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PUBLISHER'S NOTE

Hello May, the Season of Growth!

As spring reaches its peak, May reminds us of the power of growth and gratitude. It's a time to celebrate our accomplishments, embrace new opportunities, and reflect on the progress we've made so far this year.

This month, we're rolling out the red carpet for a milestone moment — our **Walk of Fame: Celebrating 100 Issues** on **May 15th**! This special event will honor the incredible agents, partners, and stories that have shaped our journey so far. We can't wait to celebrate this legacy with you in true star-studded style!

We're also thrilled to welcome three new preferred partners to the community: **Chalet Settlements**,

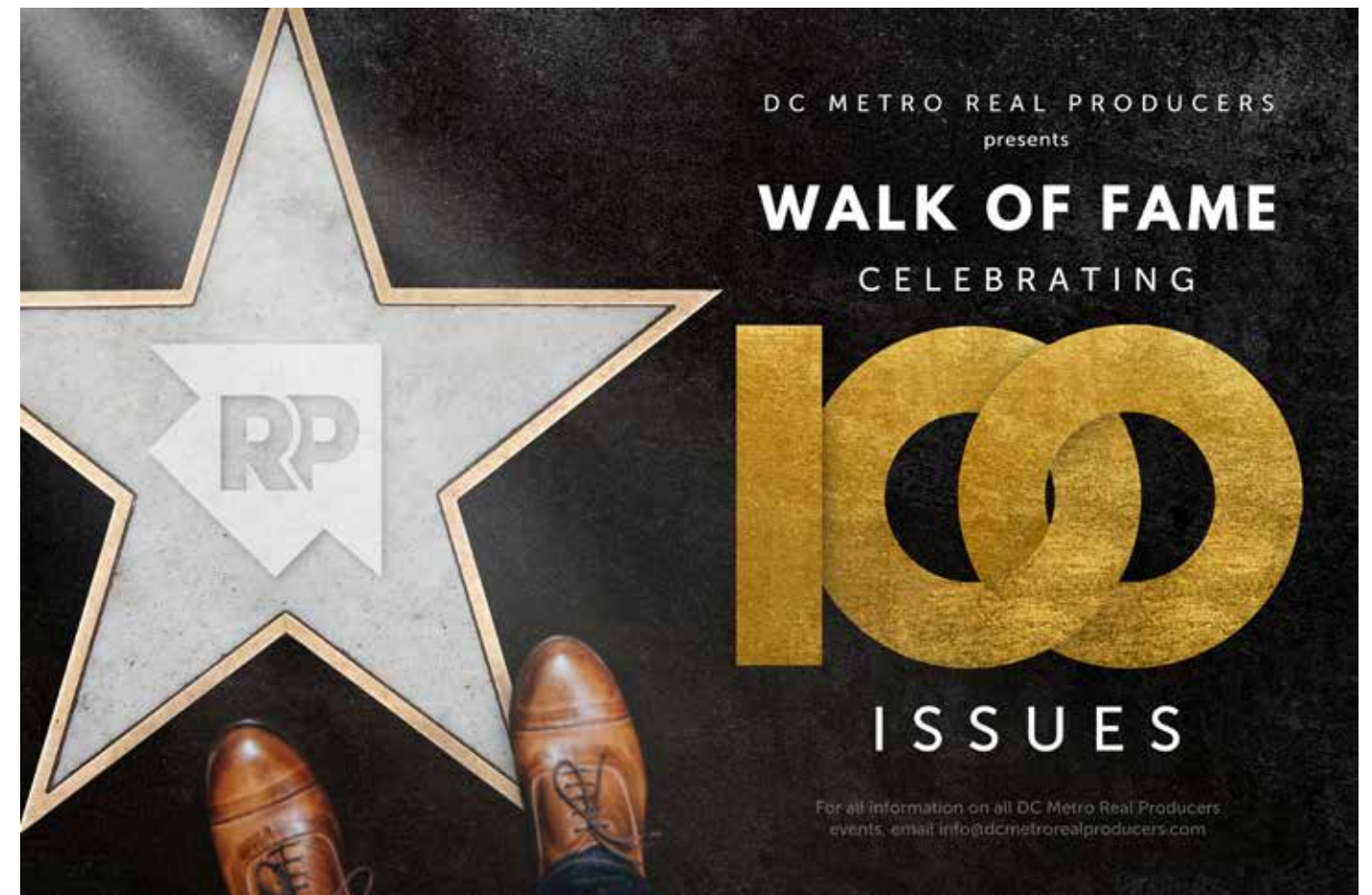
Chevy Chase Digital Dentistry, and **Milton II Pressure Washing**. We're excited for the collaborations and connections to come!

Let's keep this thought in mind: "What we plant in the spring, we harvest in the fall."

Here's to a May filled with growth, creativity, and gratitude.



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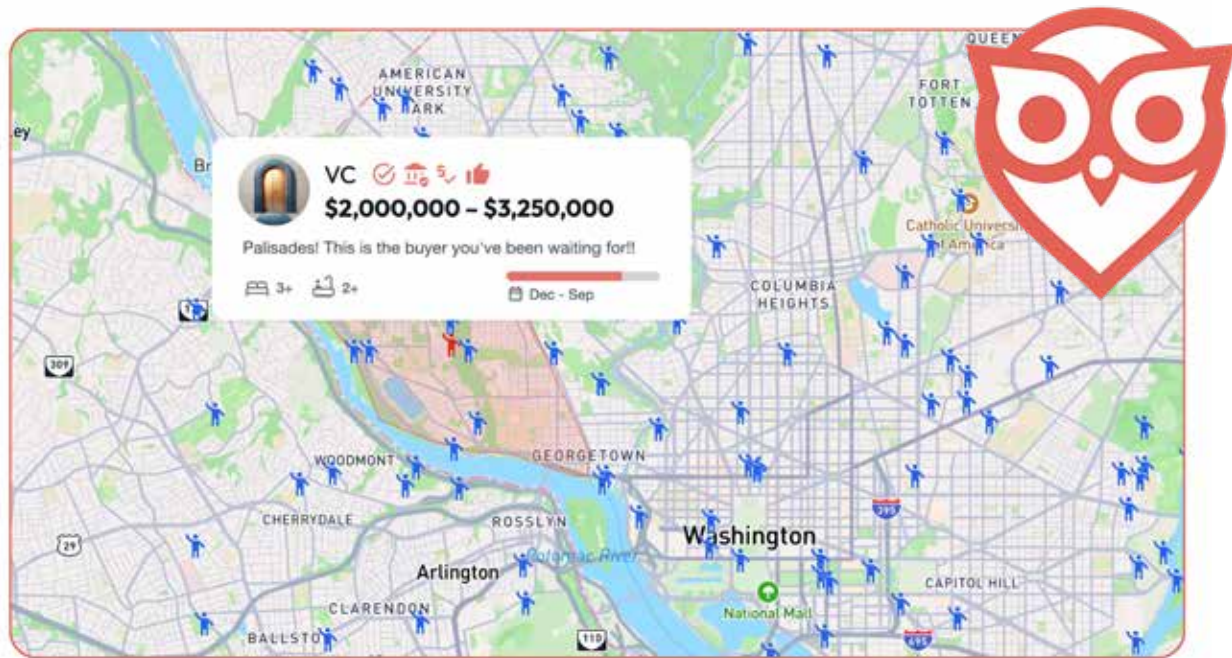
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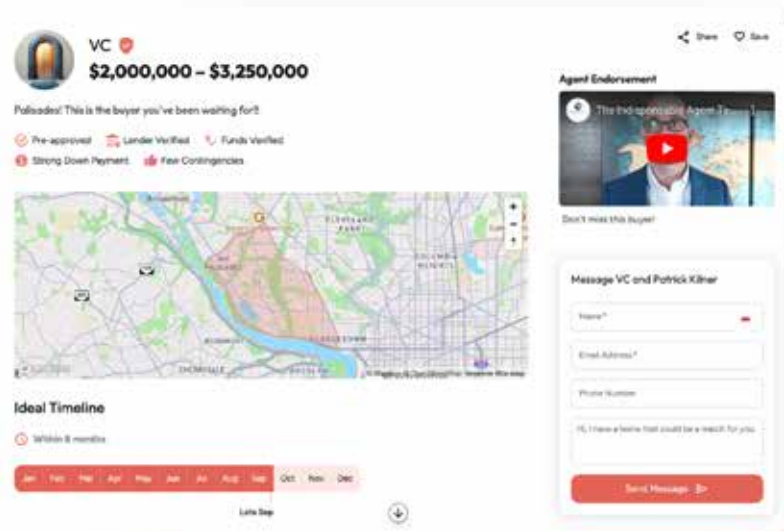
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In Maryland Buyer Beware, Still. *A little.*

THE POTOMAC MURDER HOUSE AND FACTS THE LAW SAYS YOU DON'T HAVE TO DISCLOSE

July 20, 1995 was ordinary for most, but a nightmare for two Maryland families. A young man brutally murdered his boss, a father and his three daughters at their home in Potomac.[1] The father (and his widow), bought the home in 1986 for \$415,000. [2] Six years after the murders, the home sold for \$790,000.[3] You may be thinking, *someone bought this home knowing about the five murders and for market price???*

In 2001, Maryland followed the doctrine of *caveat emptor* for real estate sales, or “buyer beware”. Maryland law required a seller of a single-family residential property to give prospective homebuyers either a disclosure or a disclaimer statement.[4] If seller provided a disclaimer statement, then it was a true “as-is” sale, unless the sales contract said differently. Basically, seller wiped their hands, counted their money and said, *good luck, buyer, this place is your problem now!*

Sellers also did not have to disclose facts about certain psychologically stigmatizing events, like the property being the site of a “homicide, suicide, accidental death, natural death, or felony”. [5] By statute, these are neither material facts nor latent defects, so their disclosure is protected under Maryland law.[6]

Our Potomac seller did not have to reveal the murders, so, the buyers may not have known.

In 2005, a change to Maryland law (mostly) did away with *caveat emptor* by requiring a seller of single family residential property to disclose latent defects of which they have actual knowledge, even if selling “as-is” with a disclaimer statement.[7] “Latent defects” are material defects that a buyer would not reasonably be expected to observe by a “careful visual inspection” of the home, and which would “pose a direct threat to the health or safety” to the

buyer or other occupant.[8] While the disclosure requirement changed, the exclusions relating to stigmatized property did not.

Amidst the Maryland shift, it is worth noting the legal landscape of our DMV counterparts. D.C. law, like Maryland, once followed *caveat emptor*, but now requires that a disclosure statement “list [] actually known defects” related to certain physical aspects of the property.[9] Unlike D.C. and Maryland, Virginia law still mostly follows *caveat emptor*. [10] The DMV stands on common ground, however, for the exclusions relating to stigmatized property, where neither Maryland, nor D.C., nor Virginia law require disclosure if the home was the site of a homicide, felony or suicide.[11]

Against a partially new legal framework, in 2019, our 2001 buyers decided to sell, and like their seller, did not have to share the multiple-victim homicide.

The initial asking price was \$1,250,000[12], and at its lowest in 2020, was \$949,900.[13] While COVID-19 negatively impacted many things, interest rates were not among them, with 2021 averages between 2.5-3% for a 30-year fixed-rate purchase mortgage. [14] The residential refinance and resale markets were hot. In 2021, the home sold for \$1,135,000.[15] By comparison, in 2020, a neighboring home with *less* amenities sold for \$1.32 million.[16] COVID-19 was unlikely to blame.

And, the failure of an agent to disclose certain facts about stigmatized property is “not grounds for a disciplinary action”. [17]

So, technically, neither seller’s *nor* buyer’s agents were required to affirmatively disclose the murders.

But an agent may be subject to discipline if they “willfully make[] a misrepresentation” or act dishonestly.[18]

So if buyer’s agent asked the one question seller’s agent hoped to avoid, *i.e., have there been any murders in the home*, then seller’s agent could not lie. Like you, I wonder whether buyer’s agent asked the question.

Moral of the story? Maryland homebuyers: beware...still...a little.



Hope Gouterman provides strategic legal solutions to her commercial real estate clients. Focused on real estate transactions, her clients include property owners, investors and developers in acquisition, financing, development and leasing matters locally and throughout the United States.

[1] Moar, B., O'Hanlon, A., *Laborer Charged in Potomac Slayings*, The Washington Post, July 21, 1995, <https://www.washingtonpost.com/archive/politics/1995/07/22/laborer-charged-in-potomac-slayings/bd96570e-20cf-456e-9b1c-67ff4abe60c7/>.
[2] Maryland Department of Assessment and Taxation (SDAT), Real Property Data Search, <https://sdat.dat.maryland.gov/RealProperty/Pages/default.aspx> (2025).
[3] *Id.*
[4] Md. Code Ann., Real Property § 10-702(c)(2001).
[5] *Id.* at § 2-120(a)-(b)(2001).
[6] *Id.*
[7] *Id.* at § 10-702(d)(2024).
[8] *Id.* at § 10-702(a).
[9] D.C. Code § 42-1305.
[10] Va. Code Ann. §55.1-703.
[11] See Md. Code Ann., Real Property § 2-120; see also D.C. Code § 47-2853.198; see also Va. Code Ann. §55.1-713.
[12] Zillow, Zillow Home Details: Zestimate, https://www.zillow.com/homedetails/_zpid/ (2025). Please note that for privacy reasons, the entire reference (including the property address) is redacted.
[13] *Id.*
[14] Loan Factory, *Historical last 5 Years Conventional Purchase Mortgage Rates in Maryland*, <https://www.loanfactory.com/historical-rates?state=Maryland&period=5Y> (2025). To illustrate the point, the current average rate is approximately 6%. *Id.*
[15] Maryland Department of Assessment and Taxation (SDAT), Real Property Data Search, <https://sdat.dat.maryland.gov/RealProperty/Pages/default.aspx> (2025).
[16] *Id.*
[17] Md. Code Ann., Business Occupations and Professions § 17.322.1 (2025).
[18] *Id.* at § 17-322(b)(3), (25). And, “[a]ny words or acts which create a false impression covering up the truth, or which remove an opportunity that might otherwise have led to the discovery of a material fact... are classified as misrepresentation, no less than a verbal assurance that the fact is not true.” *Rhee v. Highland Dev. Corp.*, 182 Md. App. 516, 526 (2008) (quoting W. Page Keeton et al., *Prosser and Keeton on Torts* § 106 (5th ed. 1984)).

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Charlie Latimer

LOANSTEADY

Playing To Win

BY GEORGE PAUL THOMAS
PHOTOS BY RYAN CORVELLO

As the Senior Vice President of Residential Lending at Loansteady, Charlie Latimer brings more than hustle to the table. He brings grit, clarity, and an unwavering commitment to helping others scale. “I’m not here just to close loans,” Charlie says. “I’m here to build.”

From Leasing to Lending

Originally from Maryland, Charlie started his career in commercial leasing before pivoting to mortgage in 2019 at a consumer-direct shop in Fairfax, VA. From day one, he knew he wanted more than just a job—he wanted a career where he could make an impact.

“What drew me in was the challenge,” he says. “I saw how complex and competitive the mortgage space was, and that lit a fire in me.”

Since then, Charlie has built a reputation as a go-to guy for agents looking for more than just a rate quote. He’s known for being outgoing, solution-oriented, and totally immersed in his partners’ growth. In just a few short years, he’s doubled his business, even as the industry hit a 40-year low.

“When the market compressed in Q2 of 2022, most people hit the brakes,” Charlie explains. “I floored it. That mindset has made all the difference.”





Why Loansteady

After leading his own successful branch, Charlie made the leap to Loansteady just a few months ago. But make no mistake—this wasn't a decision made lightly.

"I wanted a company that aligned with my values: lean, agile, and built to scale," he says. "Loansteady checked every box. No red tape. No middle management. Just pure execution."

Now working out of the Clarendon office, Charlie serves as both a producing manager and strategist. With a lean team of three, he's found the sweet spot for performance: tight, efficient, and ready to move fast.

"Too many chefs in the kitchen slow things down," Charlie says. "At Loansteady, I have the power to make decisions and execute. That speed lets me stay on offense and deliver results."

More Than a Loan Officer

What sets Charlie apart isn't just his speed or savvy—it's his mindset. He doesn't see himself as a service provider; he sees himself as a true business partner. That means recruiting talent for his agent partners, strategizing on growth, and stepping into the trenches when things get tough.

"Value can't be faked," Charlie says. "You either bring it or you don't. My partners know I'll show up, think big, and move fast. That's what separates me from the pack."



And it's working. His agents are thriving. His clients are winning. And the industry is noticing.

Culture, Systems, and Support

At Loansteady, Charlie has found more than the right tools—he's found the right culture. From the tech stack to the leadership team, everything is engineered for high performance.

"The support staff understands that everyone is the customer, not just the borrower, but the agent, the title rep, even the insurance agent. That mindset changes everything."

The result? Charlie gets to focus on what matters most: production and partnership. And because Loansteady is built for speed and scale, there's nothing holding him back.

Life Outside the Office

Outside the office, Charlie stays grounded through family, fitness, and a deep love for the outdoors. He's incredibly close with his nieces and nephews, especially his two local nephews, with whom he shares arcade battles, sports games, and tons of laughs. "They keep me young — and keep my jump shot in check," he jokes.

Family is a central part of Charlie's life. His bond with his siblings is strong, and he prioritizes time with his extended family as often as possible. From holiday gatherings to spontaneous weekend hangouts, he makes the most of every opportunity to connect. "At the end of the day, everything I'm building professionally is so I can show up fully for the people who matter most. I want my family to be proud — and I want to be present."

Whether snowboarding in the winter or enjoying some high-end "glamping" in the summer, Charlie recharges best when he's outdoors and off the grid. He also loves staying active, spending time with friends, and — true to his nature — never turns down a challenge.

Looking Ahead

Charlie isn't slowing down anytime soon. His vision is clear: grow, serve, and stay ahead of the curve. With Loansteady, he sees limitless opportunity to scale his impact, not just for himself, but for everyone in his orbit.

"This is a business of speed and precision. At Loansteady, I have both. And that's how I help my partners win."

Ready to elevate your business? Visit [Loansteady.com](https://loansteady.com) and contact Charlie at 301-943-1326 or email Charlie@loansteady.com. You can also reach out to Hayden Sloss, Founder, at 703-994-5544.





VAL & CHRIS
VINSON

CONNECTING PEOPLE & CHANGING LIVES

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Val and Chris Vinson are a dedicated husband-and-wife duo excelling in the real estate industry. As REALTOR®s with Century 21 Redwood Realty, they combine their unique strengths and personalities to serve their clients effectively. Chris is known for his down-to-earth personality and quick wit with a natural ability to make everyone around him laugh, while Val’s outgoing nature enables her to build strong connections effortlessly. Together, they have built a reputation for reliability, professionalism, and genuine care for their community.

From Different Paths to a Shared Passion

Chris is originally from Colorado, and Val grew up in Ellicott City, Maryland. Their academic journeys led them down different paths before they ultimately found their

passion in real estate. Chris studied broadcast journalism at Montgomery College, while Val earned a bachelor’s degree in music education from the University of Maryland and later a master’s in education administration from McDaniel University.

Prior to becoming a real estate professional, Chris worked in hospitality and sales, gaining expertise in customer relations and negotiation. Val dedicated years to teaching elementary school music and continues to teach part-time for Frederick County Public Schools. Their past careers have influenced their current roles, equipping them with the necessary patience, communication skills, and adaptability to navigate the fast-paced world of real estate.



“My clients become family. They know they can count on me to always look out for their best interests.” – Val Vinson

“Teaching has prepared me for real estate in so many ways,” Val shares. “Patience, guidance, and trust are essential in both professions, and I take pride in walking my clients through one of the biggest decisions of their lives.”

Chris echoes this sentiment, emphasizing how his previous experience has shaped his client-first approach. “Working in hospitality and sales taught me how to anticipate people’s needs and make meaningful connections. In real estate, it’s about helping people find the right home that truly suits them.”

Finding Their Footing

Val became a licensed real estate agent in 2017, initially intending to assist in the sale of their first home. After a frustrating experience, she decided to take matters into her own hands. While she had originally aimed for a career in school administration, her real estate career quickly took off as she realized her passion for guiding people through buying and selling homes.

Chris joined the industry in 2019 after seeing the rapid growth of Val’s business. “I wanted a job that allowed me to spend more time with my family,” he explains. “Val’s business was thriving, and she needed support, so I decided to take the leap.”

Today, they work as a seamless two-person team while still being listed as solo agents. Their shared commitment to client service, attention to detail, and transparent communication have set them apart in the competitive real estate industry.

Rising to the Top

Val’s track record speaks for itself, with 34 transactions closed in 2024, totaling \$21 million in volume. For 2025, she is on track to reach \$25 million in sales. Her hard work has earned her prestigious recognitions, including the Centurion Producer Award from Century 21 (2020-2024), the 2024 Sass Choice Award for Best Realtor in Frederick, and being named a Real

“I don’t measure success by commission checks. I find fulfillment in helping people turn their homeownership dreams into reality.” – Chris Vinson





Photo by Maggie Cullen



of their free time, however, is devoted to supporting their daughters’ sports activities. “With all three girls playing soccer and two also in basketball, we’re always on the go,” Val says.

She also finds fulfillment in giving back to the community. “Last year, I led our community’s Christmas event, which brought thousands together for a parade and tree lighting. It was rewarding to see so many families enjoy the festivities.”

Producers Top 40 Under 40 agent in 2023. Additionally, she has been featured on Washingtonian’s Top Real Estate Agent list from 2020 to 2024.

Despite their achievements, Val and Chris remain focused on their core values. “I don’t measure success by commission checks,” Chris states. “I find fulfillment in helping people turn their homeownership dreams into reality.” Val adds, “I don’t follow sales scripts or rigid marketing plans. My business has grown through taking care of my clients and staying authentic in every interaction.”

Family, Fun, and Life Beyond Real Estate

Family is at the heart of everything Val and Chris do. They have three daughters—Clara (13), Della (11), and Penny (6). Their home life is active, filled with youth sports, travel, and quality time together.

“We love spending summers at our home near Bethany Beach,” Val says. “It’s our sanctuary, where we can relax and enjoy uninterrupted family time.”

Chris is a passionate baseball fan, particularly of the Baltimore Orioles. “We attend as many games as possible,” he shares. “Each summer, we plan a trip to see the Orioles play at a different stadium. Last year was Yankee Stadium, and this year, we’re heading to Wrigley Field.”

Outside of work, Chris enjoys golfing and coaching youth sports, while Val stays active with Burn Boot Camp. Most

Looking to the Future

As they continue growing their business, Val and Chris have a clear vision for their future. Chris prioritizes financial stability and sustainability in their careers, while Val aims to maintain her status as a leading agent in her community. “I’d love to invest in one or two rental properties,” she shares. “But my biggest goal is to be present as a wife and mom during this pivotal stage in our daughters’ lives.”

Val finds inspiration in a quote by John Lennon: “Count your age by friends, not years. Count your life by smiles, not tears.” This mindset reflects her belief in fostering genuine relationships, both personally and professionally.



For Chris, the key to success is staying true to their mission. “At the end of the day, it’s about helping people,” he emphasizes. Val agrees, adding, “My clients become family. They know they can count on me to always look out for their best interests.”

With years of industry experience, Val and Chris have valuable insights for aspiring real estate professionals. Chris stresses the importance of building genuine relationships. “Every transaction should be handled with care and attention—it’s not just about closing deals.”

Val keeps her advice simple yet impactful. “Be yourself. People recognize authenticity, and that’s what builds a long-term, successful career.”

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THOMAS SANTUCCI

Cooking Up His Way To The Top



BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

On a crisp February morning in 2020, Thomas Santucci stepped into his new reality. It wasn't the bustling kitchen of a Michelin-starred restaurant, where the clatter of pans and the intensity of service had once dictated his every move. Instead, it was the quiet anticipation of an open house, the nervous energy of his first listing, and the weight of a client's trust resting squarely on his shoulders. He had traded his chef's knife for a set of keys, his white apron for a tailored suit, and his world had shifted from crafting exquisite meals to helping people find the perfect home.

For Thomas, real estate wasn't a fallback—it was a calling.

The Making of a Realtor

Born and raised in Germantown, Maryland, Thomas had always been

drawn to careers that required skill, discipline, and a touch of artistry. His first love was food. By the time he was 15, he was already working in the kitchen at Clyde's Tower Oaks Lodge, learning the rhythm and rigor of a professional kitchen. Instead of following the traditional college path, he pursued his passion at La Academie de Cuisine, setting him on a course toward some of the most respected fine-dining establishments in the country.

At just 21, Thomas had risen through the ranks to become a Sous Chef at Fiola, a Michelin-starred Italian restaurant led by the renowned Fabio Trabocchi. The long hours, high-pressure environment, and relentless pursuit of perfection shaped him. "I was always the youngest in the kitchen," he recalls. "Navigating that world required mental toughness. I

learned that the fastest way to grow is to fail quickly and learn from it."

But something inside him yearned for more. He wanted to build something of his own, to connect with people in a different way. The idea of real estate had always intrigued him—the ability to guide people through life-changing decisions, to offer stability, and to be a trusted advisor. And so, in early 2020, he made the leap.

Bringing Michelin-Star Standards to Real Estate

Real estate, much like fine dining, is about precision, presentation, and the experience you create for people. Thomas understood this instinctively. In the same way, a chef ensures every dish leaving the kitchen is flawless. He approached each transaction with meticulous care.

"I don't just sell homes—I guide people through one of the biggest financial and emotional decisions of their lives," he explains. "My job is to take the stress out of the process, to make sure my clients feel informed, empowered, and excited about their future."

His approach quickly set him apart. Last year, he closed 18 transactions totaling \$10.1 million in sales. This year, he's on track to surpass \$15 million. His deep knowledge of Montgomery County, where he grew up, gives him an insider's perspective on neighborhoods, schools, and market trends. Clients trust him because he listens, educates, and simplifies the process. It's no surprise he's earned recognition as a Zillow Top Agent and a Top Agent by Washingtonian Magazine.

A Life Well-Lived

While Thomas thrives in the fast-paced world of real estate, he is equally devoted to his life outside of work. Family is at the heart of everything he does. His mother still resides in Germantown, while his father is in Pittsburgh. The youngest of three siblings, he shares a deep bond with his two older sisters. Weekends at Deep Creek Lake, where his family owns a boat, are a cherished escape—fishing,



cruising the water, and unwinding under the open sky.

Yet, his love for cooking never faded. Beyond his own table, Thomas has found a way to carry his culinary roots into his real estate career. As a personal tradition, he bakes a loaf of sourdough for his clients at closing—a simple yet meaningful gesture that reflects his transition from chef to REALTOR®. “Giving bread as a gift symbolizes sustenance, hospitality, a wish for prosperity, and may your family never know hunger.” For Thomas, it’s more than just a loaf of bread—it’s a way to nourish new beginnings.

Thomas is also a man of many passions. Skiing in the winter, playing guitar, strategizing over chess matches, and hitting the gym keep him balanced. “Chess is a lot like real estate,” he muses. “It’s about thinking ahead, anticipating problems before they happen, and always being a few steps ahead.”

Giving back is equally important to him. He volunteers with Sleep in Heavenly Peace, a nonprofit that builds beds for children in need. “No kid should have to sleep on the floor,” he says. “Being able to do something tangible that changes a child’s life—it’s incredibly fulfilling.”

A Vision for the Future

Thomas doesn’t just think about his next deal—he thinks years ahead. Real estate, for him, is part of a bigger dream. “Eventually, I want to own commercial properties and build a portfolio of investment homes,” he shares. “But more importantly, I want



Be someone people can trust. And most importantly, give without expecting anything in return. The more value you provide, the more success will follow.”

to keep growing as a person. Success in real estate isn’t just about numbers—it’s about who you become in the process.”

He lives by a quote from Theodore Roosevelt:

“People don’t care how much you know until they know how much you care.”

It’s this philosophy that drives him to go above and beyond for his clients to ensure every transaction is handled with honesty, integrity, and a personal touch.

For those looking to break into real estate and reach the top, Thomas offers simple but powerful advice:

“Become a person of value.” He explains: “That means being reliable. Do what you say you’re going to do when you say you’re going to do it. Be someone people can trust. And most importantly, give without expecting anything in return. The more value you provide, the more success will follow.”

From fine dining to fine homes, Thomas Santucci’s journey is a testament to hard work, adaptability, and an unwavering commitment to excellence. Whether he’s plating a dish or closing a deal, his goal remains the same—to serve others with passion, precision, and purpose.

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DANIEL HEIDER

REDEFINING LUXURY REAL ESTATE

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Daniel Heider is more than just a top real estate professional—he’s a force shaping the very fabric of the residential real estate industry. As the CEO and Founder of “The HEIDER Company” at TTR Sotheby’s International Realty, he has built a brand synonymous with exceptional service, cutting-edge advertising, and an unmatched understanding of the ultra-premium market. But behind the record-breaking sales and accolades is a person deeply committed to his craft, his clients, and his community.

For Daniel, real estate is about more than just transactions; it’s about creating lasting relationships and delivering unparalleled experiences. His drive, creativity, and unwavering standards have propelled him to the top of his industry, but his authenticity and passion for what he does are what truly set him apart.

A Foundation Built On History

As a fifth-generation Washingtonian, Daniel is more than familiar with the rhythm of the city. He grew up immersed in the culture, architecture, and history that make DC such a unique place to live and work. His deep connection to the area fuels his passion for

helping clients navigate one of the country’s most sought-after real estate markets.

“Washington is America’s Paris—rich in culture and where important decisions are made,” he reflects. “While Paris is the epicenter of love, DC is the epicenter of influence.”

That understanding of the city’s significance has made Daniel a trusted advisor to high-profile clients, business leaders, and international investors. His ability to blend market knowledge with a personal touch has earned him a reputation as one of the most respected professionals in the industry.

The HEIDER Approach

At “The HEIDER Company”, luxury isn’t just about price—it’s about experience, service, and value. Daniel and his team take a holistic approach to real estate, ensuring that every transaction is seamless, strategic, and tailored to their clients’ needs.

“Our role extends far beyond buying and selling homes,” he explains. “We anticipate shifts, provide data-driven guidance, and offer a level of service that is simply unmatched.”





Their commitment to white-glove service and innovative “advertising” is one of the key reasons HEIDER is the most-followed real estate practice in the world on social media, with over 4.3 million followers across their exclusive platforms. By blending cutting-edge techniques with a talent for cinematic storytelling, Daniel and his team elevate the real estate experience to an entirely new level. This powerful combination of visibility, strategy, and expertise has translated into unparalleled market success.

In 2024 alone, HEIDER closed over \$487 million in total sales and under-contract transactions, including the highest-recorded home sale in Washington, DC history—2400 Foxhall Road for \$25 million. Heider was responsible for three of the top four sales in Washington, DC, last year, representing both buyers and sellers in the area’s most exclusive transactions. No one sold more real estate above \$7 million in Northwest DC or Virginia than HEIDER, further cementing his team’s dominance across the Capital Region’s ultra-premium market.

“Washington is America’s Paris—rich in culture and where important decisions are made. While Paris is the epicenter of love, DC is the epicenter of influence.”

Their success has earned them widespread recognition, including being ranked the #1 Small Team by Sales Volume in the Capital Region by RealTrends - as advertised in The Wall Street Journal for three consecutive years, as well as securing the title of #1 in Sales Company-Wide at TTR Sotheby’s International Realty for five consecutive years. Daniel’s personal accolades include the Washington Business Journal’s Residential Broker of the Year Award (2023), a spot among Sotheby’s International Realty’s Top 100 Global Sales Advisors for three consecutive years, and being honored as one of Washington Business Journal’s 40 Under 40.

While these numbers and achievements are remarkable, Daniel sees them as more than just milestones; they are testaments to his team’s relentless pursuit of excellence, their ability to anticipate market shifts, and their deep-rooted commitment to their clients’ successes.

Beyond The Business

For all his success, Daniel remains deeply grounded in his values. His career is built on

more than just deals—it's built on relationships, integrity, and the desire to give back.

Outside of real estate, Daniel is passionate about philanthropy and the arts. He serves on the board of directors for the National Symphony Orchestra at the Kennedy Center and actively supports organizations such as the Children's Hospital, Make-A-Wish, and Best Buddies.

"In my experience, the key principles for building success in this industry include authenticity, trust-building, and an unwavering commitment to providing exquisite service," Daniel says.

At home, Daniel finds balance through his love of travel, spending time with his dog, Buck, and sharing life with his partner, Trevor, and their children. Despite his fast-paced career, he makes it a priority to enjoy the moments that matter most.

"I'm a firm believer in not taking life too seriously," he shares. "Humor and laughter are some of the best ways to stay grounded and navigate the complexities of both work and personal life."

Looking Ahead

As Daniel looks toward the future, he is laser-focused on continuing to set new benchmarks in the industry. His goal is not just to maintain success but to elevate it to the next level.

"I expect 2025 to be another record-breaking year," he says. "We're expanding our presence, strengthening our client offerings, and further solidifying our position as the premier real estate practice in the Capital Region."

Daniel remains committed to mentoring the next generation of top-producing agents, ensuring that his team continues to lead the industry for years to come.

Through it all, Daniel remains dedicated to the principles that have guided him from the beginning: integrity, excellence, and an unwavering commitment to his clients.



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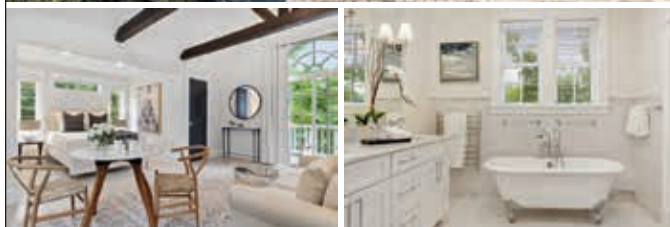


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City Club of Washington | March 20, 2025

PHOTOS BY RYAN CORVELLO

The DC Metro Real Producers community came together for a powerful morning of connection and transformation at our exclusive **Mastermind with Thomas Blackwell**. Hosted at the elegant City Club of Washington, this private event gathered top agents and preferred partners for a high-impact experience centered on mindset, purpose, and growth.

Renowned speaker and author **Thomas Blackwell** took the stage and delivered a keynote that deeply resonated with attendees—challenging us to elevate the language we use and the way we show up in both business and life. His message, “The Liberty of Our Language Revealed,” served as a catalyst for reflection, inspiration, and action.

This memorable event wouldn’t have been possible without the support of our valued sponsors, **Town & Country Movers** and **C.L.A. Title**, whose commitment to our community helped bring this vision to life.

Ryan Corvello masterfully captured the essence of the day through photography, while **HD Bros** brought the event to life on film—preserving the energy, insights, and real estate relationships that were formed and strengthened throughout the morning.

As always, we are grateful for the opportunity to bring together the best in our industry. Here’s to continued collaboration, elevated conversations, and the incredible events still to come.

We can’t wait to see you at our next celebration: the **Walk of Fame 100th Issue Celebration**—a milestone event that promises to be one for the books.

For more information on all DC Metro Real Producers events, please email us at info@dcmetrorealproducers.com.

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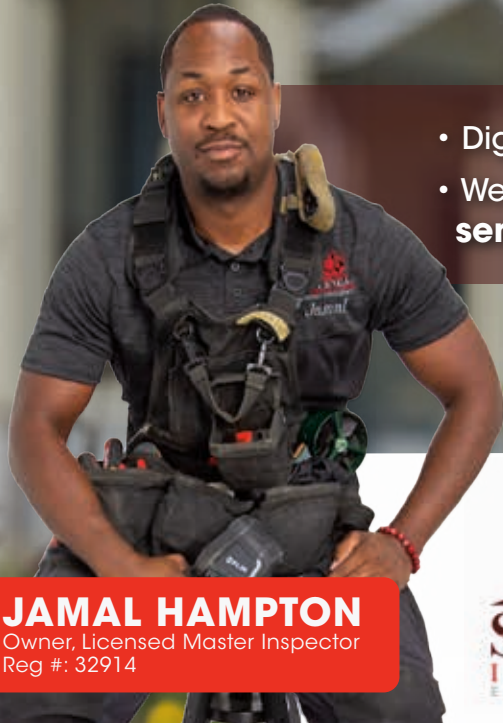
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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Disclaimer: Information based on MLS closed data as of April. 4, 2025, for residential sales from January 1, 2025, to March 31, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C.; and Frederick, Montgomery, and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report data under an individual agent’s MLS ID.

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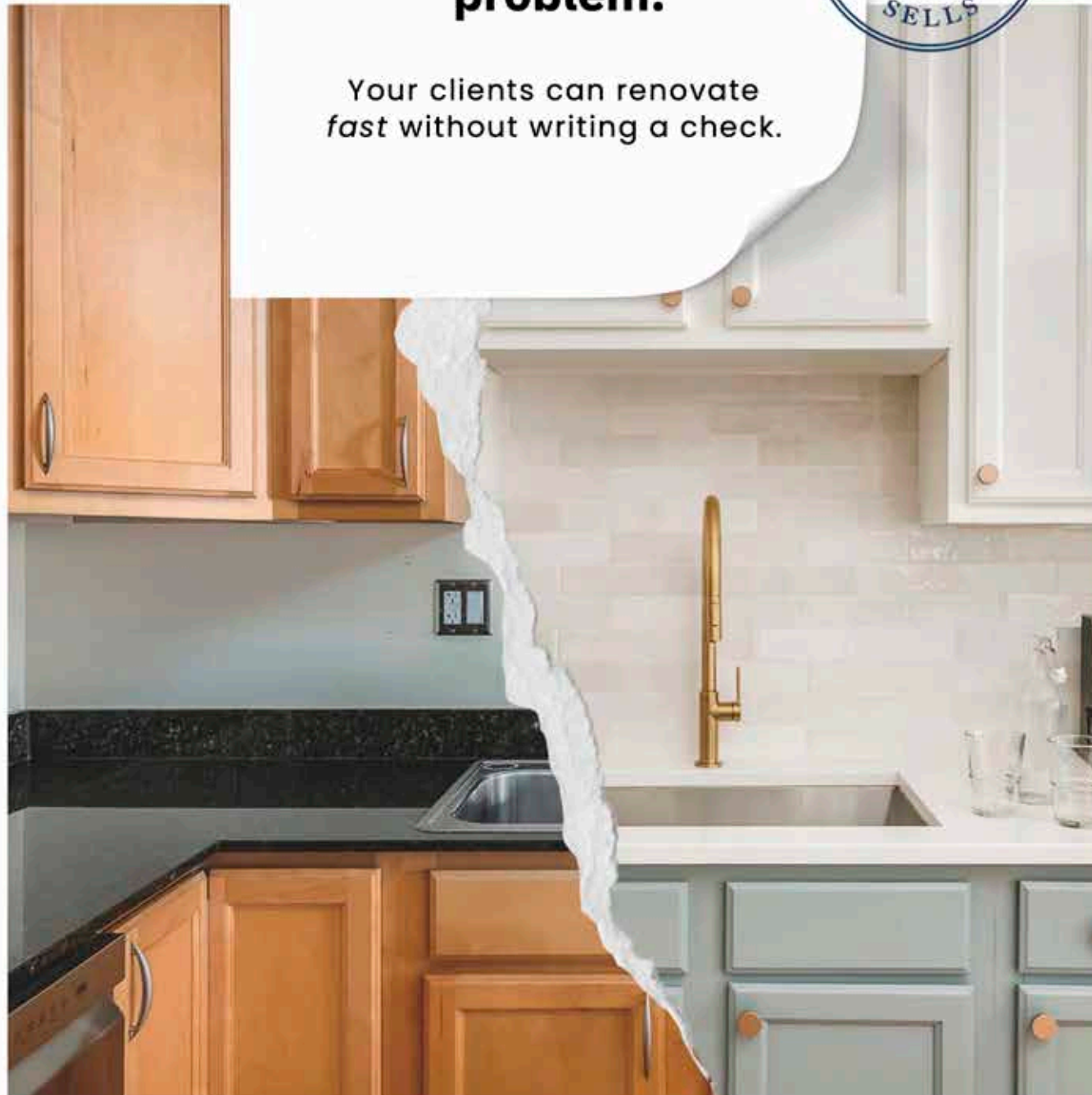
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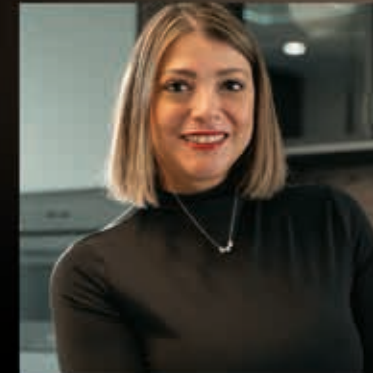
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