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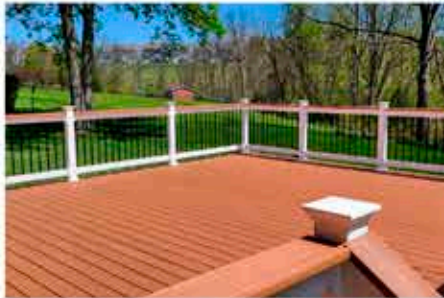
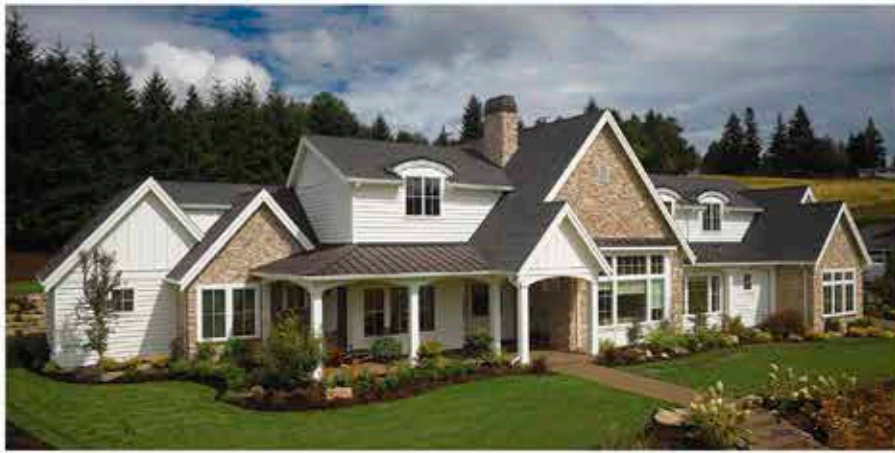
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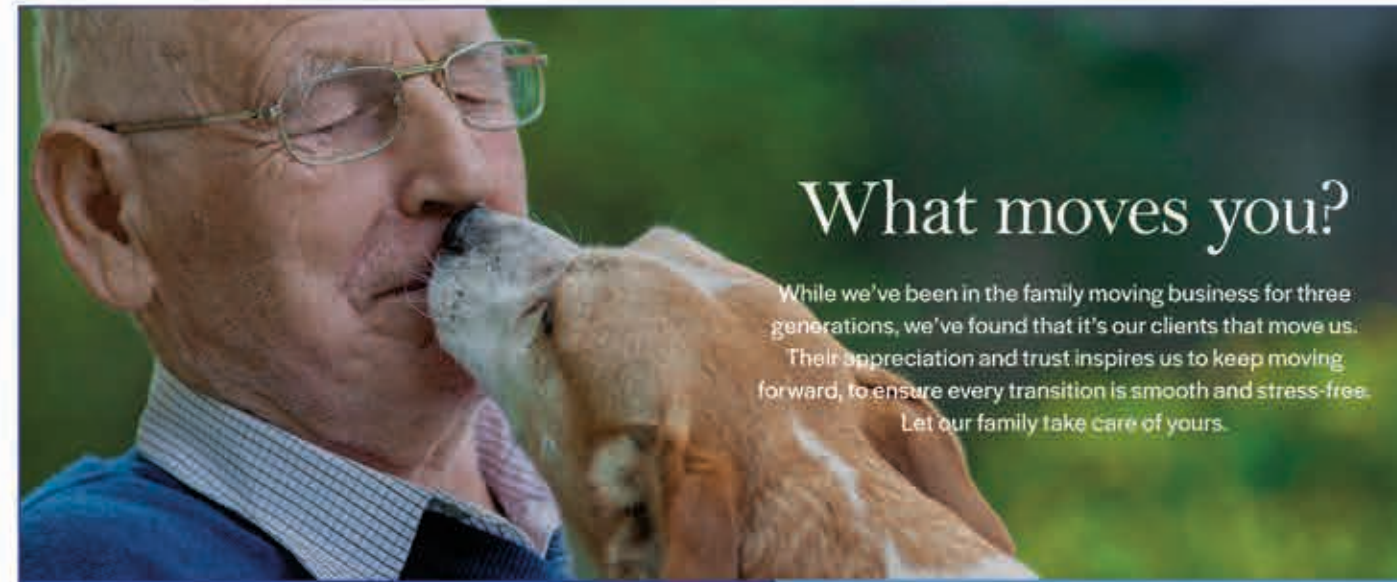
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Hello April, A Time for Renewal!

April brings a renewed sense of energy and opportunity. As the season shifts and spring fully blooms, we're reminded that growth often comes from stepping outside our comfort zone and embracing fresh experiences. It's the perfect time to reconnect with our goals, strengthen relationships, and build momentum for the months ahead.

In our Real Producers community, renewal is reflected in every conversation, every collaboration, and every chance we have to come together. The spirit of support and shared success continues to define who we are and what we're building.

We're looking forward to our upcoming **Pickleball Classic on May 6th** — a lively and fun way to gather, connect, and enjoy some friendly competition. Whether you're on the court or cheering from the sidelines, it's sure to be a great opportunity to strengthen relationships and celebrate community.

"When we refresh our goals, we renew our purpose."

Here's to stepping into spring with enthusiasm, connection, and a renewed sense of possibility.



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In a Marketing Rut? TRY THIS!

BY WADE VANDER MOLEN

I was talking to a Realtor client of mine a few weeks ago, and she asked me to help her come up with several different strategies to generate buyer business. Keep in mind, this was not a new Realtor, but a long-time veteran. I sent her 11 different ideas that she could use that would help her create buyer opportunities. It made me realize that even seasoned agents are sometimes in a “marketing rut.” Those same tried and true methods are either not having the same effect in 2026 like they used to, and they are also looking for some new ideas that will help them get one step ahead. If you are in a marketing rut, here are some ideas to consider.

CMA A Day for 30 Days

Look at your database. People you sold condos and townhomes to 3 or more years ago. Other people that fall into major life buckets. Find your top 30 homeowners that meet this criteria, and create a CMA to what their home would sell for in today’s market. Send the CMA to one home a day for the next 30 days. Follow it up with a phone call to make sure they received it and ask if they have questions or want to discuss potential options for selling.

You can also send out this email to your database: “

As we kick off the new year, many friends and clients are wondering about their home equity position. I’m setting aside time over the next few weeks to create personalized home equity reports for friends and clients. If you would like me to create a custom home equity report for you, just reply to this email.

*Happy New Year,
-Wade “Home Equity” Vander Molen*

Spring Marketing Client Appreciation Event

Lot of Realtors do Spring events, but many do not. They rely on that postcard or monthly newsletter to do the trick. In 120 days stretch where many of the real estate transactions are done, it’s super important to get back in front of not only your SOI and past clients, but also those buyers and sellers on the other side of your transactions over the years. Those people should also be in your database as a source of client and referral business. Partner with your top Title Rep to help with your Spring event.

QR Code to Your YouTube Video

Anytime you send out a postcard, newsletter or anything that shows up in the mailbox of a homeowners do this: Shoot a video with your message for the intended homeowners and upload that

video to your YouTube channel. Turn the YouTube link into a QR code and put the QR code onto the postcard with a YouTube logo and an arrow pointing and saying, “Scan the QR Code.”

Get the homeowners off the postcard and onto the YouTube video where they get to see, hear, and get to know you. Have the right “calls to action” to get them to reach out to create a conversation. A cheat code is to tell them to “book a time with you” by clicking the “Calendly Link” in the YouTube video description.

In a marketing rut? Implement these three marketing actions to create more business!



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

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April Showers Bring... Tree Questions?

As spring arrives and April showers coax new growth from every branch and bud, real estate agents often find themselves fielding questions from clients about a perennial concern: trees. Specifically, clients want to know what they can do about a neighbor's tree limbs hanging over their property and who bears responsibility when a tree comes crashing down. Here's what you should know.

Can My Client Trim a Neighbor's Tree?

The short answer is yes, but with important limitations. Under the common law "self-help" doctrine recognized in both Maryland and the District of Columbia, a property owner generally has the right to trim branches and roots that encroach onto their property. However, this right extends only to the property line and not an inch beyond.

Property owners exercising this self-help remedy should keep several principles in mind. First, they may only cut back to the boundary line, and they cannot enter the neighbor's property to do so without permission. Second, they typically cannot recover the costs of trimming from the neighbor unless a local ordinance provides otherwise. Third, and this is crucial they must take care not to damage the health or structural integrity of the tree. If aggressive trimming kills the tree or causes it to

become unstable, the trimming party could face liability for the resulting damage.

Agents should advise clients to proceed cautiously with mature or valuable trees. When in doubt, consulting an arborist before making cuts can help avoid both horticultural harm and legal headaches.

Who Is Liable When a Tree Falls?

This is where things get more complicated. The general rule in both Maryland and the District of Columbia is that a property owner is not automatically liable simply because their tree falls and damages a neighbor's property. Liability typically depends on whether the tree's owner knew or should have known the tree posed a hazard.

A healthy tree that topples during an unexpected spring storm generally does not create liability for the owner. However, if a tree showed visible signs of disease, decay, or instability and the owner failed to address the hazard, the owner may be held responsible for resulting damage. Courts look at factors such as obvious trunk rot, dead branches, fungal growth, significant leaning, and whether the owner received complaints or warnings about the tree's condition.

From a practical standpoint, this means the injured neighbor's homeowner's insurance often covers the damage to their own property, and they would need to demonstrate the tree owner's negligence to pursue a claim against that neighbor.

Practical Guidance for Agents

When clients raise tree-related concerns during a transaction, agents should encourage them to document the condition of trees near property lines both their own and their neighbors'. Photographs and written communications can become important evidence if a dispute arises later. Clients with concerns about a neighbor's tree should consider sending a polite written note, as this helps establish that the neighbor was aware of a potential problem.

As always, agents should remind clients that specific legal questions merit consultation with an attorney. But understanding these basic principles will help you guide your clients through the budding questions that spring inevitably brings.

We want the Legal Hotline to be a conversation so please send your questions and topic suggestions to hotline@shulmanrogers.com.



About the author (drafted with the assistance of AI): Erin August is an Attorney 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 husband, son and cat.

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DELIVERING PEACE OF MIND

BY GEORGE PAUL THOMAS
PHOTOS BY RYAN CORVELLO

Some businesses are built through strategy. Others are built through service, heart, and generations of shared purpose. For Town & Country Movers, Inc, the story begins with family and continues through decades of helping people navigate one of life's most emotional transitions with care, calm, and trust.

As a family-owned and operated company based in Gaithersburg, Maryland, Town & Country has become a trusted name across the DMV. But behind the brand are the people who live the mission every day, including Lindsay Rothschild Campanella, Jason Bass, Jordan Bass, and Ryan Bass, who serves as Vice President. Each brings a unique path, personality, and role to the company, yet they are united by a shared belief that moving is about far more than boxes and trucks.



A Calling Discovered Through Care

For Lindsay Campanella, the move management side of the business became a calling through an unexpected spark. Encouraged by her mother to explore the creative side of senior move management, Lindsay took on her first project,

not knowing how deeply it would impact her.

“On my first project, I transformed an empty and sterile assisted living apartment into a warm, cozy, and familiar home,” she shares. “The big reveal left my clients in happy tears. It felt like magic.”

That moment changed everything. What began as a part-time role quickly evolved into a full-time career, and in 2023, when Town & Country officially launched its move management division, Lindsay naturally stepped into a leadership role. Today, she affectionately refers to herself as the company's “chaos coordinator,” providing calm, organized support during what is often one of the most stressful moments in a person's life.

“Providing calm, organized support during a major transition is the most rewarding part of what I do,” Lindsay says. “Every project is treated as if we were taking care of our own family, filled with heart, honesty, and efficiency.”

A Business Built on Generations

For Jason Bass, Town & Country is more than a career. It is home. Having grown up in the business, his summers during college were spent packing, moving, and learning the ins and outs of the industry from the ground up. Though he briefly stepped away to teach English in Vietnam, the pull of the family business brought him back full-time in 2017.

“I was born into this industry,” Jason says. “And the most rewarding aspect by far is waking up and getting to work with my family.”

Now serving as Senior Relocation Manager, Jason focuses on estimating jobs, consulting directly with clients, and building strong relationships with Realtors across Montgomery and Frederick Counties. Friendly, outgoing, and deeply relationship-driven, he prides himself on being accessible and dependable.

“I don't believe in egos,” he explains. “I enjoy being a



Lindsay Rothschild Campanella



Ryan Bass



Jason Bass



Jordan Bass

resource for Realtors and always looking for ways to help.”

Jordan Bass followed a similar path, working as a packer and mover during college before officially joining the move management division two years ago. With a background in advertising sales at Xfinity, Jordan now oversees finance, HR, and the client specialist team. His growth required stepping outside his comfort zone, a challenge he embraced fully.

“Getting out of my comfort zone and pushing boundaries has helped me grow both professionally and personally,” Jordan shares.

Ryan Bass also followed the pull of family. A Potomac, Maryland native, Ryan has been with Town & Country for 17 years and now serves as Vice President, overseeing sales, marketing, and management. Friendly and easygoing by nature, he stepped into leadership during one of the company’s most defining seasons: the transition from first-generation ownership to the second generation.

“The transition of responsibility from first-generation family to second-generation was our biggest challenge,” Ryan reflects. “But it’s also what shaped us.”

For Ryan, the most rewarding aspect of the business is simple yet powerful: customer appreciation. He finds deep fulfillment in the relationships built through each move, and he values the people within the industry as much as the clients themselves.

“The people in this industry as a whole are what make it special,” he says. “Whether it’s Realtors, other vendors, or the clients, it’s generally a rewarding experience working with everyone.”

Outside of work, Ryan enjoys craft beer, sports, and spending time with Korra, his Bernedoodle, who keeps life entertaining at home.

What Sets Town & Country Apart

At the core of Town & Country’s success is a simple but powerful philosophy: treat every client like family. As a fully independent company, they maintain complete control over quality and service. They never subcontract jobs, and when challenges arise, they address them directly.

“If a problem ever comes up, we fix it ourselves and always speak directly with our clients,” Jason explains. “Our movers and packers treat customers like family.”

That level of care extends to their Realtor partners as well. Jason notes that top-producing agents value the peace of mind that comes from knowing their clients will be supported from start to finish.

“The level of service and care your clients receive is everything,” he says. “We stand by our referral partners and make sure homes are left clean and spotless.”

Jordan adds that their move management division has become one of the strongest in the country, supported by decades of experience and a loyal team, many of whom have been with the company for over ten years.

“No two moves are the same,” he says. “Our crews make sure every customer is happy before leaving their new home.”

Looking Ahead With Purpose

Looking toward the future, Lindsay hopes to continue building a workplace where employees feel valued and supported. “I want every employee to enjoy coming to work and feel like they are part of the family,” she says.

Jason keeps his goals open-ended, believing growth should never be capped. “I don’t believe in setting a finite goal,” he explains. “The sky is my limit here at Town & Country.”

Ryan remains focused on strengthening the company’s foundation while continuing to grow its relationships within the real estate community. With nearly two decades of experience under his belt, he sees the future as an opportunity to build upon what generations before him established, while continuing to modernize and evolve the business.

Together, the team remains grounded by shared values and a deep understanding of change. As Lindsay puts it, “The only constant in life is change,” a quote that reflects both resilience and purpose in an industry built around transition.

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“If you think move management is only for seniors or only during the move, come talk to me,” Lindsay says. “Anything you need, we can help make it happen.”

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To connect with the team, reach out directly to Jason Bass at 240-907-7126 or jbass@townandcountrymovers.com, or contact Town & Country Movers, Inc. to learn how their family can help yours.

“The level of service and care your clients receive is everything. We stand by our referral partners and make sure homes are left clean and spotless.”



CHAD MORTON

ALL GAS,
NO BRAKES



BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Some agents operate quietly. Chad Morton does not. His personality is unmistakable and unforgettable, a mix of high energy, creativity, and genuine warmth that immediately draws people in. “I have a very high amount of energy,” he says with a smile. “I am extremely outgoing, creative, and personable.” Those qualities are not just part of his charm. They are the foundation of his career. He believes every client deserves an experience full of enthusiasm and commitment. “My goal is always to bring my full self to the table,” he says. “People feel it when you are truly present.”

From Pittsburgh to the Classroom

Born in Allentown, PA, Chad’s family moved to Pittsburgh when he was young, and that is the city he calls home. Chad’s academic path took him from the University of Pittsburgh, where he earned his bachelor’s degree, to Full Sail University, where he completed a master’s degree in Entertainment Business. Before real estate ever crossed his mind, he spent his early career teaching high school history and coaching football, wrestling, and tennis. “Teaching high school students made it easy for me to relate to just about anyone,” he shares. He credits those years and the countless personalities he encountered for making him adaptable in every room. He adds, “Working with students prepared me for everything I do now.”

Stepping Into Real Estate with Purpose

Chad began his real estate career in 2004, driven by a desire to build a life where effort directly translated into opportunity. “I was looking for a career where my income would match my efforts,” he recalls. The idea of shaping his own schedule and building something independently appealed to him immediately. Real estate offered both freedom and challenge. “Real estate gives you the freedom to live life on your own terms,” he says. “Do not get it twisted, though. It involves hard work.” Yet even with the long hours, he felt at home. Helping people secure a

place they love made everything worth it. “Placing people in homes that they love is the most fulfilling part,” he says. “There is nothing like that feeling.”

Ask Chad what sets him apart, and he will point first to his energy. “I would have to say my enthusiasm,” he says. He brings intensity, creativity, and a relentless drive that clients immediately feel. In 2024, he closed more than fifty transactions, demonstrating not only consistency but also the power of strong habits. Last year, he closed over \$21 million in volume, a milestone he considers both humbling and motivating.

He has received recognition as a Veterans United Platinum Agent and as a Prince George’s County Association of Realtors Platinum Agent for seven consecutive years. Still, he remains grounded. He trains others but operates as a solo agent, which allows him to stay personally connected to every client relationship. “Success lies in the work,”



“Placing people in homes that they love is the most fulfilling part. **There is nothing like that feeling.**”



“That is real estate. You may be called upon for the most incredible tasks at any time.”

he says. “Your effort and work ethic must surpass that of more seasoned agents. Otherwise, why should someone choose you over them?”

Life Beyond Real Estate

Chad’s life is full, vibrant, and steeped in creativity, family, and passion. His wife is his broker, and she and their children are the constant forces that push him forward. “My wife and my kids are my biggest inspiration,” he says. His pride in his children is unmistakable. His youngest is a standout high school football player, and his oldest writes for the number one network comedy on ABC. Another one of his five sons is looking to follow in his footsteps as a real estate agent. “I love spending time with my kids and going to their sporting events,” he says. “Watching them excel is everything.”

He is also a devoted pet parent. Champ, their energetic mutt, shares the home with two spirited Chihuahuas named Taco and Bell. “Yes, those are really their names,” Chad laughs. “They are hilarious.”

Outside of work, the movie theater is his happy place. “I love love love going to the



movies,” he says. That passion led him to launch his own film company, SMASH Entertainment. Their first feature, What Death Leaves Behind, is streaming on Tubi. Their second, a comedy titled The Realtor, is available on Apple TV. Their third project is a live comedy special planned for Baltimore. “If I were not in real estate, I would be in film full time,” he admits. Beyond film, Chad is an avid comic book collector, a passion he has maintained since the 1970s. He also invests time in community impact, partnering with Washington Adventist University to support motivational and educational forums. “I believe in giving back,” he says. “It matters.”

Looking Ahead

In the coming years, Chad hopes to expand his business and train his sons



to eventually take the lead. “I would love to expand the business and train my sons to take over,” he says. His favorite book, Powerhouse, has shaped his philosophy on commitment and follow-through. One line in particular stays with him: when a script was delivered at 3 a.m., and the stunned director asked why, the CAA agent simply replied, “Sir, at any time.” Chad lives by those words. “That is real estate,” he says. “You may be called upon for the most incredible tasks at any time.”

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I've completed multiple rehab projects with John L., and every one of them delivered excellent returns. One of those deals even helped me buy my wife's engagement ring—yes, we're still happily married! Beyond the profits, working with John gave me the knowledge and confidence to not only manage my own projects successfully but also consistently achieve over \$20 million in production each year. I highly recommend partnering with him. *Jon Granlund, The Real Brokerage*

Partnering with John L. has been one of the best experiences I've had in real estate. On multiple transactions, I located the deals while John provided the contractors, handled the funding, and managed the renovation process from start to finish. It was truly a seamless partnership — I didn't have to worry about the heavy lifting, and together we were able to close profitable, well-executed projects. John's professionalism, reliability, and ability to get things done made every collaboration smooth and successful. I look forward to working with him again in the future. *V. Hargrove, Associate Broker, Samson Properties*



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MARIELLE

KABIN

Building Homes
& Building
Representation

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Marielle Kabin brings warmth, wit, and steady discipline to every client conversation. She is the kind of agent who can make you laugh in one moment and talk you through net proceeds, timelines, and next steps with calm precision in the next. Her story is one of reinvention, rooted in entrepreneurship, family, and a belief that success comes from small daily promises kept.

Born at Andrews Air Force Base and raised as a proud Marylander, Marielle grew up in a Filipino-American family where faith and hard work were the foundation. Her mother launched a travel agency in 1989, the same year Marielle was born, and that business became the classroom where she learned leadership, resilience, and service to her community.

After graduating from the University of Maryland's Smith School of Business with a B.S. in Business Administration and a B.A. in Communication Studies, Marielle stepped fully into entrepreneurship. She ran the family agency, then built an offshore call center in the Philippines, signing leases, hiring teams, training agents, and navigating government requirements. She learned early how to build something from the ground up.

When the World Stopped, Her Calling Shifted

When the pandemic brought global travel to a halt, Marielle faced a defining moment. The world paused, international borders closed, and as a new mother, she held her sweet three-month-old baby in her arms. It was then that she reimagined her future and rediscovered something that had quietly been part of her life since college — real estate.

Years earlier, she had managed one of her mother's properties, listing it on VRBO before short-term rentals were common. In 2021, she earned her real estate salesperson license, joined a high-performing team to support marketing and operations from the inside, and quickly realized she was ready to sell. By late 2022, she had activated memberships with NVAR and Bright MLS, added licenses in Maryland



and D.C., and stepped into full-time production with confidence and clarity.

That builder's mindset fueled a strong trajectory. By the end of 2025, Marielle had closed 11 transactions, with two additional contracts pending, totaling \$5,577,698 in sales volume across both residential and commercial sectors. She earned NVAR Top Producer Gold, GCAAR Bronze Level Top Producer, and recognition in the brokerage-level Top 20 at Realty ONE Group – Capital. She has also been featured on WUSA9's Great Day Washington thrice and was honored with a 40 Under 40 Award by the Asian Chamber of Commerce.

Faith, Focus, and a Sense of Humor

Marielle is known for her humor, discipline, and big heart. "I am funny because laughter has helped me to disarm emotional barriers and open doors toward building trust," she says with a laugh — and she is —, but it is her faith and consistency that truly define her. A lifelong Christian, she has attended worship twice a week for as long as she can remember, a rhythm that built the discipline she carries into her work.

She trained and completed her first full marathon with record time and ran for the 50th Anniversary of the Marine



Marielle on stage as the emcee for the Filipino-American Festival event, I have volunteered for the last 3 years, called Fil-Am Spring Fest, promoting small businesses, organizations, and restaurants.

entrepreneurs, creating generational opportunity one property at a time.

Rooted in Family and Culture

Family is at the heart of everything Marielle does. She and her husband, Max Kabin, are raising two sons, Malakai, who turned six in November, and Maverick, who just turned two. Their home in Rockville is filled with love, laughter, and the joyful chaos of young kids. Her extended family remains close by,

including her parents, Ofelia and Jun Adriano, as well as her in-laws, Debbie and Bruce Kabin.

Weekends are spent outdoors at playgrounds, hiking trails, or local cultural events, and evenings often center around cooking and trying new recipes together.

Marielle loves gathering with friends for a nice dinner, a tradition among her circle of young working moms who carve out time to reconnect and recharge.

Her Filipino heritage is deeply woven into her identity. Marielle serves her third term on

the board of the Philippine American Chamber of Commerce in the D.C. Metro area, helping business owners and professionals thrive through the spirit of bayanihan — a Filipino value rooted in unity and community. She also supports FYP, NAFFAA, ACE NextGen, and other organizations that empower and preserve Filipino and Asian American representation and history. Representation, she says, is not just symbolic; it is essential for inspiring the next generation of entrepreneurs to lead with confidence.

Building Legacy Through Real Estate

Looking ahead, Marielle plans to deepen her presence in the luxury market and commercial real estate while continuing to serve first-time buyers and investors. She is completing her Accredited Buyer Representation (ABR) designation, exploring team-building opportunities, and expanding her personal investment portfolio. Her vision is simple yet powerful: create a strong foundation that supports her family, honors her values, and helps others do the same.

Marielle often reflects on what balance means for working mothers. “You can be both — a devoted parent, wife, and a successful business owner,” she says. For her, success is not about perfection; it is about transparency, empathy, and integrity. She calls it “micro discipline,” the small choices made every day that lead to big outcomes.



Marielle and Max Kabin

Corps Marathon during a busy sales year, a tangible reminder that big goals are met through small, consistent steps. She approaches clients the same way, with empathy, patience, and the kind of care she wishes someone had shown her mother when she began investing in real estate. Marielle believes homeownership turns ordinary people into

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Jennifer Chow

PURPOSE MEETS CONNECTION



BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO



Real estate is where Jennifer Chow's story gathers all its threads. It is where the daughter of Shanghai-born parents, the young woman who left for Boston with big-city dreams, the corporate professional turned stay-at-home mom, and the cancer survivor all meet in one clear purpose: to guide people through one of the most important decisions of their lives. "Every experience in my life has taught me to show up with kindness and strength," she says, and in her world, buying or selling a home is never just a transaction—it's a chapter in someone else's story that she feels responsible for getting right.

Rooted in Community, Inspired by Culture

Jennifer's story begins in Bethesda, where she was born at Suburban Hospital, and in Potomac, where she grew up under the watchful eyes of parents who had crossed an ocean from Shanghai carrying little more

than ambition and resolve. Their expectations were constant: work hard, be grateful, stay loyal to the people who count on you. Those ideas shaped her childhood in a tight-knit community of neighbors who knew each other by name and shared meals that stretched long into the evening.

She moved through the local schools she now proudly serves, straddling American suburbs and her family's traditions. At Boston University, she earned a Bachelor of Arts in Economics, learning how markets move and data tells a story. Those skills, paired with her instinct for connection, became the foundation of her real estate career.

Careers Through Seasons of Life

Her first chapter unfolded in the software industry, where she rose to senior account manager, managing demanding clients and high-stakes projects. It trained her in

clear conversations, clashing personalities, and protecting relationships under pressure—skills that now define her real estate deals.

Then she stepped away to raise her three sons, trading presentations for school pickups, late-night fevers, and endless sports activities. That chaos represented another stage of growth—she built resilience and a deeper grasp of what "home" means.

Real estate arrived by accident during a home renovation, when her

husband suggested she contribute financially to the work they were doing on the house. The goal was simple: find something that fits who you are. Jennifer realized she wanted a career that combined her love of people, her analytical mind, and her need for meaningful work. Real estate checked every box. Earning her license in March 2014, she dove in—walking properties, shadowing agents, turning clients' wishes into realities.

In 2021, breast cancer hit. Treatments—including multiple surgeries—ran alongside showings and closings. Chemotherapy caused her hair to fall out, but she refused to slow down, wearing a wig not out of vanity but to shield clients from added concern and ensure they never sensed anything less than her unwavering focus on their needs. The experience deepened her faith and sharpened her gratitude. It also gave her a new way to connect with clients facing their own upheavals: she knew, in her bones, what it meant to be vulnerable and still move forward. That season didn't just test her resilience; it hardened it into something unshakable.





Leading with Heart in Real Estate

By the time Jennifer emerged from that chapter, her business had become an extension of her values. “A lot of people in this business care about the money. I care about the people,” she says. She listens first, asking what truly matters: morning light in the kitchen, proximity to family, a safe school.

Her clients see the polished side—the market knowledge, the confident pricing strategies, the steady hand at the negotiating table—but behind that is a woman who has spent years honing both

skill and conscience. She prepares obsessively, studies data, anticipates problems. Year after year, she’s earned top-agent recognition from regional publications and groups; in 2025, she closed more than \$50 million in volume. But the metrics she cares most about are quieter: the text that arrives months after closing with a photo of a child playing in the yard she helped secure, the referral from a client who says, “We trusted you completely.”

Her path into leadership was almost inevitable. By year four, she led a team—not as

a title, but a promise. She sets expectations: do right when no one watches, protect clients first. She mentors with high standards and genuine care, just like her parents did. Competitive by nature—with her husband, her kids, her peers—she pushes her team to grow while keeping service at the core.

A Life Filled with Family, Joy, and Intention

At home, Jennifer returns to her foundation: her husband of thirty-eight years together, married thirty.



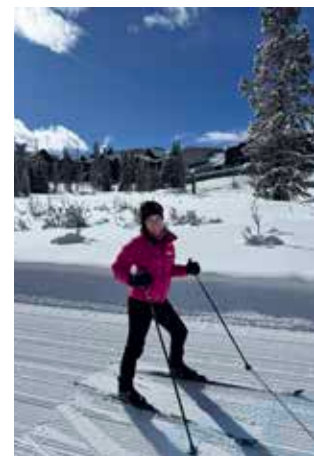
Their sons—Nicholas, Alex, Matthew—fill the house with laughter and stories at the dinner table. Coco, the family Cavachon, curls up as the only other girl, a small reminder of softness in a life that often demands strength. She knows “home” is not square footage and finishes; it is the backdrop to a family’s life, however that family is defined.

Yoga, hiking, travel, new restaurants, shopping, and Mah Jong with friends keep her energized and clear-headed. Her compassion extends far beyond her own front door. The losses in her life—a close friend to colon cancer, her father to heart disease, her father-in-law to Alzheimer’s—did not leave her helpless; they moved her to act. She supports organizations focused on colorectal cancer, breast cancer, heart health, and Alzheimer’s research and care, and she uses her success to amplify those efforts. Matching programs at her firm allow her to double down on giving during the final quarter of the year, channeling funds to groups like A Wider Circle and The Children’s Inn at NIH. Each October, at community events like Potomac Day, she is not just a realtor shaking hands; she is a neighbor, a survivor, and a woman deeply invested in the place she calls home.

Looking Ahead

Jennifer is guided by a belief that has shaped every chapter of her life. “Life is too short to wake up in the morning with regrets,” she says, a reminder that encourages her to lead boldly, love deeply, and

embrace every opportunity that can create positive change. This philosophy influences not only how she lives, but also the vision she holds for her future.



If Jennifer’s life to this point has been about becoming the person she needed to be, the next chapter is about expanding what that person can do. Building on that mindset, Jennifer hopes to expand her luxury real estate team over the next decade, increase her market share throughout the DMV, and become an even stronger force in high-end residential properties. Equally important to her is keeping philanthropy woven into her business, ensuring each transaction supports meaningful causes in the community she loves. For Jennifer, growth and giving back are inseparable.

Her advice to aspiring top producers flows from that same heart-centered approach. Listen more than you speak, learn continuously, serve with kindness, stay organized, and never forget to give back. In her words, “Success becomes meaningful when it lifts others too.”



“A lot of people in this business care about the money. I care about the people.”

KARAN SAINI

INK'D

ADDING
VALUE
WHERE IT
MATTERS



BY GEORGE
PAUL THOMAS
PHOTOS BY
RYAN CORVELLO

For Karan Saini, building Ink'd was never about chasing titles or disrupting an industry for the sake of disruption. It started with curiosity, frustration, and a quiet confidence that there had to be a better way. At just 21 years old, the Founder and CEO of Ink'd is bringing a calm, thoughtful presence to real estate technology, creating tools designed not to overwhelm agents but to give them back their time.

"I've always been described as cool, calm, and collected," Karan says. "But I also have a very creative eye, especially when it comes to tech."

Grounded by Family, Motivated by Gratitude

Born and raised in Northern Virginia to a family originally

from Punjab, India, Karan grew up watching hard work modeled every day. As the youngest child and only son, he was surrounded by strong family bonds and deep respect for sacrifice. Today, he still lives with his parents and remains closely connected to his two older sisters.

"My parents are the hardest-working people I've ever met," he shares. "They sacrificed so much for me, and I am forever grateful and indebted to them."

That gratitude is not just personal, it is foundational. Karan's long-term vision has always extended beyond professional success. "My goal has always been to retire my parents and reward them for all their hard work," he says.



"Nobody in my family has ever started their own business, so being able to break that barrier has been extremely rewarding."

A Detour That Clarified the Path

Karan's early career explored real estate from multiple angles. He interned at a commercial real estate firm and later became a licensed real estate agent himself. While the experience gave him valuable insight into the industry, it also revealed something equally important.

"I was a real estate agent but quickly realized it wasn't the best fit for me," he says candidly. "I didn't have the personality profile for it, but I always had a passion for technology. I love real estate, though, and thought

I'd bridge the gap between Real Estate and the latest, innovative technology."

That realization became a turning point. During his internship when he was 19 years old, Karan built an internal insurance software system that ultimately saved the firm over six figures in premiums. Shortly afterward, he was laid off. Instead of discouraging him, the moment sharpened his clarity.

"That's when I knew I never wanted to go back to corporate," he says.

Rather than stepping away from real estate entirely, Karan began thinking differently about how he could contribute. He saw inefficiencies everywhere, especially in the time-consuming contract and



“We are a significant time and money-saving tool,” Karan explains. “This is not just technology that writes contracts through voice. It will soon be your own AI-powered transaction coordinator.”

The roadmap does not stop there. Ink'd is actively developing AI-driven comps for the listing side and an integrated insurance quoting system, creating a more seamless experience across the transaction lifecycle. For Karan, the goal is not flashy innovation, but meaningful improvement.

Despite the technology focus, Karan is quick to credit people as Ink'd's greatest differentiator. The company currently operates with a 14-person team across leadership, marketing, and engineering, and continues to scale into new markets.

“Our unique factor is our team,” he says. “I've built a group of entrepreneurs who not only understand business at a high level, but also the psychology of high performance. Being surrounded by such creative and business-savvy individuals allows me to continually learn and

grow. I treat every meeting, conversation, and interaction as a learning opportunity — and I'm truly grateful to be living in the moment, soaking up all the knowledge and wisdom around me.”

As CEO, Karan remains deeply involved in every layer of the business. From fundraising and demos to strategy and technical development, he embraces the hands-on nature of startup life.

“I love the chaos,” he admits. “The uncertainty, the ups and downs, and watching what was once an idea blossom into something real.”

Life Beyond the Platform

Outside of Ink'd, Karan prioritizes movement, connection, and balance. Fitness has long been part of his routine, with years of weightlifting and running providing both structure and release. He is also an avid football fan, spending weekends watching Commanders games, and enjoys road trips with friends.

Family time, though often limited by busy schedules, remains deeply meaningful. He's very close to his sisters, who are among his

biggest supporters, and he's extremely grateful for their constant encouragement. Sharing meals together has become a favorite ritual. At home, he's joined by Stella, his two-year-old black domestic longhair cat with striking green eyes.

“She's my favorite,” he says with a smile. “The sweetest, cutest cat ever.”

Looking Ahead

Karan's long-term vision reaches far beyond software. In the next five to ten years, he hopes to retire his parents and gradually transition into philanthropy, using real estate as a vehicle for broader impact.

“I believe real estate should be accessible to everybody,” he says. “My mission will

be to build homes for the less fortunate and tackle global homelessness.”

The quote that grounds him comes from his former business coach and now COO: “Unhinged in the potential of tomorrow, grounded in the capacity of today.” It reflects both his ambition and his discipline.

When working with Realtors, Karan keeps his focus clear. “Finding a way to add value to realtors' lives is so crucial,” he says. “I pride

myself on building great relationships and focusing on how I can add value not just to their careers, but their lives as well.”

Ink'd is only the beginning. Karan and his team plan to build a larger ecosystem of real estate technology products designed to transform the industry from the inside out. The company's waitlist is currently open, with active onboarding across Virginia, and plans to expand into DC, Maryland, and six additional states.

CONTACT US!

ink'd

Whether you're curious about streamlining your contract process, exploring AI-powered transaction coordination, or simply want to see how Ink'd fits into your business, a one-on-one demo offers a firsthand look at how the platform is transforming the way real estate works. For more information, visit inkd.ai to learn more about Ink'd and book a demo directly with Karan.



transaction process. What if technology could shoulder more of that burden, allowing agents to focus on relationships instead of paperwork?

The Birth of Ink'd

Ink'd was built to answer that question. Based in Ashburn, Virginia, the

startup allows agents to generate offers within minutes simply by having a conversation with the platform. Contracts are written instantly, sent for signature, and soon managed from contract to close through AI-powered transaction coordination.



“My mission will be to build homes for the less fortunate and tackle global homelessness.”

SPECIAL EVENTS



DC METRO REAL PRODUCERS' FEBRUARY MAGAZINE PARTY



February 10, 2026

PHOTOS BY RYAN CORVELLO

An Afternoon of Recognition: DC Metro Real Producers Magazine Party

The DC Metro Real Producers Magazine Party was a powerful celebration of connection, achievement, and community — a reminder of what makes this network so special.

Hosted at the Northgate Realty Office in Bethesda, the event brought together featured agents, future features, and trusted partners for an intimate afternoon centered on recognition and relationships. Printed articles were shared, stories were celebrated, and conversations flowed easily among peers who understand the value of collaboration over competition.

These magazine parties are intentionally designed to feel personal and meaningful, and this gathering was no exception. From the welcoming atmosphere to the genuine pride felt throughout the room, every detail reflected the heart of the Real Producers mission: to honor the people behind the success.

A special thank-you goes to our creative partners who ensured every moment was beautifully preserved. **Ryan Corvello's photography** captured the emotion and excitement of the day,



while **Studio R's video** coverage brought the celebration to life in a way that allows us to relive it again and again.

Most importantly, thank you to the agents and partners who showed up, supported one another, and continue to make the DC Metro Real Producers community one worth celebrating. Your presence is what transforms events like this from simple gatherings into lasting memories.

We look forward to many more opportunities to celebrate, connect, and grow together.

FOR MORE INFORMATION ON ALL DC METRO REAL PRODUCERS EVENTS, PLEASE EMAIL US AT INFO@DCMETROREALPRODUCERS.COM.





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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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Disclaimer: Information based on closed MLS data and supplemental data provided by Everynook, as of March 5, 2026, for residential sales from January 1, 2026, to February 28, 2026, 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 by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report data under an individual agent's MLS ID.

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TOP 250 STANDINGS - BY VOLUME

Individual Closed Data as reported to MLS from Jan. 1 to Feb. 28, 2026

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 - BY VOLUME

Individual Closed Data as reported to MLS from Jan. 1 to Feb. 28, 2026

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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2025 BY THE NUMBERS

\$183M

TOTAL CLOSED
LOAN VOLUME

476

LOANS CLOSED

\$385K

AVERAGE LOAN
AMOUNT

409

BUYERS
WELCOMED HOME

67

REFINANCED
HOMES

1.3

CLIENTS HELPED
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TOP 250 STANDINGS - BY VOLUME

Individual Closed Data as reported to MLS from Jan. 1 to Feb. 28, 2026

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Individual Closed Data as reported to MLS from Jan. 1 to Feb. 28, 2026

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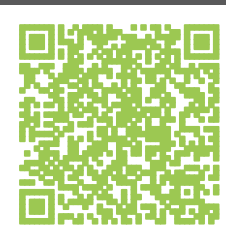
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TOP 100 STANDINGS - BY UNITS

Individual Closed Data as reported by MLS from Jan. 1 to Feb. 28, 2026

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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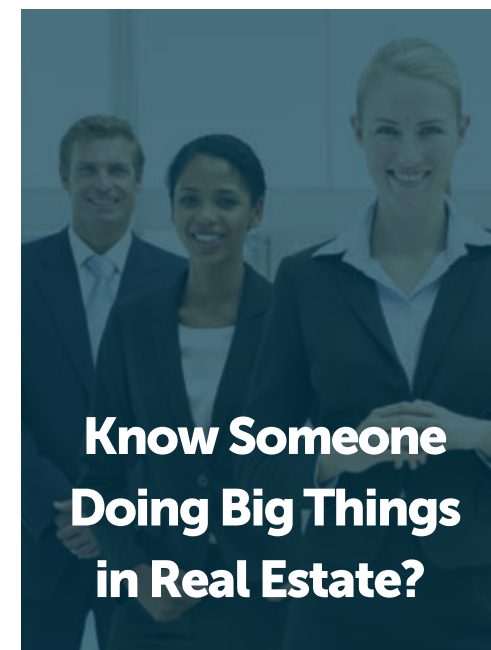
TOP 100 STANDINGS - BY UNITS

Individual Closed Data as reported by MLS from Jan. 1 to Feb. 28, 2026

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

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

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TOP 100 STANDINGS - BY UNITS

Individual Closed Data as reported by MLS from Jan. 1 to Feb. 28, 2026

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