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Agent Spotlight
KERRI RALSTON

Rising Star
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+
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Contents



Andrea Woodhouse **32**
COVER STORY

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Town & Country Movers, Inc.



Karan Saini, Ink'd

PROFILES



18 Kerri Ralston



24 Ronald Lenz

IN THIS ISSUE

- 6** Preferred Partners
- 8** Meet The Team
- 10** Publisher's Note
- 14** Partner Spotlight: Town & Country Movers, Inc.
- 18** Agent Spotlight: Kerri Ralston
- 24** Rising Star: Ronald Lenz
- 32** Cover Story: Andrea Woodhouse
- 38** Partner Spotlight: Karan Saini, Ink'd
- 42** Event Recap: February Magazine Party
- 45** Top 250 Standings by VOLUME
- 55** Improved Standings Coming Soon!
- 57** Top 100 Standings by UNITS



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Hello April, A Time for Renewal!



April brings with it a fresh energy — a season of growth, movement, and new momentum. It's a reminder that progress comes from staying active, staying connected, and staying open to opportunity. As the days grow longer and the pace picks up, we're inspired to lean into the season with enthusiasm and purpose.

Within our Real Producers community, renewal looks like collaboration, conversation, and showing up for one another. It's in the shared insights, the partnerships formed, and the relationships that continue to strengthen year after year.

We're excited to bring that energy to our upcoming **Pickleball Classic on May 7th**. It's going to be a fun, competitive, and connection-filled event — the perfect way to bring our community together this spring. Whether you're playing or cheering from the sidelines, it's sure to be a great time.

We're also thrilled to welcome four new preferred partners to the Real Producers family: **Stone Residential Project Management, State Farm, The Money Story, and HOMEstretch**. We're excited to have them join our network and look forward to the value and collaboration they'll bring.

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

Here's to movement, momentum, and making this spring one to remember.



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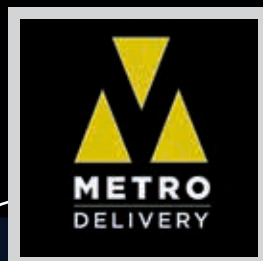
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LINDSAY ROTHSCHILD CAMPANELLA, RYAN, JASON, & JORDAN BASS



**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,



Lindsay Rothschild Campanella



Ryan Bass



Jason Bass



Jordan Bass

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 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.

For Realtors and clients alike, Town & Country Movers, Inc offers more than moving services. They offer peace of mind, partnership, and a team that truly cares.

“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.”



“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.”

CONTACT US!

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.



KERRI RALSTON

THE STANDARD SHE SETS

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Some Realtors talk about going above and beyond. Kerri Ralston simply does it, quietly, consistently, and without keeping score. For her, real estate is not about stats, accolades, or appearances. It is about showing up fully for the people who trust her with one of the most important decisions of their lives.

A Northern Virginia native, Kerri was born in Arlington and raised on a small farm in Springfield, long before the area experienced its current growth. That early connection to land, home, and community never left her. Today, based in Gainesville and working with Samson Properties, she serves clients across the region with a depth of understanding that only comes from living, working, and raising a family here for decades.

A Life Built Around People

Long before real estate entered the picture, Kerri built her career around service. After graduating from East Carolina University with a degree in Elementary Education and Child Development, she spent years working with Fairfax County's Office for Children. Her work centered on families, caregiving, and helping others navigate complex systems with confidence.



When she stepped away to raise her children, she transitioned into her love of fitness and the well-being of others. For more than 30 years, teaching fitness has remained part of her life, reinforcing the discipline, consistency, and work ethic that now define her business. Every career chapter shared one common thread: people always came first.

Stepping Into Real Estate

Kerri officially entered real estate in 2018, though the inspiration had been

there much longer. Her mother-in-law was a career Realtor, and hearing her stories left a lasting impression. For years, Kerri was encouraged to join the industry, but timing mattered. With young children at home, real estate's evenings and weekends did not fit her priorities.

Once the timing was right, Kerri jumped into real estate with both feet. Supported by her husband and mentored by a close friend in the business, she immersed herself in learning every aspect of the craft. By the end of her first year, she felt confident and grounded in her role—deeply grateful for the support around her and clear that putting her clients first, always, was the only thing that truly mattered.

Doing the Work Others Won't

Ask Kerri what sets her apart, and she won't talk about tactics or trends—she'll talk about effort. She's the one painting clients' kitchens, staging every home herself with her own furniture, pulling weeds, hauling donation runs, and preparing properties in ways most agents never think to offer. There are no added fees for staging or hands-on help, and no details passed off to someone else. Kerri manages every transaction personally because she believes care and follow-through make a difference.





“My greatest achievement is happy clients who feel supported and cared for. That kind of care is what people need most in real estate.”

Whether she is gardening, painting, or hosting family gatherings, Kerri values staying active, connected, and fully present with the people she loves.

Looking Ahead

Kerri plans to remain in real estate through retirement, continuing to serve families with the same care, integrity, and tireless effort that define her work today. One of her greatest passions is helping clients downsize—walking beside them through both the logistics and the emotions of closing one chapter and stepping confidently into the next.

“Clients want a real agent—someone who’s present through the highs and lows and truly invested in their outcome,” she says. “I’m all in. If it benefits my clients, I’ll go the extra mile—every single time.

That mindset has built a business driven almost entirely by referrals—where dedication is noticed long before a sign goes in the yard. Sellers trust her, buyers rely on her, and relationships continue well beyond the closing table into lifelong friendships.
Success Without Obsession

Kerri is quick to admit she is not motivated by stats. Still, her work speaks for itself. She has earned top-tier status with Samson Properties, achieved Diamond Club recognition, closing more than 30 transactions and over \$20 million in volume in 2025, and was named Top Recruiter among thousands of agents.

Yet for her, success is measured differently. “My greatest achievement is happy clients who feel supported and cared for,” she shares. “That kind of care is what people need most in real estate.”

Life Beyond Real Estate

Family and friends are the foundation of Kerri Ralston’s life. She and her husband have been married for 30 years and still share the routines that first brought them together, including a strong commitment to fitness and staying active side by side.

Having both of her children close by is something Kerri holds dear to her heart. Her daughter Hailey, her husband Michael, and their sweet young son Luka are a daily source of laughter, love, and grounding joy. Her son Hunter, a Fairfax County police officer, inspires her with his selfless commitment to protecting others—filling her with great pride and an unwavering sense of gratitude every single day.

Outside of work, Kerri continues teaching fitness at OneLife in Gainesville, a passion she has maintained for more than three decades. She also enjoys hiking with her rescue dogs, Finley and Piper, spending time outdoors, and tackling hands-on home projects. “I love working with my hands and being outside,” she says. “That’s where I feel most like myself.”

Her advice to aspiring agents is rooted in what has guided her from the beginning: put people first, work hard on every single transaction, and never lose yourself in the process. When trust is the foundation and heart leads the way, success isn’t something you chase—it’s something that naturally follows.



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THE PROPERTY PILOT

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO



Long before he became “The Property Pilot,” Ron Lenz spent his days guiding aircraft through crowded skies and his nights dreaming about what life might look like when the headset came off. Two decades, twelve moves, and countless flights later, he’s still guiding people—only now, the journeys end with keys in hand and smiles across the closing table.

From Flightplans to Floorplans

Ron’s story begins in a small farm town in southern Iowa, where honesty, family, and hard work grounded his early years. With an adventurous spirit and a fascination for flight, he joined the United States Air Force at 17, and during his 20-year career, earned a bachelor’s in Professional Aeronautics and three associate degrees

As an air traffic controller turned 1 of 96 Enlisted Pilots under a groundbreaking Congressional program, Ron learned to handle pressure with precision. “I had jobs that demanded the best version of you,” he says. The same skills that helped him keep planes safely in the air—communication, multitasking, and thinking through problems before they arise—now help him keep transactions running smoothly on the ground.

While still serving at the Pentagon, Ron got his first taste of real estate in 2021. The spark came from a difficult

experience with a landlord that turned into a legal battle. Watching Ron navigate the process, his own Realtor made a simple observation: You’d be great at this.

That encouragement stuck. “I love people and education,” Ron says. “Real estate was a natural fit.” What began as a part-time side project soon evolved into a full-time passion and a brand that would blend his aviation background with his love of helping others.

Having moved 12 times in 20 years, Ron knows firsthand how stressful relocation can be. “My daughter went to 11 schools by 7th grade,” he shares. “We know what it means to move, and my job is to make my clients as smart in the process as I am. I want them to anticipate friction points, manage emotions, and feel like they flew first class.” Knowing what it is like to move all the time, Ron removed some of the financial burden for his clients last year by rewarding his military, medical, Fire/EMS, and educator clients \$135,000 from his commission.

Today, Ron operates out of CENTURY21 Redwood in Fairfax, Virginia, where he brings the precision of a pilot and the empathy of a teacher to every client. His approach—something he calls Ground Speed Zero—is all about preparation.

“I do everything before we get the airplane airborne,” he explains. “That means walking my clients through every step and making sure we anticipate stressors before they happen.”

It’s a system that works. Last year alone, Ron closed over \$20.6 million across 30 transactions, ranking as one of the top producers in his office and among the leading buyer’s agents in his company. In 2025, Ron was the number 14 C21 agent in Virginia and the number 1 agent in his office.

Success for Ron isn’t just about numbers—it’s about impact. With his background in leadership and education, he’s made it his mission to pour into others. He regularly teaches new agents the systems and processes that have shaped his business and offers his Ground Speed Zero

Although Ron operates as a solo agent, he works closely with his wife, who is both licensed and a mortgage loan officer. Together, they’ve built a partnership that provides a true one-stop shop for buyers and sellers alike.



Family: His Lifelong Crew

After more than 23 years together, Ron and his wife have weathered every move and mission side by side. Their daughter, Madilyn, is a nationally recognized artist and soon-to-be VCU student, while their son, Kohen, is an eighth-grader with a sharp mind and serious gaming skills.

“They’re a resilient group,” Ron says proudly. “They’ve handled more difficult things as teenagers than most people do in their entire lives.”



“Find your niche, lean into it, and don’t be afraid to put yourself out there. IT TAKES SEVEN NOS TO GET TO YES.”

Vision for the Future

Looking ahead, Ron’s goals are all about freedom, growth, and legacy. “I want to build a business structure I can replicate and eventually hand off,” he says. “That will let me scale and enjoy life at the same time.”

His favorite quote sums up his philosophy: “Saying yes comes at a cost—no is always free.” It’s a reminder to stay intentional in both business and life.

And for anyone following in his footsteps, he offers timeless advice: “Find your niche, lean into it, and don’t be afraid to put yourself out there. It takes seven nos to get to yes.”



The Lenz family loves movie nights, sporting events, EDM festivals, and glamping in their 45-foot motorhome. Their Goldendoodle, Emerson, completes the crew—equal parts companion, clown, and champion ball-fetcher.

Ron is also known for his humor and energy. His high school even created “The Ronnie Lenz Spirit Award,” still given annually to the senior who brings the most fun to the band. He loves running, hosting gatherings, and exploring new hobbies. “I’m at that age where my next one might be learning Civil War history or BBQ,” he jokes.



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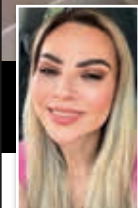
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Andrea Woodhouse

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

For Andrea Woodhouse, real estate is about more than contracts and commissions; it is about connection. With a master's degree in mathematics and a natural gift for organization and leadership, she brings a thoughtful and analytical approach to every transaction. Yet, beyond the numbers, what truly defines her is her genuine care for people.



“When I started in real estate, I thought it was all about numbers, sales prices, comps, and price per square foot,” Andrea says. “I quickly realized that while the numbers are important, what really matters are the clients and their goals. Helping others find their sense of home is what keeps me passionate about this work.”

A Journey of Purpose and Growth

Andrea’s path to real estate began in 2009 when she decided to get her license simply to sell her own home and purchase another. What started as a practical decision became a lifelong calling.

Before real estate, she spent years as a high school math teacher, a role that sharpened her communication skills and her ability to break down complex ideas into simple, understandable steps. Those same skills now benefit her clients every day.

Originally from Logan, Utah, Andrea grew up moving frequently, which shaped her deep appreciation for stability and belonging. “Because we moved a lot when I was younger, home never felt permanent,” she recalls. “When I became a mom, I wanted to create a long-term home and community for my kids. That desire to build roots is what I now strive to help my clients achieve.”

Leading with Integrity at Compass

Andrea found her professional home at Compass, where innovation,



collaboration, and client service align perfectly with her philosophy. As a team leader of Maple Ave Living, she leads with warmth, strategy, and heart. “Compass gives us the tools and freedom to serve clients at the highest level,” she explains. “Our team has built a culture of trust and care, where every member goes the extra mile.”

“Find what works for you and stay consistent. Success looks different for everyone, and that’s what makes this business so rewarding.”



Since founding the Maple Ave Living Team in 2019, Andrea has built an impressive record of success. In 2024, she closed 13 transactions totaling \$12.6 million. By the fall of 2025, she had already personally closed 20 transactions worth \$26 million, while her team reached 39 transactions and \$44 million in total volume. This year also brought a standout moment, closing on the second most expensive condo in Washington, D.C., a \$6 million sale at Amaris at The Wharf.

But Andrea’s definition of success is rooted not in numbers but in relationships. “There is nothing more rewarding

than seeing a client happy and excited at closing,” she says. “We treat every client like family and advise them as if we were making the decision ourselves.”

A Team Built on Trust and Heart

Maple Ave Living has grown into one of Northern Virginia’s most respected real estate teams. Together with her co-founder, Rebecca Rushforth, Andrea has cultivated a group defined by professionalism and balance. The team includes Rebecca, Stephanie Hougaard, Eva Swersey, and Christy Lucia, each bringing unique talents and personalities to the table. Collectively, they have 17 children, five married children, and one thing in common: a shared commitment to client care and community connection.

Andrea describes her teammates as hardworking, kind, and dedicated. “We are more than just colleagues; we are a family,” she notes. “We celebrate each other’s wins and step in to support one another whenever needed.”

One of Andrea’s favorite team traditions is their annual “Word of the Year” event, a January gathering for clients and friends. Guests choose a guiding word for the year and create vision boards together in a warm, creative atmosphere. “It’s one of my favorite events,” she says. “It is uplifting and reflective, and it has become a wonderful tradition for our community.”

Rooted in Family and Community

Outside of real estate, Andrea’s life is filled with love and purpose. She and her husband, Scott, have been married for 32 years. They met on her very first day of college and have built a life grounded in faith, family, and shared dreams. Together, they have four children, Mitch, Rebecca, Garrett, and Bradford, two of whom are married. The couple welcomed their first grandchild in July, marking a joyful new chapter.

Her family has long been part of her real estate world. “My kids have helped with everything from mowing lawns at listings

to packing up staging furniture,” she says with a laugh. “We all joke that we are almost professional movers now, and we’d probably win any Tetris tournament.”

When she is not working with clients, Andrea enjoys traveling, hiking, and spending time outdoors. She also loves reading, cooking, and baking, especially when it comes to making homemade bread from wheat she grinds herself. A true morning person, she often begins her days with a 5:45 a.m. workout at the Vienna F45 studio.

Her community involvement runs deep as well. Andrea volunteers with CHO (Committee for Helping Others) in Vienna, providing clothing and food to local families in need. She also sponsors BRAWS (Bringing Resources to Aid Women’s Shelters) each year and has served in leadership roles in multiple school PTAs.

Looking Ahead

After more than 17 years in real estate, Andrea continues to grow her business with energy and enthusiasm. Recently, she purchased her first renovation property with two teammates and plans to expand her personal real estate portfolio. Her professional goal is to maintain balance while serving clients at the highest level.

“Being a business owner allows me the flexibility to travel, spend time with my family, and help others reach their goals,” she says. “It’s a privilege to be part of someone’s story when they are buying or selling a home.”



Andrea’s advice for others in the industry is simple but powerful. “Be authentic”. “Find what works for you and stay consistent. Success looks different for everyone, and that’s what makes this business so rewarding.”

For Andrea Woodhouse, real estate is both art and science, a blend of analysis, empathy, and trust. Through Compass and her Maple Ave Living Team, she continues to set the standard for excellence while keeping her heart exactly where it belongs: with the people she serves.



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BY GEORGE
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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.

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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.”

EVENTS RECAP



NOVA REAL PRODUCERS' FEBRUARY MAGAZINE PARTY

February 11, 2026

PHOTOS BY RYAN CORVELLO

A Celebration of Stories: NOVA Real Producers Magazine Party
The *NOVA Real Producers Magazine* Party was a meaningful celebration of achievement, connection, and community—an afternoon dedicated to honoring the people behind the success.

Hosted at The Heming Building in McLean, the event welcomed featured agents, future features, and valued partners into an intimate setting designed for genuine connection. Printed articles were shared with pride, conversations flowed naturally, and the sense of community was unmistakable throughout the space.

These magazine parties are intentionally personal, and this gathering exemplified that vision. It wasn't just about recognition — it was about celebrating the journeys, relationships, and shared commitment that continue to elevate the NOVA real estate community.

We extend our sincere gratitude to our event sponsors, **Units NOVA** and **My Pro Movers & Storage**, whose generous support helped bring this celebration to life.

Capturing the energy and emotion of the day, **Ryan Corvello's photography** preserved each memorable moment, while **Studio R's video** coverage

brought the celebration to life in a way that allows the community to relive it again and again.

Thank you to everyone who attended and contributed to the success of this event. Your presence is what transforms gatherings like this into lasting memories. We look forward to many more opportunities to celebrate, connect, and grow together.

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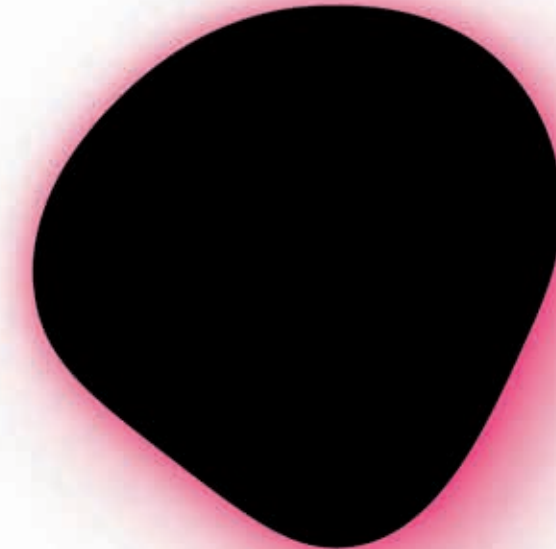
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TOP 250 STANDINGS - BY VOLUME

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

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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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RANKED BY UNITS

Another way to see the Data

You asked, and we delivered. In addition to standings by volume, Real Producers now also showcases Rankings by Units.

This update offers a new perspective — highlighting steady transactions, balanced production, and the many ways agents achieve success. It's about shining a light on all sides of the data and making sure every win counts.

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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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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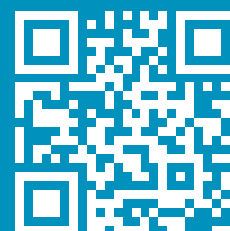


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