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Young

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Agent Spotlight  
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Collin Wheeler, 123Junk



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# Meet The Team



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**Ryan Corvello**  
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MEET THE REST OF THE KB TEAM!



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# PUBLISHER'S NOTE



Hey June — let's go!

Summer is heating up, and June brings with it that perfect mix of sunshine, motivation, and momentum. It's the season to reset, recharge, and refocus on what matters most—both in life and in business. Whether you're soaking in the outdoors or gearing up for your next big move, now's the time to lean into possibility.

We're already looking ahead to our next **Mastermind** event coming up on **September 25th!** These gatherings are packed with real talk, fresh ideas, and high-level connection—and trust us, you'll want to be in the room. Mark your calendar and keep an eye out for more details!

We're also excited to welcome our newest preferred partner, **Rachel's Floor!** We're so glad to have her as part of

the Real Producers community and look forward to great things ahead.

As we settle into the rhythm of summer, remember: "Summertime is always the best of what might be."

Here's to a season of growth, sunshine, and fresh opportunities. Happy June!



**Kristin Brindley**  
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# Why Consumers Think Being a Realtor is Easy

BY WADE VANDER MOLEN

I hope the headline caught your attention, because it's true. Most people think they can do what you do, and at a high level. Have you ever had a potential client say that they or their spouse is getting their real estate license to "save money" when buying or selling? If someone thought what you did was difficult, this more than likely wouldn't happen.

When it comes to being who is at fault, it's yours, the Realtor. That's right. For decades, Realtors have been telling the consumer how "easy" it is to do what they do. This stigma has now backfired, where you, as a top Realtor, are now competing with less-than-qualified people. Let me explain...

## Marketing Problem

The majority of the Realtors I am connected to on social media do a great job of promoting what they are doing. Taking a new listing, sold a home, got a buyer under contract, and more. The issue is that Realtors let everyone know how easy it was for them to do those things. Do these phrases sound familiar?

- Sold over asking in 2 Days!
- Beat out 5 offers to Ratify!
- Sold Off-Market! No Open House!

On their face, there is nothing wrong with these posts. You are explaining to your audience the good news of what you were able to achieve for your clients. The downside is it doesn't "tell the story" of all the hard work you put in to make that happen. The result of all of your work is the headlines, but there is so much you left out! What can you do in addition to these posts?

## Tell The Story

The "art of storytelling" is important in a career where every transaction you ratify and close has a story or multiple stories behind it. Telling this elaborate story on a Facebook or

LinkedIn post isn't easy. Instead of a quick post on social media, shoot a 45 second to 60 second video explaining the highlights of what you did to create these amazing results. These posts can live as a "reel" on Instagram and a "short" on YouTube gathering eyes to it every single day.

The other benefit is there can be video content of you and potentially your happy clients telling the story about how you got the home ready for market, staged it, shot a video, did the pre-marketing, then got the winning offer with two days on the market over asking price. If you are going to send out direct mail, send a "Just Sold Letter" vs a postcard. Tell the story with multiple photos within the letter and add a testimonial from your happy clients.

## Real Estate is Hard

We can all agree that what you do is not easy. It takes a lot of hard work and innovation to create success. Tell the story of what you do to make this happen. Creating content or sending out marketing pieces that make it sound like what you do is easy and anyone can do it, pays you no favors with consumers. If you are having issues getting over the hump of creating content or "knowing what to say" then we should talk as I help Realtors like you every day in our market.



can visit Wade at [www.DCTitleGuy.com](http://www.DCTitleGuy.com).

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

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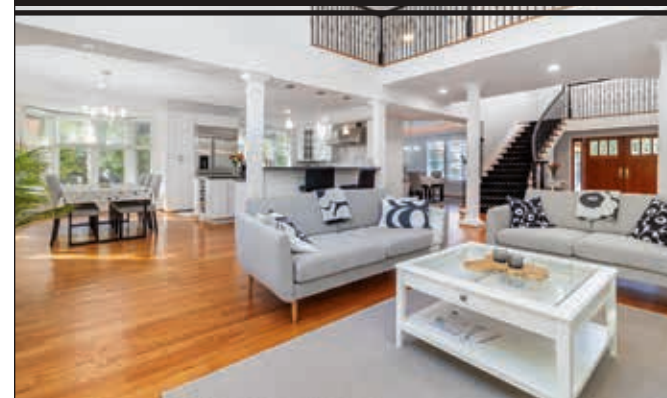
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# COLLIN WHEELER

BY GEORGE PAUL THOMAS  
PHOTOS BY RYAN CORVELLO

# 123JUNK

## 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."

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



You're only as good as the people  
you convince to work for you.  
**That's what I focus on.**







# Joshua Chapman



BY AMELIA  
ROSEWOOD  
PHOTOS BY  
RYAN CORVELLO

## Mastering the Market

When you meet Joshua Chapman, you instantly feel like you’ve known him forever. That’s probably because he’s outgoing, friendly, and thrives on meaningful connections. As a top-producing agent with Compass, Joshua brings something special to the Northern Virginia real estate scene: a clear focus on people first, business second.

“I’ve always enjoyed interacting with people,” Joshua shares. “Real estate was just the perfect fit for who I am.”

And after over a decade in the industry, it’s safe to say he has found his lane.

### From College Intern to Compass Vice President

Joshua may be based in Northern Virginia now, but his story begins in California. Born on the West Coast and raised in a military family, discipline, adaptability, and commitment were core values long before he got his real estate license.

“My military upbringing shaped who I was for most of my life,” he says. “That foundation gave me the perspective I needed to help clients through what can be a stressful process.”

Joshua graduated from Radford University with a degree in advertising, and by the time he crossed the stage, he was already knee-deep in the industry. He began interning at Century 21 New Millennium,

where he quickly discovered a passion for the work.

“The agents I met were so generous with their time and stories,” he remembers. “That summer internship was what pushed me to give it a real shot.”

He got licensed in 2013 and spent the early years soaking up experience, closing deals, and developing a client-first philosophy that would shape the rest of his career. Today, he’s a solo agent operating under the Compass brand and recently earned the title of Vice President at Compass for his outstanding 2024 sales volume.

“I use a tailored approach for every single client,” he explains. “There’s no one-size-fits-all in real estate.”

### Intentional Service, Real Results

What makes Joshua stand out isn’t just the impressive numbers. (And let’s be clear: they’re impressive. Last year, he closed 27 transactions totaling over \$25 million in volume. As of mid-2025, he’s already passed the halfway mark.) It’s the way he approaches his work—with care, precision, and a healthy dose of realism.

“I take pride in simplifying the process,” Joshua says. “Buying or selling a home is stressful, no matter how many times you’ve done it. If I can make that journey easier, that’s a win.”

His success hasn’t gone unnoticed. Joshua has been recognized by Real Trends as one of the top 1.5% of agents in the country, named a Washingtonian Magazine Top Real Estate Agent, and awarded Compass’ Elite Platinum Level.

### Life at Home

Behind the scenes, Joshua’s greatest role is at home. He’s been married to his wife, Lindsey, for eight years, and together they’re raising their daughter Lyla (3) and son Conner (4 months) in the vibrant Del Ray neighborhood of Alexandria.

“We love walking to our favorite local spot, The Garden, or spending time around Old Town,” he says. “Just being together as a family is the best part.”

Their two French Bulldogs, Walter and Penelope, complete the crew and provide daily entertainment.





“There’s no one-size-fits-all in real estate. **The process should fit the client, not the other way around.**”

“My grandfather always said discipline was the most important skill,” Joshua reflects. “If you live with that kind of structure, the rest follows.”

For Joshua, success in real estate boils down to a simple formula: honesty, ethics, and relentless hard work.

“Work as hard as humanly possible, but always stay honest,” he says. “If you’re ethical and consistent, the business will come.”

His advice to up-and-coming agents? Don’t rush. Don’t cut corners. Be the kind of professional who earns trust first, then results.

“The code of ethics matters more than you think,” he adds. “Clients—and other agents—will remember how you made them feel.”



Joshua’s downtime often includes golf, hanging out with friends, or catching a local sports game. A devoted fan of the Caps, Nats, and Commanders, he’s always down for a good tailgate or backyard cookout.

#### **Building Something Bigger**

While Joshua is a one-man show for now, his goals are already growing. With nearly \$9M closed and close to \$4M under contract in the first half of 2025, he’s setting his sights on the \$30M mark and beyond.

“I’d love to build a small, highly productive team,” he says. “It’s not about scaling big—it’s about scaling smart.”

Joshua credits much of his mindset to the book *Discipline Equals Freedom* by Jocko Willink, a message that resonates deeply thanks to his military family roots.

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# ELBER OLIVO



BY AMELIA ROSEWOOD  
PHOTOS BY RYAN CORVELLO

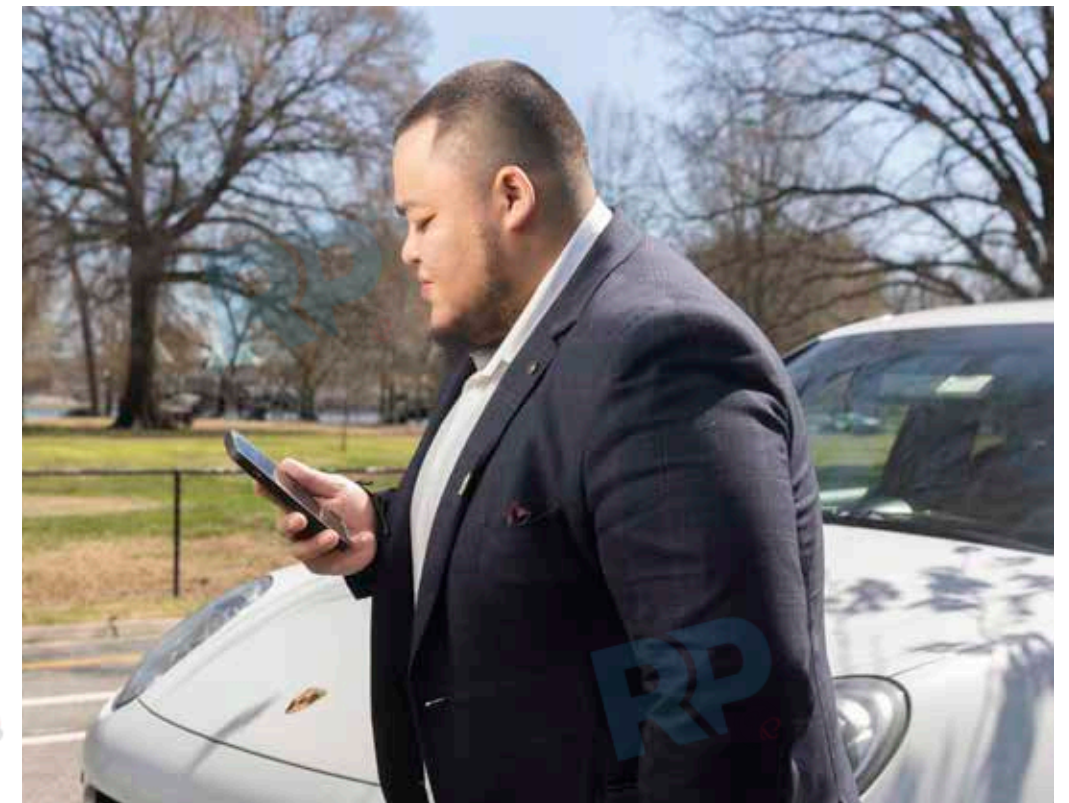
## Making Moves *By* Keeping It Real

Elber Olivo isn't your typical buttoned-up real estate agent. He's extroverted, a little crazy (his words), and has a personality that fills a room the moment he steps in. But beyond the energy and humor, there's a guy who's constantly pushing himself to be better, not just in business, but in life. With multiple awards, he still admits that he's a work in progress. That mix of drive and authenticity is exactly what makes him stand out in the world of real estate.

### Venturing Forth

Born in El Salvador but raised in Virginia, Elber's journey didn't start in a traditional classroom or corporate office. He intentionally skipped the college route to avoid student debt, opting instead for hands-on experience. "I only have a high school diploma," he says matter-of-factly. "I never went further than that because I didn't want unnecessary debt. My real estate course? I did that online."

Before stepping into real estate, Elber worked in construction for a few years, and that experience gave him an edge. "It helps me out a lot in this business because I have a hawk eye when it comes to house defects and expenses," he explains. That background toughened



him up, too. "Working in construction gave me thick skin—I can take the hardest criticisms with a smile."

But it's not just about physical durability. Elber's past taught him the power of resilience. "I was a troubled teen," he shares. "Staying positive and keeping my faith strong was what kept me sane. That's carried into my adulthood. I've learned that not everything is forever, and there's always light at the end of the tunnel."

That mindset would prove invaluable when he stepped into real estate, just months before the world shut down in 2020.

### A Thriving Career

While many people enter real estate chasing big commissions and luxury listings, Elber had a different motivation: his mother. "She did loans for over a decade and started doing her own investments on the side,"

he says. "I'm glad I finally listened to her."

*"I've always wanted to help people have a roof over their head and food on the table. Real estate helps me in both of those goals."*

Today, real estate isn't just a career—it's a way for him to make an impact. "I've always wanted to help people have a roof over their head and food on the table," he explains. "Real estate helps me in both of those goals. We're able to provide those things back home to families in need, and we donate constantly to religious groups. We don't

post about it because we feel these are things better kept quiet."

The most rewarding part of his job? Seeing clients light up when they realize homeownership is within reach. "That inner joy I get when they start speaking about their future in the home is amazing," he says.

And what sets him apart from other agents? He laughs at the question. "I don't know. I just show up. That's pretty much it."

And he isn't just showing up—he's showing out. As a Top Producer at First Decision Real Estate LLC, Elber built his own brand within the brokerage: Olivos Realty. His team includes his mother, Silvia Olivo, and three other agents. Together, they're making serious waves.

Last year, Elber closed about \$12 million in total volume, and for 2025, he's aiming





Silvia Olivo, leading the way at Olivos Realty



Erwin Baez, team agent at Olivos Realty

even higher—somewhere between \$15-20 million. “Nothing too crazy, but something doable,” he says. His hard work hasn’t gone unnoticed either. He’s received awards every year, and most recently, he earned the 2025 GCAAR Gold Recognition Award.

#### Up Close and Personal

For all his business success, Elber’s foundation remains the same: family. “We’re very close,” he says. His mother, Silvia, is at the heart of it all. “She and I are inseparable—like the old saying goes, ‘nail to skin.’”

His younger siblings, Chelsea, Erika, and David, mean the world to him. “They teach me patience and compassion,” he shares. His uncles keep him grounded with tough love. “‘Eres hombre y no te puedes rendir’ is their favorite line,” he says, smiling. And his cousins? “They make life fun. We’re always cracking jokes and being there for each other.”

When he’s not working, you’ll find Elber enjoying a good meal with his family, watching movies, or debating sports with friends. He’s a die-hard Baltimore Ravens fan and never misses a chance to see them play live. He also loves reading, playing video games, and meeting new people.

If he weren’t in real estate? “Immigration law,” he says without hesitation. And while he keeps much of his personal philanthropy private, he’s quietly working behind the scenes to make a difference.

#### What’s Next?

Elber isn’t just thinking about the next deal—he’s


thinking about the next decade. “My goal is to have a bigger positive impact in my community,” he says. “My professional goal is to have a real estate portfolio of \$10 million. Let’s see.”

His personal philosophy is simple but powerful: “You do not have to be perfect or loved by everyone to be successful. We’re all just trying to survive in this life. We just need to show up, do our best, and smile at the end of it all.”

And for those looking to break into real estate and become top producers? Elber has one key piece of advice: “Find a good community to be around. Do your best to positively contribute to their life and vice versa.”


With that mindset, there’s no doubt Elber Olivo will continue rising—one deal, one dream, and one smile at a time.







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# Carolyn

*Young*

BUILDING AN EMPIRE FROM  
GRIT, GRACE, AND GUTS

BY AMELIA ROSEWOOD | PHOTOS BY RYAN CORVELLO

Carolyn Young doesn't walk into a room quietly. She arrives with purpose, passion, and a kind of energy that makes you sit up straighter. She's a force—the kind that doesn't just break ceilings, but rewrites the blueprint. And in the world of real estate, she's carved a name not just by being a top-ranked Realtor, but by leading a life rooted in faith, family, passion, and fierce determination.

### Beginning of a New Chapter

Born in Washington, D.C. and raised in Northern Virginia, Carolyn never imagined that the challenges life handed her would one day become the foundation of her skill and mindset, which has led to her now running one of the most successful real estate teams in the country. Her journey didn't begin with business school or internships—it started with working in a grocery store, as a young single mom doing everything she could to stay afloat.

"I didn't have the option to take four years to figure things out. I needed to change our future, and real estate gave me a way to do that," she says.

In less than 30 days, she got licensed. From there, she was all in. No backup plan. No plan B. Just a burning desire to rewrite her story.

More than three decades later, that decision has translated into over \$285 million in volume last year alone, over 500 transactions, and the formation of the powerhouse Carolyn Young Team, now thriving under Samson Properties. Their reach spans Virginia, Maryland, Washington, DC, and West Virginia, and they're ranked the #1 large team across all brokerages by RealTrends "America's Best."







“  
You can’t just want  
success. You have to  
be willing to outwork  
everyone to get it.”



But Carolyn will be the first to tell you: it’s not about the numbers.

“What fulfills me the most is mentoring others. Watching people grow into their full potential—whether it’s clients or my agents—that’s what lights me up.”

That passion is contagious. Her team isn’t just high-performing, it’s deeply connected by a culture Carolyn has built over the years: one of loyalty, vision, excellence, and perseverance. Our Team is like a family. We all support the same values. At a young age, Carolyn had to push through one of her biggest challenges in life after the sudden loss of her first husband—a chapter that forever changed her perspective and deepened her resilience.

“That experience reminded me how fragile life is. It gave me a fire to do more, to live with intention, and to help others rise with me.”

And rise they have. Now on track to hit \$400 million in 2025, the Carolyn Young Team is growing with intention. And Carolyn isn’t just thinking in transactions—she’s thinking in legacies.

“Real estate gave me freedom—not just financially, but emotionally and spiritually. It gave me a platform to give back. It helped me build wealth for my family, and now I get to help others do the same.”

That mindset has never wavered. She believes that success isn’t about flash; it’s about follow-through. While many in the industry chase motivation, Carolyn builds structure. While others are interested, she’s committed.

“You can’t just want success. You have to be willing to outwork everyone to get it.”

#### Family, Faith, and Fierce Dedication

Carolyn’s energy doesn’t stop at the closing table. Outside of real estate, she’s competing—literally. At 58, she became an Ironman. Not once, but three times. We’re talking 140.6 miles of nonstop swim, bike, and run. Oh, and she’s a jiu-jitsu champion, too. Alongside her son Chip, she’s gone through five Fights at

NAGA worlds with women half her age and walked away with a Gold Medal.

“Fitness keeps me grounded. I train today for the person I want to be at 85.”

Carolyn and her husband, Hans, have been partners in life and business for over two decades. He plays a key leadership role on the team, and their three kids, two daughter-in-laws, and five grandchildren are the center of their lives. Together, they balance family dinners with big dreams, proving that you can have both drive and downtime when your priorities are clear.

“My relationship with God is the foundation of everything. Faith is what guides me. Without Him, none of this would be possible.”

#### Looking Ahead

As the team sets its sights on 2025 and beyond, Carolyn’s goals are as ambitious

as ever, with over \$400 million in volume on the horizon, developing future leaders, and continuing to create a culture where excellence isn’t just encouraged—it’s expected.

Her advice for aspiring top producers? Get coaching. Find mentors. Build structure. But most importantly, stay true to your values.

“Have a clear goal, build a process around it, and don’t stop. There will be challenges, but you can’t grow without discomfort. You don’t need to be the loudest in the room—you need to be the most consistent.”

And if anyone knows the power of consistency, it’s Carolyn Young. She’s proof that grit, gratitude, and God can build a life that not only breaks records but lifts others along the way.





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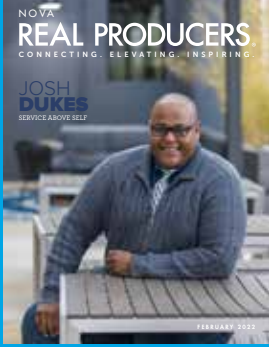
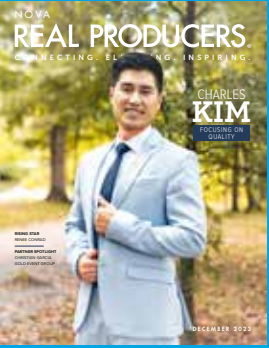
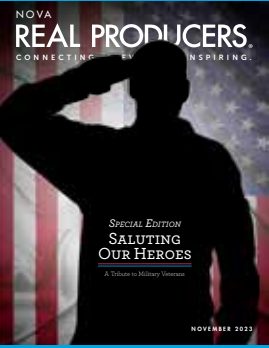
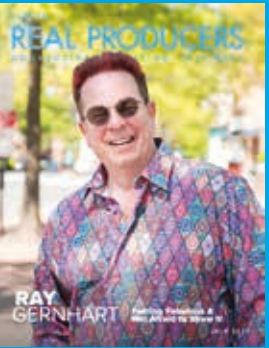
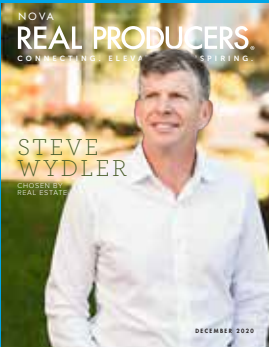
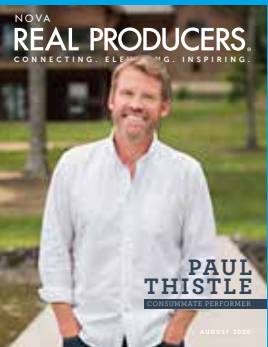
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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Individual Closed Data as reported to MLS from Jan. 1 to Apr. 30, 2025

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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**Disclaimer:** Information based on MLS closed data as of May 5, 2025, for residential sales from January 1, 2025, to April 30, 2025, 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. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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# TOP 250 STANDINGS

Individual Closed Data as reported to MLS from Jan. 1 to Apr. 30, 2025

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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# TOP 250 STANDINGS

Individual Closed Data as reported to MLS from Jan. 1 to Apr. 30, 2025

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