helps support local charities while helping clients lighten their load.

"We're lucky to be in an industry where we can run a profitable business and make a difference. We have a double bottom line."

Life Outside the Truck

Outside of work, Collin is a proud husband and dad. He and his wife, Rachel, married in 2021 and now have two young children: Riley (2) and Addie (2 months).

"Life is busy at home," he laughs. "But I love it."

He balances that family energy with a love for movement and self-development. Whether it's CrossFit, F45, or hiking out West on a snowboarding trip, Collin thrives on challenges. He also loves reading business and personal growth books—and dreams (only slightly half-joking) of being a Formula One driver.

Looking Ahead

Over the next five to ten years, Collin hopes to continue growing his business and building leaders within the team. "You're only as good as the people you convince to work for you," he says. "That's what I focus on."

To agents, he offers this simple insight: "If someone refers you, you have a responsibility to protect their reputation. We take that seriously."



CONTACT US!

Want to see what makes them different? Call 703-956-1415 or visit www.123junk.com to learn more. Let Collin Wheeler's team show you why local roots and top-tier service make all the difference.



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HERE'S HOW A REAL CONVERSATION STARTED BETWEEN A FALLS CHURCH HOME OWNER AND AN AGENT ON WHOOVIA:



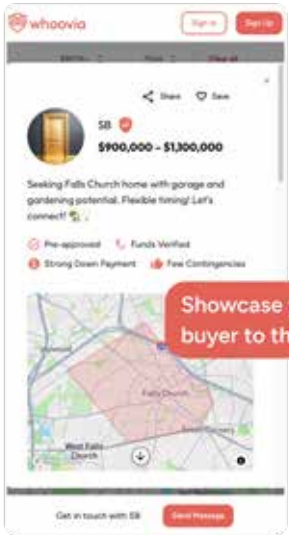
“Hi, our house sounds like it would be a match for your buyer. We have a 5 bedroom, 3.5 bath on nearly an acre, backing to parkland with a firepit, basketball court, and screened-in deck—perfect for entertaining.”

The agent replied. Appointment set. Boom.

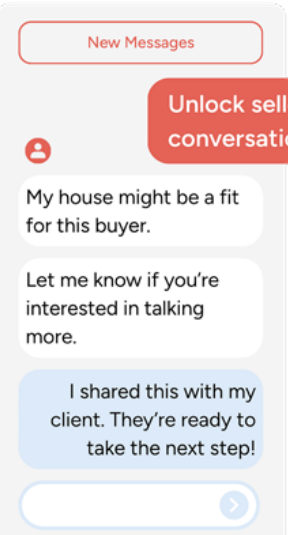
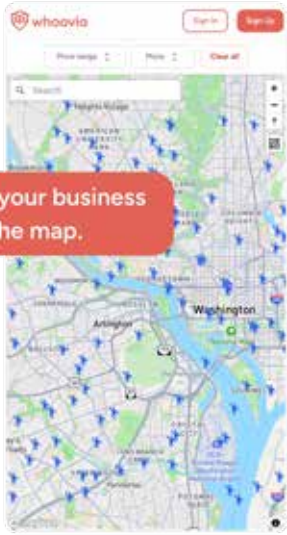
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100 Issues of DC Metro Real Producers

Past Covers, Present Stories

As we turn the page to our 100th issue, we pause to celebrate not just a number—but a legacy.

For nearly a decade, *DC Metro Real Producers* has spotlighted the area's most inspiring agents and industry leaders. This commemorative edition honors those who helped shape our journey—our past cover stars—by revisiting their stories and seeing where their paths have led.

“**Past Covers, Present Stories**” is a tribute to growth, resilience, and leadership in a constantly evolving industry. We asked past feature agents to reflect on their professional journey since their spotlight moment, share lessons learned, and offer a glimpse into how their careers and mindsets have transformed.

Their original covers appear alongside fresh new headshots and insights—creating a powerful then-and-now narrative. These stories showcase more than just career updates—they capture the spirit, challenges, and evolution of some of the most influential professionals in our community.

Thank you for being part of the story. Here's to 100 issues of connection, collaboration, and community—and the many milestones still to come.

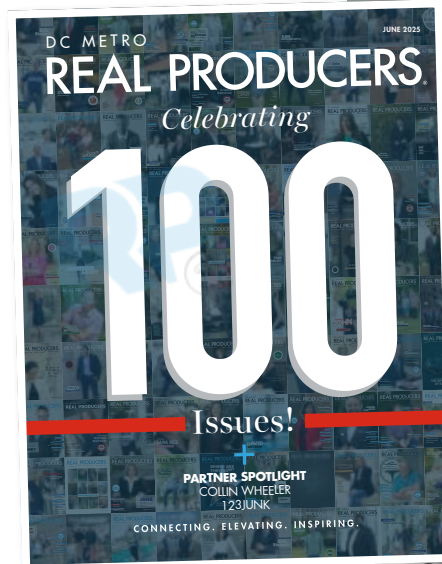




Photo by Kate Andreyra

Karen Briscoe
HBC Group at Keller Williams McLean
April 2017

With 23 years in real estate, Karen Briscoe continues to lead with purpose, consistency, and service. As the “B” in HBC Group, she’s carried on the legacy of co-founder Sue Huckaby while building one of Northern Virginia’s most respected teams. Under Karen and Lizzy Conroy’s leadership, HBC consistently surpasses \$100 million in annual sales.

Beyond the numbers, Karen’s impact reaches far. She’s now the author of four books, including the bestseller Real Estate Success in 5 Minutes a Day, and hosts the 5 Minute Success podcast, ranking in the top 1% globally with over 435 episodes.

“The market will always shift,” she says, “but service remains constant.” Through all changes, Karen finds inspiration in her clients, community, and the agents she mentors. Her leadership has evolved into one of coaching, sharing decades of insight with those ready to grow.

For Karen, success today isn’t just measured by milestones—it’s found in continual growth, meaningful impact, and helping others become their best along the way.



JP Montalvan
Capital Estate Group at COMPASS
June 2017



Since being featured in 2017 and again in 2024, JP Montalvan has evolved from a solo agent to a leader within the dynamic Capital Estate Group. “We blend high-tech tools with old-school values—really listening, really helping.” Through market upheavals, JP has stayed steady, guiding clients with presence and purpose. He credits his success to what he calls the “3 G’s”: Growth, Giving, and Gratitude. For JP, success now means connection, contribution, and showing up fully—in both life and work.



Zelda Heller
Heller Coley Reed, Long & Foster Real Estate
July 2017



Since her last feature, Zelda Heller has continued to build lasting relationships, now helping the grandchildren of past clients buy their first homes. She and her partners proudly set a record with the sale of the Somerset 2 penthouse, the highest condo sale in Maryland. While COVID brought unique challenges, Zelda adapted and kept thriving. “Success,” she says, “is about relationships. I want my clients to be as happy to see me as I am to see them.”



Photo by Jessica Tan

Koki Adasi
Team Koki at COMPASS
September 2017

Since his early features in 2017, 2019, and 2020, Koki Adasi’s career has evolved through the power of a team. Building alongside people he values has made the work more meaningful—and more fun. He’s most proud of watching his team thrive, especially as members like Melissa and Gabby made life-changing real estate investments. “Success used to be about numbers,” Koki shares. “Now, it’s about protecting my time and doing what matters most.” For Koki, leadership means lifting others while staying grounded in purpose.



Jonathan Lahey
The Fine Living Group at eXp Realty
March 2018

Since his last feature, Jonathan Lahey has led with one word in mind: impact. His team at The Fine Living Group has scaled rapidly, backed by sharper systems, empowered agents, and a culture built on ownership. “True leadership isn’t about doing more—it’s about empowering more,” he says. In a shifting market, Jonathan’s proudest achievement has been watching his team rise, not just adapt, but dominate.

For Jonathan, every market challenge is fuel. Innovation, speed, and high standards have propelled his business forward. “Your success is determined by your standards—raise them, and your entire life levels up.”

His definition of success has also evolved: it’s no longer about volume—it’s about the lives transformed, leaders developed, and legacy created. Whether it’s mentoring rising agents or helping clients build wealth, Jonathan’s focus is clear: move boldly, think bigger, and build something that outlasts the market.



“Your success is determined by your standards—raise them, and your entire life levels up.”



Photo by Rachel A. Sale

Melinda Estridge
The Estridge Group – Long & Foster REALTORS
April 2018

Since her last feature, Melinda Estridge has taken a bold step toward the future, partnering with another top-performing group and laying the foundation for succession when the time comes. “It’s energized the team and sparked new excitement,” she shares. In a market characterized by low inventory and uncertainty, Melinda stays rooted in what has always been effective: work hard, stay sharp, do the right thing. With decades of success behind her, she continues to lead by example, proving that excellence, done consistently, creates a lasting impact.



Carlos Garcia
Keller Williams Capital Properties
June 2018

With over 30 years in real estate investing and 20 years in sales, Carlos Garcia continues to lead with honesty, wisdom, and heart. Since his last feature, Carlos has navigated a shifting market, moving from a decade of over \$100 million in annual sales—that’s over \$1 billion sold!—to finding new ways to support both luxury clients and first-time buyers. His proudest moments aren’t just about transactions—they’re about guiding people toward decisions that strengthen their long-term financial health, even if that means advising them to hold rather than sell.

Interest rate challenges have only deepened his commitment to showcasing the beauty and life-changing potential of real estate. Today, Carlos defines success not just by personal milestones, but by service—giving back to nonprofits and championing community initiatives in a time of cultural need. “Wisdom is the key word,” he says. Through every transaction, mentorship, and community effort, Carlos remains energized, purposeful, and deeply committed



“We have
to pivot
quickly and
lead with
clarity.”

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Jennifer Smira

Compass
July 2018

Jennifer Smira continues to thrive in an ever-evolving real estate landscape by embracing agility, innovation, and a relentless focus on client experience. In the Capital Region, where no two deals are alike, she stays sharp and collaborative, knowing that the key to lasting success is adaptability. “We have to pivot quickly and lead with clarity,” she says.

Since her last feature, Jennifer’s proudest moments haven’t come from transactions, but from watching her team grow. “Seeing my agents and staff build their own success stories is everything,” she shares. This people-first mindset has deepened her commitment to mentorship and creating a supportive, high-performance culture.

Market shifts have tested her resilience, but they’ve also elevated her leadership. “I’ve leaned into empathy, communication, and showing up the way I’d want a leader to show up for me,” she reflects.

Today, Jennifer defines success not by numbers, but by fulfillment: doing meaningful work with purpose, building strong relationships, and waking up grateful for the journey every day.



Jim Bass

Jim Bass Group, Real Estate Teams
August 2018

With 32 years in the business and as co-founder of Real Estate Teams, Jim Bass has seen markets come and go—but what’s endured is the value of deep relationships. Since being featured, Jim has expanded his network across the Mid-Atlantic thanks to Real Producers, creating a consistent referral pipeline, especially in Maryland’s more rural regions where few agents venture. “Those connections wouldn’t exist without Kristin Brindley and her incredible team,” Jim says.

As one of the largest producers in his town for over three decades, Jim has always led by example. But seeing the volume and professionalism of agents across the Real Producers network has been both humbling and inspiring. In a post-pandemic market with low inventory and new challenges, he’s leaned harder into agent outreach, SOI networking, and strong collaboration.

“Success isn’t just about production anymore—it’s about empowering others,” Jim shares. With more than 1,000 glowing client reviews and a business built on service and trust, Jim continues to evolve. His leadership today centers on consistency, humility, and relationships that last—because in this market, connection is everything.





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Photo by Sean Shanahan

Thomas Daley
*Keller Williams
Capital Properties*
September 2018

Looking back at the years since his 2018 feature, Thomas Daley’s career has taken bold strides—from associate broker to franchise owner and partner at Keller Williams Capital Properties. Named Realtor of the Year by three associations, he’s proud of the accolades, but even more so of the relationships he’s built. The market has changed, and so has his mindset: more collaboration, more intention. “Work to live, not live to work,” he says—a reminder that balance is the real win.



Photo by Picture Perfect, LLC

Chris Reeder
Long & Foster Real Estate, Inc.
December 2018

When Chris Reeder was featured in 2018, her business was thriving, but the years since have taken it to another level. Her team has doubled in size, embraced market shifts, and is now on track to cross a billion dollars in total production. But for Chris, success goes beyond sales. From lighting up Frederick’s winter boat show to delivering meals and packing bags for local families, the community remains at the heart of it all. “Real Producers changed my business—and my mindset.”



Jeremy Lichtenstein
RLAH Real Estate
Jan 2019

Jeremy Lichtenstein’s name has only grown stronger in the region since his 2019 feature, both in real estate and community service. As his brand recognition has expanded, so has his nonprofit’s impact. Kids In Need Distributors merged with Manna Food Center in 2024, ensuring even more children have consistent access to meals. “Challenges come, and you adapt,” Jeremy says of recent industry shifts. Through it all, his definition of success remains clear: steady business, strong family ties, and a lasting contribution beyond the closing table.

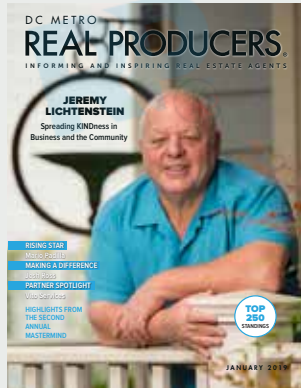


Photo by Ina Herrera

Mynor Herrera
*Keller Williams
Capital Properties*
March 2019

Since being featured, Mynor Herrera has grown more comfortable in his identity as a business owner, shifting from chasing milestones to embracing presence and purpose. That evolution has deepened his appreciation for the lifestyle real estate provides. One of his proudest moments? Launching the Full Plate Initiative during COVID, feeding hundreds, and building community. “There’s always another house to sell,” he says. “But there’s only one life to live—and I intend to live it fully.”



Photo by Perry Edon of Edon Portraits LLC

Marjorie Dick Stuart
*Coldwell Banker Realty
Global Luxury, DC*
May 2019

Marjorie Dick Stuart continues to break barriers coast to coast. Since her 2019 and 2020 features, she’s expanded from DC to Sotheby’s International Realty, Beverly Hills, creating a unique synergy between two powerful markets. Alongside major wins—including multiple #1 agent rankings—she conquered California’s licensing exam and embraced every challenge with drive. “I only do what only I can do—advise and negotiate,” she says. With decades of market savvy and a trusted team behind her, Marjorie keeps doing what she does best: helping her clients win.



Photo by Thomas Huggins

John Lesniewski
RE/MAX
August 2018

Since his feature in 2019 and 2020, John Lesniewski has reinvented himself in a shifting market. As traditional new-home referrals declined, he pivoted, launching a property management company and scaling his long-time passion: home rehabs. “Life is great,” John says. “I’ve replaced the commission income and my day is done by 4:00 or 5:00.” With over 200 rehabs completed and a program offering agents 50% of profits with zero investment, John has not only adapted—he’s thriving, helping fellow Realtors grow alongside him.





Photo by Michael Ventura

Lee Murphy

Washington Fine Properties
September 2019

In her 23rd year in real estate, Lee Murphy remains a standout for her tenacity, service, and client-first mindset. Since being featured six years ago, Lee has navigated immense market shifts—including the challenges of the COVID era—with agility and grit. She quickly adapted to virtual tools, closing deals via FaceTime with clients across the country and embracing new technologies that continue to enhance her business today.

Lee’s commitment extends far beyond transactions. She’s proudly served as Chair of HumanitiesDC, held a board seat with the National Women’s History Museum, and recently completed a term as President of the Gardeners of the Junior League—proving that leadership and service go hand in hand.

Lee’s drive is grounded in knowledge—hosting homebuyer webinars, staying current on market data, and ensuring her clients are empowered to win. For her, success means honest advice, informed decisions, and the relentless pursuit of excellent outcomes. And yes, tenacity is still the secret weapon.



Bo Menkiti

Keller Williams Capital Properties
February 2020

Since being featured in 2020, Bo Menkiti has scaled his impact across the real estate industry while staying true to his core mission: using real estate as a force for good. Under his leadership, Keller Williams Capital Properties has grown into a thriving regional brokerage with nearly 1,000 agents, and The Menkiti Group has expanded into a full-service real estate ecosystem rooted in community transformation.

Bo’s proudest achievements lie not just in growth, but in purpose. From launching the CMPG Foundation, innovating the Power of Home approach for agent entrepreneurs, and establishing the Obsidian Catalyst Fund for minority developers, his focus has shifted to alignment, empowerment, and long-term value.

Market challenges have only deepened his commitment to innovation, equity, and leadership development. “It’s no longer just about what we build—it’s about who we build it for,” Bo says. His leadership style now centers on creating space for others to rise, building businesses that last, and shaping communities where everyone can thrive.



Photo by Myron Fields Photography

Kymber Lovett-Menkiti

Keller Williams Capital Properties
February 2020

Since her 2020 feature, Kymber Lovett-Menkiti has evolved from high-performance leadership to legacy-driven impact—scaling businesses, multiplying talent, and building systems designed to last beyond her. A defining milestone: launching the Lift As You Climb Scholarship in 2022 to honor her mother, Dr. Marilyn Price Lovett, a trailblazing educator and champion for women. The initiative opens the door for women to launch real estate careers with free education, mentorship, and full licensing support, continuing her mother’s mission of lifting as she led.

Amid market shifts, Kymber leaned in with more trust, more clarity, and a renewed commitment to equity and access. Today, her leadership is rooted in designing opportunity and leaving a legacy at every touchpoint. Success, for her, is no longer just scale—it’s alignment, impact, and joy. It’s not about what she’s built—it’s about who she’s helped rise.



Nurit Coombe

The Agency DC, Frederick, Dominican Republic & Toronto
April 2020

Since her original feature, Nurit Coombe has led one of the most inspiring growth stories in real estate. Now the Managing Partner for The Agency DC, Frederick, Dominican Republic, and Toronto, Nurit’s leadership has propelled her team to national acclaim, ranking #14 in the U.S. and #1 in Maryland, with over \$277 million in sales last year alone.

Personally selected by The Agency’s CEO, Mauricio Umansky, to spearhead the DC expansion, Nurit has elevated every facet of her business—from marketing and technology to agent support and client experience. Her team delivers luxury-level service at every price point, leveraging high-end materials, national exposure, and bold social campaigns to ensure every listing stands out.

But Nurit’s success goes beyond numbers. Her leadership has evolved to focus on mentorship, collaboration, and community impact. For her, success is no longer just about market share—it’s about building trust, empowering others, and leaving a legacy.

Her advice to her past self? “Trust the process and think bigger.” From breaking records to breaking boundaries, Nurit continues to redefine what’s possible.





Photo by Nathan Hirsch

Margaret Babbington

Compass Real Estate
May 2020

In the years since her feature, Margaret Babbington’s career has grown in both scale and purpose. She’s expanded her business, merged with Sina Mollan and The Mollan Group, and helped shape a team rooted in mutual respect, aligned values, and shared success. “It truly feels like family,” she says. “Every win is a collective one.”

As the market has shifted—interest rates rising, the NAR settlement shaking norms—Margaret leaned into clarity and education, guiding clients with honesty and data. The chaos didn’t slow her down; it sharpened her. Her team remained #1 at Compass, not through luck, but through consistency, resilience, and a fierce commitment to long-term value.

That mindset shift is mirrored in her leadership. Once focused on having all the answers, Margaret now leads with empathy, transparency, and trust. “It’s about asking better questions and creating space for people to rise,” she reflects.

Success, for Margaret, is no longer just about the numbers. It’s about impact on clients, teammates, and the community—and building a legacy defined by intention, growth, and excellence.



Juan Umanzor Jr.

Long & Foster
June 2020

Juan Umanzor Jr. has transformed his 23-year real estate career into a platform for purpose. Since his 2020 feature, he’s leaned into mentorship, personal development, and community leadership, serving as President of the Salvadoran American Chamber of Commerce. His journey as a real estate investor has also evolved, expanding beyond a growing rental portfolio to include creative investment strategies that reflect his vision and versatility. His proudest moment? Receiving the Biden Presidential Lifetime Achievement Award in 2023. “True success is helping others achieve their dreams,” Juan shares. Whether guiding top-performing agents, empowering entrepreneurs, or building innovative investment opportunities, his mission is clear: lead with heart, grow through service, and make every connection count.



Photo by Sam Brewer

Melissa Bernstein

RLAH | @properties | Christie’s
International Real Estate
August 2020

Melissa Bernstein continues to evolve her business through strong referrals, deeper client connections, and a growing focus on education. Since being featured, she’s most proud of guiding a multigenerational family through a complex sale and purchase. Market shifts have sharpened her strategy and negotiation, while her mindset now centers on collaboration and impact. “Success isn’t just numbers—it’s how well I serve and empower others,” she says. Melissa leads with heart, knowledge, and a commitment to lifting others as she grows.



Photo by Bronson Carmichael

Jason Martin

REAL
September 2020

Since being featured in 2020, Jason Martin has embraced the ever-changing flow of real estate, describing his journey as “like a river” that continues to flow. With over two decades in the business, he’s proudest not of numbers, but of staying true to what matters most—family, leadership, and clarity of purpose. “I want to be the best father, husband, and leader possible,” he says. As the market shifts, Jason has leaned into a “one-to-many” leadership approach, using change as a platform to show his value.



Photo by Arindam Dasgupta

Karen Rollings

eXp Realty
October 2020

Karen Rollings has grown her business exponentially since being featured. Her company, eXp Realty, allows her to have a brokerage within a brokerage. In addition to her team here in Montgomery County, she has over 80 agents in her group from Washington, DC, Northern Virginia, Baltimore, Frederick, and Delaware. Additionally, eXp’s unique “three lane model” allows her to sell 100 houses a year while benefiting from two other sources of income: revenue sharing and stock awards.

“Never stop learning,” Karen says - a lesson that fuels her daily coaching calls and dedication to agent development. Recognized as #38 out of 22,000 agents in the DMV, she’s focused on building financial freedom for her agents and empowering others to grow alongside her.



“It’s not just about scale. It’s about building a business that lasts—one founded on service, strategy, and trust.”



Photo by Scott Elmore

Stacy Allwein

ALLWEIN Team at
Real Brokerage
May 2021

Looking back since her 2021 feature, Stacy Allwein’s journey has been marked by transformation, professionally and personally. Moving her team to a virtual model at Real Brokerage gave her new freedom to lead with intention. After losing her husband in 2023, Stacy found deeper purpose in every interaction. “You don’t have to have it all figured out,” she says. For Stacy, success now means balance, presence, and using her platform to lift others, whether it’s her clients, her team, or her community.



Evan Johnson & Tom Bauer

Wardman Residential, Compass Real Estate
July 2021

Since their original feature, Evan Johnson and Tom Bauer have led Wardman Residential through a thoughtful evolution. As the D.C. market grew more complex, the team shifted from rapid expansion to a high-performing, collaborative group rooted in shared values and a client-first mindset. “Earlier, success looked like growth in numbers. Now, it’s about impact, trust, and smart strategy,” they share.

Rather than a single defining moment, Evan and Tom are most proud of how their team consistently acts as trusted advisors to developers, delivering creativity, insight, and tailored strategy across both boutique and luxury residential projects in D.C. and Arlington. Amid federal shifts and buyer uncertainty, their approach remains responsive, steady, and deeply informed.

As leaders, they’ve also embraced a culture of mentorship and empowerment, prioritizing collaboration and long-term value over volume alone. “It’s not just about scale,” they note. “It’s about building a business that lasts—one founded on service, strategy, and trust.”



Nancy Itteilag

Washington Fine Properties
September 2021

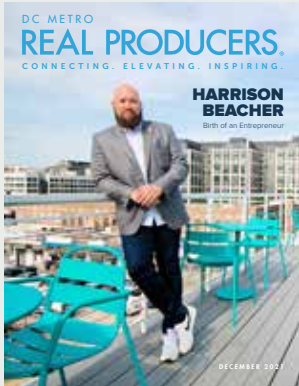
Nancy Itteilag’s reputation for excellence has only grown stronger since being featured. Through market shifts, she remains a trusted advisor—clients continue to turn to her not only for real estate, but for guidance on related decisions. “There’s no substitute for hard work,” Nancy says. Her consistent results and commitment to improvement have earned long-term loyalty and respect. For Nancy, success isn’t a destination—it’s a continued pursuit of excellence, year after year.



Harrison Beacher

Keller Williams
Capital Properties
Dec 2021

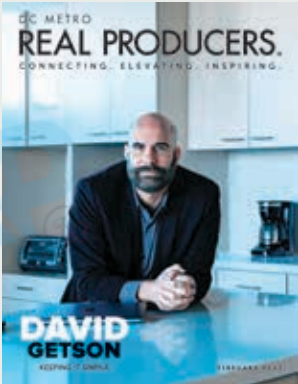
Since his last feature, Harrison Beacher has stepped fully into his role as a builder of teams, systems, and impact. Now 16 years in, he’s guiding clients through shifting markets, training agents nationwide, and helping communities unlock generational wealth. His team marked six years together with a 200-person celebration and thousands raised for charity. “This season’s about doing the real work,” he says. From growing a national platform to getting home for dinner, Harrison leads with purpose, authenticity, and a drive to leave people better than he found them.



David Getson

Compass
February 2022

Since being featured, David Getson transitioned into a management role at Compass—a move that brought both challenge and reward. Stepping away from his team wasn’t easy, but it opened the door to leading with broader impact. Now, he finds joy in mentoring agents, problem-solving, and celebrating others’ wins. “Success,” he says, “is about leaning into happiness and making a difference—every day, in every role.” David continues to inspire through service, adaptability, and connection.





Andres Serafini

Realty of America
March 2022

Andres Serafini is redefining what it means to lead in real estate. As co-founder of Realty of America, he’s helped launch the fastest-growing national brokerage in U.S. history, scaling to 1,800+ agents in just six months. His mission is bigger than production: it’s about platform, people, and purpose.

Since his last feature, Andres has expanded beyond transactions into transformational leadership—architecting systems, mentoring future leaders, and building a culture rooted in integrity and opportunity. From representing high-profile clients to leading major commercial deals, he brings vision and precision to every move.

Navigating market shifts hasn’t slowed him—it’s sharpened his strategy. “Real success is legacy,” he says. “It’s not about being the best in the room—it’s creating the room where others rise.” With a CEO mindset and a service-first philosophy, Andres is building a brand—and a movement—that’s poised to shape the next era of real estate.



Photo by Iene Abdou Photography

Carlos Espinoza

The Espinoza Homes Group
w/ JMG Realty
September 2022

Since being featured, Carlos Espinoza has shifted from focusing solely on personal sales to building a sustainable, thriving brand. He’s proudest of helping his team succeed, using lessons from his own journey to mentor others forward. Market challenges have sharpened his agility and strengthened client relationships, reinforcing the value of persistence and trust. Carlos’s leadership has evolved into empowering others and embracing smart delegation. Today, success isn’t just about numbers—it’s about building something lasting, impactful, and resilient in every market.



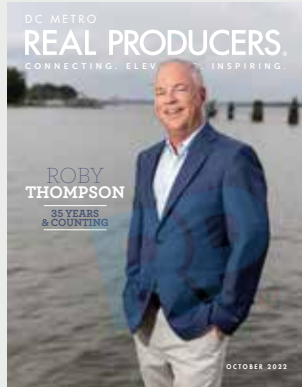
“Real success is legacy. It’s not about being the best in the room—it’s creating the room where others rise.”



Roby C. Thompson, III

Long & Foster
October 2022

With over 35 years in the industry, Roby C. Thompson III has seen it all. After being featured in 2022, the following year tested him like never before. However, experience, consistency, and a strong foundation with past clients carried him through. In 2024, he came roaring back with nearly \$40 million in sales. “Life is good again,” Roby shares, reflecting on both a professional rebound and personal renewal. His story is a reminder that in real estate—and in life—staying grounded, staying grateful, and staying the course makes all the difference.



Cara Pearlman

Pearlman Meekin & Co., Compass
November 2022

Since her last feature, Cara Pearlman has taken a bold step forward by launching Pearlman Meekin & Co. alongside partner Megan Meekin. Their collaboration brings together aligned values, complementary strengths, and a shared passion for delivering a client experience that’s both elevated and deeply personal. “It’s been a transformative move,” Cara says, one that reflects her continued evolution as both a leader and strategist.

Operating in the ever-nuanced DC Metro market—shaped by political shifts and unpredictable spring activity—Cara has leaned into the emotional intelligence today’s environment demands. Negotiation, clarity, and steady decision-making are central to how she serves.

One of her most significant recent growth areas? Letting go of reactivity. “In a fast-paced market, it’s tempting to respond instantly,” she says. “But taking a beat often leads to better outcomes.” Mindfulness has helped her become not just a sharper advisor but a more grounded and effective leader, for both clients and her team.



“In a fast-paced market, it’s tempting to respond instantly. But taking a beat often leads to better outcomes.”




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Vincent Ekuban

*EXIT Realty Enterprises, EXIT
Deluxe Realty, EXIT Realty
National Harbor
December 2022*

Vincent Ekuban continues to lead with purpose and vision. Since his feature, he’s added two more EXIT offices—expanding his reach and deepening his impact. “The more agents I can help grow, the greater the success,” he says. With 27 years in real estate, Vincent knows the power of preparation and consistency. Even amid economic challenges, he remains a steady force, coaching his agents to stay focused, market smart, and rise through uncertainty. For Vincent, real success is shared and built together.



Alan Chargin

*Keller Williams
Capital Properties
March 2023*

Since first gracing our cover, Alan Chargin’s journey has grown in both business and family. Now with an assistant, he’s found more time with loved ones while still serving clients at a high level. He welcomed twins, his third and fourth children, in March 2025. Market changes haven’t shaken him; instead, they’ve energized him to “help folks focus on their goals rather than external distractions.” Alan’s mindset has evolved, but one thing remains: his clients’ success still defines his own.



**Lawrence
“Larry” Lessin**

*Save 6 INC
June 2023*

Larry Lessin isn’t your typical real estate veteran—he’s a creative problem-solver with 35 years of making the process smarter for clients. Since his 2023 feature, Larry has doubled down on innovation, launching a buyer rebate program that gives money back at closing. “Good service and a better deal? That’s a win,” he says. With a growing team and a focus on transparency, Larry’s evolving with the industry—welcoming change, embracing efficiency, and staying true to what matters: making real estate work better for everyone.



Keith James

*Coalition Properties Group
September 2023*

Since his feature, Keith James has expanded his real estate career in both scale and significance. While continuing to guide clients—from first-time buyers to seasoned investors—Keith’s mission has evolved from closing deals to creating transformation. He’s become a powerful advocate for financial literacy and generational wealth, educating his audience through mentorship, content, and strategic guidance.

When a client was denied a loan by another agent and lender, Keith stepped in with strategy and care. He connected them with a trusted partner, restructured the deal, and had them under contract within weeks. For Keith, it’s about more than closing—it’s about restoring confidence and delivering results.

As the market shifted and tested the industry, Keith doubled down, mastering creative financing, mentoring new agents, and helping clients navigate challenges with confidence. His definition of success has shifted, too:

“It’s not just about income—it’s about legacy, leadership, and how many lives I can change.” His goal? Create 100 millionaires through his platform while building a brand that thrives on service, abundance, and integrity.



Photo by Laura Metzler

Megan Conway

*Compass
June 2025*

In just 18 months since her feature, Megan Conway’s business has grown with the support of an incredible operations and marketing team. While late-night work sessions still happen (especially with shifting kid bedtimes), Megan remains grounded in her core values: kindness, integrity, and high standards. “Referrals and kind words mean everything,” she says. With a passion for design and a deep commitment to service, Megan continues to lead with authenticity, balancing family, growth, and excellence every step of the way.



“It’s not just about income—it’s about legacy, leadership, and how many lives I can change.”



Dan Hozhabri

Keller Williams Realty Centre
Jan 2024

With over 20 years in real estate, Dan Hozhabri has learned that clarity and consistency are the keys to long-term success. Since his last feature, he’s led his team through a meaningful transition, focusing on what they can control and doubling down on delivering value to clients. Despite a challenging 2024 market, Dan saw a 90% increase in business by staying consistent and embracing delayed gratification.

His mindset has evolved from chasing commissions to building lasting relationships. “When I focus on helping others, my needs are met naturally,” he says. He now defines success not through accolades but through impact, measured in client testimonials and improved lives. Even when markets shift, Dan sees opportunity. With a steady hand, a people-first mindset, and a passion for service, he’s proving that real estate success is built on trust, not trends.



Carmen Fontecilla

*Carmen Fontecilla Group
at Compass*
Feb 2024

With 20 years in real estate, Carmen Fontecilla continues to thrive through consistency, visibility, and high-level execution. Since her feature, she’s secured standout listings—including a \$7M property in Bethesda—while refining her team for greater efficiency. Carmen welcomes the industry’s shift toward transparency, believing it builds stronger public trust. “Success,” she says, “is doing it all—and doing it well.” Her focus remains on hard work, trusted relationships, and elevating every experience for her clients.



“Success
is doing it
all—and
doing it
well.”



Drew Hopley

*Live Frederick Group, Keller Williams Realty
Centre powered by PLACE*
March 2024

Since his last feature, Andrew Hopley has experienced his best year yet, despite one of the toughest markets in recent memory. With 12 years in the business, his team has expanded productivity, launched a mortgage branch, and added property management—all to create income stability and growth for his agent partners. “Success now is about creating environments where others win,” Andrew says. “If I help others get what they want, I’ll get everything I want too.”

What excites him most isn’t listings—it’s leadership. Watching agents grow personally and professionally, while he grows as a husband and father, has redefined his mission. “I’m more focused on my eulogy than my resume,” he reflects.

Rather than resisting market headwinds, Andrew’s embraced them—proving that strong teams outperform in any environment. He’s also learned the power of difficult conversations, where honesty builds deeper trust. Fueled by clarity, courage, and a servant-leader heart, Andrew is building a legacy not just of deals but of people thriving.



Daniel Metcalf

Perennial Real Estate
April 2024

In his 20th year in real estate, Daniel Metcalf remains grounded in the fundamentals—clear communication, smart contracts, and client care—but his impact has grown exponentially. As co-founder of Perennial Real Estate, launched in December 2022, he’s helped build one of Maryland’s Top-10 brokerages and the #1 Side-powered firm in the Northeast.

Since his last feature, Daniel’s role has evolved from top-producing agent to culture shaper and business builder. “My clients now include both those on the move and the agents I support,” he says. The addition of the Ciment-Shields Team marked a proud milestone, reinforcing his belief that strong teams and shared values lead to lasting success.

Market challenges haven’t shaken his approach—they’ve sharpened it. For Daniel, being “old school” still matters: contract knowledge, focus, kindness, and care for the craft. Leadership, to him, means stewardship—protecting the value of an agent’s time and labor in a fast-moving world.

Looking ahead, success isn’t about the next sale—it’s about building something enduring that serves others and honors the legacy of those who led before him.



“The biggest shift in my mindset has been sharpening my focus on what truly moves the needle: experience, strategy, and execution.”



Kimberly Cestari

Long & Foster
June 2024

With 20 years in real estate, Kimberly Cestari has refined her approach, shifting her marketing, prioritizing meaningful connections, and choosing the right business over all business. “Saying no can be empowering,” she says. Helping a nervous first-time buyer recently reminded her that impact isn’t about price points—it’s about trust. In a market unlike any she’s seen, Kimberly focuses on working smarter and making every moment—and every client—count.



Photo by Sarah Marcella Creative

Mike Aubrey

Berkshire Hathaway HomeServices PenFed Realty
July 2024

Since his last feature, Michael Aubrey’s real estate career has continued to evolve, marked by exciting growth into new development projects and high-profile sales. He now guides clients through every phase—from acquisition and design to final sale—bringing a deeper level of expertise to the table. A standout achievement? Representing the buyer of 4526 Hawthorne Street NW, a landmark \$8.6M new construction sale in Wesley Heights, one of Washington, D.C.’s most significant residential closings in 2024.

Market shifts—including low inventory and rising rates—have challenged and inspired him to elevate his approach even further. For Michael, success today is rooted in refined strategy, exceptional negotiation, and a deep understanding of economic trends.

“The biggest shift in my mindset,” he shares, “has been sharpening my focus on what truly moves the needle: experience, strategy, and execution.” Clients trust him not only for his market expertise but also for his calm judgment and ability to deliver exceptional results, even when the path gets complicated. His career continues to be defined by precision, service, and lasting success.



Lauren Davis

TTR Sotheby’s
International Realty
August 2024

Since her 2024 feature, Lauren Davis continues to lead with grace and perspective. With 23 years in real estate, she’s embraced both the wins and challenges, noting, “Some years are harder—analyze, learn, and move on.” In uncertain markets, she’s become an even stronger guide for her clients. Her mindset? “Think big. Set intentions. It works.” Today, success means balance—being a great agent, wife, mom, and friend. And if she could tell her past self one thing? “Put your dog on a diet!”



John Coleman

Coleman Residential at
Real Broker
August 2024

Since being featured last October, John Coleman has taken the leap from top agent to team founder. He launched Coleman Residential, recruited an all-star squad, and is building something bold and different. “It’s been wild—in the best way,” he says. Leading a team has stretched him, challenged him, and reminded him that the best ideas often come from collaboration. In a shifting market, John leans into creativity, good vibes, and smarter strategies. He’s not just selling homes—he’s laying the foundation for a future full of travel, storytelling, laughter, and big-time impact. Ten years in, he’s just getting started—and having a blast doing it.



Gali Sapir

Finn Family Group of Perennial
Real Estate
December 2024

Though only recently featured, Gali Sapir has already grown—embracing her dual role as agent and rising leader at Perennial. From winning a 10-offer bidding war to refining her leadership style, Gali is learning to trust her team and lean into the craft she loves. “Success used to mean volume. Now it’s about building something that lasts,” she shares. With deepening roots and a steady vision, Gali is helping shape a brokerage—and a culture—committed to excellence that blooms year after year.





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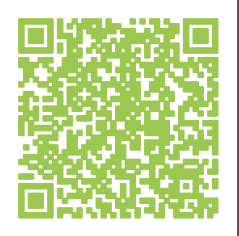
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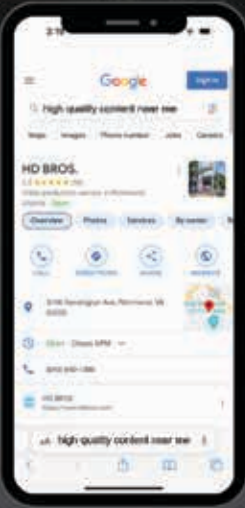


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