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Theresa Ramond

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Publisher's Note

Hello February, A Month of Connection!

February is a month rooted in relationships — a time to celebrate connection, compassion, and collaboration. In real estate and beyond, success is built on trust and the bonds we create with others. The Real Producers community is a true reflection of that spirit, where agents and partners consistently support, uplift, and inspire one another.

This month, we're reminded of how many meaningful relationships have been formed through shared experiences, thoughtful conversations, and the stories featured in these pages. Every connection strengthens our network and reinforces what makes this community so special.

We're also looking ahead with excitement to our next event — a **Joint Gala bringing together both our DC Metro and NOVA communities** for an evening of recognition and elegance on **Tuesday, March 12th**. It will be a special night to celebrate excellence, connection, and the relationships that continue to shape our success.



Let's carry this reminder into every interaction:
"The best relationships are built on trust, care, and collaboration."

Here's to a February filled with meaningful connections, shared purpose, and continued growth.



Kristin Brindley
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Awards GALA

MARCH 12, 2026

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Celebrate with us at a joint DC and NOVA event honoring the agents, teams, and partners who make real estate shine. Come dressed to impress for an evening of great company, delicious food, live entertainment, and well-deserved recognition.

Together, we'll raise a glass to your hard work and the deals that made this year unforgettable.

Check your email for invites

For all information on all DC Metro and NOVA Real Producers events, email info@dcmetrorealproducers.com or info@novarealproducers.com

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Inside the Real Producers Experience

Dive into the excitement of past Real Producers events on our Events Page. From unforgettable moments to vibrant community connection, it's all captured in our highlights, stories, and photo galleries.

We bring together top agents and trusted partners to celebrate, collaborate, and elevate the real estate community.

Stay tuned—more incredible moments are always on the horizon.

Have questions? We'd love to hear from you:
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FAQ



Since launching *DC Metro Real Producers* nine years ago, we've often heard the same questions. To save time, we're sharing the answers here. Remember, this publication is your voice, and our door is always open to discuss anything about our community!

Q: Who receives this magazine?

A: The top 500 agents in the D.C. metro area. We pull the MLS numbers each year (by volume) in the greater D.C. metro area: Washington, D.C.; Montgomery County, Maryland; FCAAR; and PGCAAR. We cut off the list at number 500, and the next year's distribution is born. We did this again in January, based on the updated list of the top 500 agents by 2025 sales volume.

Q: What is the goal of this magazine?

A: Real Producers is about building a stronger, more connected real estate community. We believe that when we surround ourselves with successful, like-minded individuals, we can grow to new heights. This magazine is a platform designed to bring together the top 500 real estate agents and our trusted preferred partners, fostering an exclusive and collaborative network. Each month, we share inspiring stories, celebrate successes, and promote events that connect, inform, and inspire. Our mission is to build relationships and empower growth within the real estate industry.

Q: Does Real Producers have events?

A: Yes! We will have specific networking events throughout the year.

Q: What is the process for being featured in this magazine?

A: Being featured is simple and starts with a nomination. Realtors, affiliates, brokers, office leaders, and even self-nominations are welcome! If you know someone with an inspiring story, exceptional leadership, top-tier customer service, or a remarkable commitment to giving back, we'd love to hear about them.

To nominate, email Wendy@RealProducersKBTeam.com and share why you believe they should be featured. Your insights help us uncover stories we may not know about. Once a nomination is submitted, we'll reach out for an interview to ensure the feature is a great fit. If selected, our team will take it from there, coordinating an article write-up and scheduling a professional photo shoot.

Q: What does it cost a Realtor/team to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! The only small fee you may incur would be for professional lifestyle photos for the article.

Q: Who are the Preferred Partners?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every magazine issue, attend our events, and be part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have personally referred every single preferred partner you see in this publication. Our partners hold a special piece of this puzzle since their partnership helps support our monthly publication. Without them, we wouldn't be able to feature our top agents or host our social events.



Q: How can I refer a Preferred Partner?

A: If you know and want to recommend a local business that works with top Realtors, let us know!



2026

BY THE NUMBERS

HERE'S WHAT DC METRO'S TOP 500 AGENTS SOLD...

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TOTAL TRANSACTIONS



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TOTAL SALES VOLUME



LISTING SIDE TRANSACTIONS

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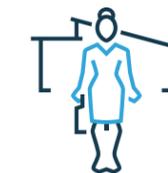
BUYING SIDE TRANSACTIONS

6,542



AVERAGE SALES VOLUME PER AGENT

\$26.8M



AVERAGE TRANSACTIONS PER AGENT

28.40

Information based on 2025 residential sales in Virginia, Maryland, and Washington, D.C., by the top 500-producing agents licensed in Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties, Maryland.



MARKETING HABITS TO CREATE A SUCCESSFUL 2026

BY WADE VANDER MOLEN

As the real estate market continues to evolve, the agents who win in 2026 won't be the ones chasing every shiny new tactic—they'll be the ones who build smart, repeatable marketing habits. Success next year will come from clarity, consistency, and intentional relationship-building. Here are five Realtor marketing habits to adopt now if you want 2026 to be your strongest year yet.

Update and Clean Your Database

Your database is still your greatest asset—but only if it's accurate and alive. Start by auditing your contacts. Who's still relevant? Who's duplicated, outdated, or missing key details like phone numbers, emails, or tags? Clean data allows for better follow-up, smarter campaigns, and more personalized outreach. The agents who win will know who is in their database, where they came from, and how to serve them better.

Audit What Worked—and What Didn't

Before you add anything new, look backward. What marketing efforts produced listings, referrals, or meaningful conversations this past year? More importantly, where did you spend money with little or no return? Be brutally honest. Just because something looked good on social media or was "popular" doesn't mean it worked for your business. A clear ROI audit helps you stop wasting time and money—and frees up resources to double down on what truly moves the needle.

Identify What's New—and Create a Plan

Marketing tools and platforms change fast. AI, short-form video, CRM automation, and hyper-local content are no longer optional—they're becoming standard. The key question isn't "What's new?" but "What do I need to implement now?" Choose one or two strategies that align with your strengths and your audience, then build a simple plan. Who will execute it? How often? How will success be measured? Clarity beats complexity every time. The implementation of new ideas that can turn into business opportunities is what will help you grow in the new year.

Reconnect with Intention

Most Realtors are sitting on unrealized opportunities simply because they haven't followed up. Ask yourself: who do I need to reconnect with? Past clients, agents you lost touch with, lenders, builders, or community partners? That buyer from 9 months ago that was waiting for rates to drop, or that seller you met at your kids soccer game and you lost touch. Reconnecting doesn't require a hard pitch. It can be as simple as a check-in message, a value-based update, or a genuine conversation. Relationships compound—and 2026 rewards the agents who revive them.

Evaluate Who's Helping—and Who's Taking

Finally, take a hard look at your business ecosystem. Who truly supports your growth, refers business, collaborates, or pushes you forward? And who consistently takes time, energy, or value without reciprocation? This isn't about cutting people off—it's about protecting your focus. As you grow into 2026, alignment matters. Surround yourself with people, vendors, and partners who elevate your business, not drain it.

A successful 2026 isn't built on luck—it's built on habits. Clean your database, learn from the past, implement intentionally, reconnect consistently, and align wisely. Do those five things well, and next year won't just be busy—it'll be profitable.



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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Reciprocity & Continuing Education as Professional Self Care: Loving Your License



February is a good time to tend to the relationships that matter, and for real estate professionals in the DMV, few relationships are more important than the one you have with your license. A little attention now can save you stress at renewal time and set you up for cross-border business all year.

Think of District of Columbia renewal cycles as predictable date nights. They come around every two years in odd-numbered years and are easy to miss if you don't set reminders. Brokers and property managers renew by February 28 and sales agents by August 31. Core Continuing Education requirements never change: Fair Housing, Ethics and Legislative Update for all, with Property Management and Broker Supervision added for brokers. Hold on to your completion certificates. D.C. audits CE for up to five years, and system updates have occasionally delayed reporting. Check your hours in the portal before you click renew.

Maryland rewards early planning. Under the updated Maryland Broker Act, CE must be completed at least 30 days before your renewal date. Providers have up to 14 days to report completed coursework. If your CE is submitted inside that 30-day window, the Commission adds a \$168 reinstatement fee. Finishing early and confirming that your courses have posted keeps that fee off your bill. New Maryland licensees must complete required post-licensing education and cannot substitute coursework from another state. In practice, the safest move is to treat CE

like a proposal: plan ahead, document everything and avoid surprises.

Virginia has its own love language when it comes to license renewals. For first-time renewals, salespersons must complete 30 hours of Post-Licensing Education within their initial two-year cycle, no exceptions, even if you've held a license elsewhere. After that first renewal, the relationship shifts: salespersons need 16 hours of CE every two years, covering Fair Housing, Ethics and Standards of Conduct, Legal Updates and Emerging Trends, Contracts and Agency. Brokers have a bigger commitment: 24 hours every two years, including mandatory topics like Fair Housing, Ethics, Legal Updates and Broker Supervision.

Cross-border ambition is part of the DMV DNA, and reciprocity is the romance language of multistate practice. The District of Columbia offers reciprocity with Maryland and Virginia, but it isn't automatic. Expect a D.C. law course, a passing score on the D.C. exam portion and a current license history in good standing. Even reciprocity applicants must file their application within six months of passing the exam. Brokers and salespersons should be ready to take D.C. Fair Housing and D.C. Property Management as part of the courtship.

Maryland's reciprocity is more selective. It has formal agreements with Pennsylvania and Oklahoma. Beyond those, Maryland reviews requests case by case. You'll need a recently issued certified license history, a cover letter explaining your full licensing

chronology and, realistically, some patience. Maryland sometimes says yes, but it prefers an applicant who arrives organized and understands the limits of reciprocity. In other words, don't assume Virginia-to-Maryland will look like D.C.-to-Maryland. Confirm the rules before promising clients a cross-state team.

Treat all of this as professional self-care. Set aside time now to book your CE, double-check required topics, download certificates and mark D.C.'s odd-numbered-year renewal dates. If you're planning to expand your reach, map out the reciprocity steps and prep for whatever exams are required. A little affection for the administrative details today protects your practice, your clients and your peace of mind tomorrow. That's a relationship worth renewing every cycle.

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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AI FOR LUXURY AGENTS: HOW HIGH-END MARKETING IS EVOLVING FASTER THAN EVER



BY TODD LEBOWITZ

The luxury real estate market has always demanded a higher level of service, presentation, and precision. But in the past two years, expectations have shifted faster than at any time in recent memory. Today's affluent buyers and sellers are digitally sophisticated, data-driven, and accustomed to instant, concierge-level service. That's where AI is stepping in—quietly reshaping what it means to deliver a luxury real estate experience.

For top-producing luxury agents, AI isn't about replacing the human touch. It's about amplifying it. The right tools allow agents to elevate their brand, deliver faster results, and create the kind of tailored experience that makes clients feel like they are your only priority.

One of the biggest breakthroughs has been **AI-enhanced visual marketing**. Luxury listings hinge on presentation, and AI tools now allow photographers and marketing teams to retouch images, enhance lighting, correct angles, and even stage rooms virtually with remarkable realism. High-end buyers expect editorial-quality visuals, and AI makes that level of polish accessible on every listing—often within hours.

Luxury agents are also leaning into **AI-generated property storytelling**. These tools analyze a home's architecture, design features, neighborhood character, and lifestyle attributes to craft compelling narratives that resonate with discerning buyers. Instead of generic listing descriptions, AI helps produce rich, emotionally-driven copy that elevates a property beyond square footage and finishes.

Another major innovation is **AI-driven personalization**. From dynamic market reports to custom listing launch campaigns, AI can tailor every communication to match a client's preferences, behaviors, and interests. Imagine sending a seller a real-time marketing performance dashboard or delivering buyers an on-demand video tour with an AI narrator highlighting features they care about most. These

touches create a white-glove experience that differentiates elite agents from their competition.

Behind the scenes, AI is streamlining the entire luxury workflow. Tasks that once required multiple vendors—brochure design, neighborhood research, postcard creation, social media rollout—can now be automated in minutes. This not only accelerates time-to-market but also keeps branding consistent and refined across every touchpoint.

Perhaps the most exciting evolution is the rise of **AI-powered client service agents**. These tools can handle inquiries instantly, answer detailed questions about listings, send documents, recommend next steps, and even follow up with leads—24 hours a day. For luxury clients accustomed to immediate answers, this level of responsiveness is a game changer.

As competition in the luxury sector intensifies, agents who embrace AI will be the ones who stand out, scale faster, and deliver an experience that feels both elevated and effortless.

If you're ready to bring AI-powered marketing into your business, My Marketing Matters can help you launch luxury-level campaigns with one click—combining high-end design, automation, and personalization built specifically for elite real estate agents.



With more than 25 years of experience, Todd Lebowitz is CEO and owner of My Marketing Matters, which he runs with his business partner Ram Devaguptapu. Together, they have grown the company to be a recognized leader in real estate marketing with more than 20,000 clients locally, regionally, and nationwide.

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Painting Success, Layer by Layer

Theresa Ramond

CHALET SETTLEMENTS LLC

BY GEORGE PAUL THOMAS
PHOTOS BY RYAN CORVELLO



For Theresa Ramond, real estate has never been just a job. It has been the steady rhythm of her career, the throughline that has guided her from her earliest days as a paralegal to her current role as the driving force behind one of the region's most respected title companies. "Once you find your way into this world, it's hard to ever leave," she says with a smile. "And I wouldn't have it any other way."

A Career Built on Precision and Purpose

Originally from Boiling Springs, Pennsylvania, Theresa began her professional journey in law. What started as helping with deeds and real estate files quickly grew into a full-blown passion. Before long, she had opened her own title and abstract companies, mastering the complex dance between legal precision and client care.

When she later took time off to raise her children, she never lost her connection to the industry. "Real estate was always

waiting for me," she shares. "When I came back, I knew I wanted to lead with both experience and heart." That desire to blend structure with service eventually led her to create Chalet Settlements LLC, a company built on integrity, innovation, and teamwork.

A New Era of Title Excellence

As CEO of Chalet Settlements, Theresa oversees the company's four thriving offices in Rockville and Frederick, Maryland, Tysons Corner, Virginia, and Baltimore. The company's tagline, "Where expertise meets exceptional service," reflects both its mission and mindset.

"Our company may only be three years old, but our team has been together for over a decade," Theresa explains. "That continuity, trust, and shared history are what make us special."

With more than 25 team members spanning two powerful divisions—Settlement Operations and Marketing &

"We're about partnership. We help agents grow their business, host broker opens, and provide personalized coaching. Our goal is to help them succeed long after settlement day."

Realtor Coaching—Chalet Settlements does more than close deals. Its dual-division model supports agents before, during, and after the transaction. "We're not just about the paperwork," Theresa says. "We're about partnership. We help agents grow their business, host broker opens, and provide personalized coaching. Our goal is to help them succeed long after settlement day."

Theresa believes that true success in real estate lies in relationships. At Chalet Settlements, every client and partner is backed by an entire team of professionals who care deeply about each transaction.

“When you work with us, you’re not relying on one processor or one closer. You have an entire company standing behind you,” she emphasizes.

That team approach has become Chalet’s signature. From complex title issues to last-minute changes, the company is known for anticipating challenges, finding solutions, and ensuring that every closing feels smooth and stress-free. “Our focus is always on protecting the agent’s deal and their client relationship,” Theresa says. “We take that responsibility seriously.”

Balancing Experience & Innovation

What sets Chalet Settlements apart is its ability to balance deep industry expertise with forward-thinking innovation. The team embraces technology, from AI integrations to social media strategy, while maintaining the warmth and human touch that clients value most. “Our industry has evolved so much,” Theresa reflects. “We’ve gone from typewriters to tablets, from paper checks to secure wire transfers, and from in-person closings to fully remote ones. But what hasn’t changed is the importance of trust and connection.”

That blend of progress and professionalism has made Chalet Settlements a preferred partner



for top-producing agents across the DMV region.

Beyond business, Theresa and her team are passionate about service. Chalet Settlements sponsors local schools and sports teams, supports Habitat for Humanity builds, and offers free legal education for first-time homebuyers.

Life Beyond the Office

Outside the office, Theresa’s life is as vibrant and creative as her leadership style. When she is not guiding her team or supporting agents, she can often be found in her studio, painting with acrylics or shaping clay into something new. “Art has always been my outlet,” she says. “It’s where I can slow down, quiet my mind, and just create. It’s a completely different rhythm from the



“I want to develop young talent, refine our systems, and continue raising the bar for what a title company can be.”

structured pace of title work, and that balance keeps me grounded.”

Her love for art parallels her work philosophy. Whether she is refining a painting or navigating a complex settlement, she approaches both with patience, precision, and attention to detail. “In painting, as in business, it’s all about layers,” she explains. “Every brushstroke builds on the one before it, and over time, it comes together into something meaningful.”

Family plays a central role in Theresa’s world. Her two children, Emily (23) and Ari (22), are her greatest joy and source of pride. Emily currently lives in Manhattan, while Ari calls Minneapolis home. “We’ve always shared a love for adventure and discovery,” Theresa says. “We’re avid scuba divers and have traveled all over to explore new places together. Before that, we were a motocross family, traveling across the Northeast as my kids raced while I homeschooled them along the way.” Those years on the road taught them teamwork, resilience, and the



importance of making memories wherever life takes them.

Theresa also shares her home with two cats, Lucy and Wookiee Cookie, who add a little extra charm to her days. When she is not in her studio or traveling, Theresa finds joy in the simple pleasures—spending time with friends, visiting art galleries, reading mystery novels, and planning her next diving trip. “I’ve always had a curious mind,” she reflects. “Whether I’m painting, reading a Stephen King novel, or exploring underwater caves, I’m always looking to uncover new perspectives. It’s that same curiosity that drives how I lead and how I live.”

Looking Ahead

Theresa’s vision for Chalet Settlements is both ambitious and grounded. Over the next decade, she hopes to expand the company’s footprint while mentoring the next generation of title professionals. “I want to develop young talent, refine our systems, and continue raising the



still making time for art, travel, and family. “I care deeply about my people, and that’s what I want this company to reflect. When your team thrives, your business naturally follows.”

bar for what a title company can be,” she says.

For her, success means balance—building something meaningful while

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Edgardo “Eddie” Suarez

Heart, Heritage,
& Helping Others
Move Forward

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO



Edgardo “Eddie” Suarez has lived a life shaped by constant movement, deep connections, and daily gratitude. Today, as a Partner with The Thrive Team and Vice President at TTR Sotheby’s International Realty, he brings a rare blend of global perspective and personal warmth to every client he serves. “I feel very blessed that I was able to build the life of my dreams in the country where I was born,” he says, reflecting on the long, meaningful path that brought him from Lima, Peru, to the heart of the United States in Washington, D.C.

A Childhood Rooted in Two Continents

Eddie was born in Denver, Colorado, while his father worked with the U.S. Air Force, but Lima, located along the South Pacific, is where his story truly began. “I was raised in Lima, Peru, by a wonderful immediate

and extended family, and that shaped everything about who I am,” he explains. Spanish is his first language, and he learned English early thanks to his mother, Dary, a retired ESL teacher with more than 50 years of experience who believes deeply in education.

He later attended EIC, a private American elementary school run by Catholic nuns from Philadelphia, followed by Santa Maria Marianistas, which was run by American instructors. Both experiences immersed him in Peruvian and American cultures. He earned his bachelor’s degree in business with a focus on marketing from the University of Lima and eventually learned Portuguese as an adult while doing business with Brazil. “Learning Portuguese let me understand not just the language, but the people, music,

and culture,” he says. These multicultural layers would later become a cornerstone of his real estate career.

The Catalyst for Change

Before real estate, Eddie built a successful career in international high-tech sales for companies such as Compaq Computers, Hewlett-Packard, and Software AG. His life shifted in 2014 when he and his husband, Mehl, adopted their first child. “I left the corporate world because I wanted flexibility and more time with my family,” he says. With that clarity, he enrolled in the Long & Foster School of Real Estate and earned his Washington, D.C., license, followed by Maryland.

His personal experiences as a renter, landlord, and homeowner across Texas, Maryland, and D.C. gave him a unique foundation. “Those experiences taught me how to work with contractors, property managers, and Realtors long before I became one,” he explains. Remodeling and managing homes with his spouse shaped his eye for design and sharpened his instinct for what clients need most.

Eddie joined the highly awarded Thrive Team at

TTR Sotheby’s International Realty in 2017 and quickly became a vital force within the group and his brokerage. In 2024, he completed 16 transactions totaling more than \$15 million in volume. In 2025, Eddie completed 20 transactions — including both Bright MLS and private sales — totaling more than \$16 million in volume. Collectively, the Thrive Team achieved nearly \$50 million in sales that year.

Eddie also belongs to a selective group of Realtors with Sotheby’s En Español, representing the D.C. area, and is a founding co-chair member of the Hispanic Legacy Network, an affinity group at Sotheby’s International Realty.

“I believe we are all unique in how we see the world,” Eddie says. “I strive to provide a very high level of service as a global real estate advisor.” His multilingual fluency in Spanish and Portuguese gives him an edge with international clients, while his deep understanding of D.C. and Montgomery County neighborhoods anchors his local expertise.

He has been recognized as the number one Social Media Agent by





children through sports, playdates, Scouts, church involvement, swimming, and coding classes.

Beyond family, Eddie finds peace and creativity in gardening, which he calls his therapy, interior design as his artistic outlet, and cooking as a way to bring friends together. He also enjoys traveling, especially returning to South America and exploring Europe with his family, a wonderful way to expose their children to different cultures and ways of living.

Eddie is deeply involved in giving back to the community, and his efforts are both extensive and heartfelt. He supports Rainbow Families, local Pride events, Petworth Porchfest, neighborhood festivals, jazz events, and countless arts and cultural celebrations throughout D.C. "I enjoy giving back to

the communities that have helped me," he says. His involvement reflects his belief in inclusivity, visibility, and creating spaces where every family feels welcome.

Future Focused

Looking ahead, Eddie's goals remain grounded in family and purpose. Professionally, he envisions stepping into more managerial roles while continuing to guide clients toward long-term success locally and internationally through the expansive Sotheby's International Realty network.

He also carries two guiding mottos from his life experiences: "If there is a will, there is a way," a phrase spoken often by his late father-in-law, and "Always be ready," a principle he learned as a Boy Scout in Lima. Follow his journey on social media at #RealtorEddieSuarez.

PropertySparks five years in a row and received the TTR Sotheby's Community Leadership Award for his service to numerous local organizations. "Over 90 percent of my business is referrals," he says. "I am so grateful for the trust people place in me."

A Home Filled With Love, Laughter, and Three Dogs

Eddie's life outside of work is rich, joyful, and family-centered. He and his husband, Mehl, recently celebrated 15 years of marriage, a milestone that carries both personal and historical significance. "We were the first gay couple to legally marry in Washington, D.C., in 2010 at the Four Seasons in Georgetown," he shares proudly. The couple met twenty-one years ago through competitive

volleyball in Houston, Texas, a moment that marked the beginning of a shared life built on love and resilience.

Their children, Lexi and Sebastian, fill their home with energy and curiosity. "They definitely keep us on our toes," Eddie says. Their family also includes three dogs, each with a big personality and story of their own. "Linda is a sato from Puerto Rico who understands Spanish," he jokes. "Cece was rescued by our daughter from the creek across the street. And we cannot forget our senior English Pointer, Oscar, who celebrated his 14th birthday last December."

Evenings often revolve around family meals at the large dining table, movie nights, and supporting their



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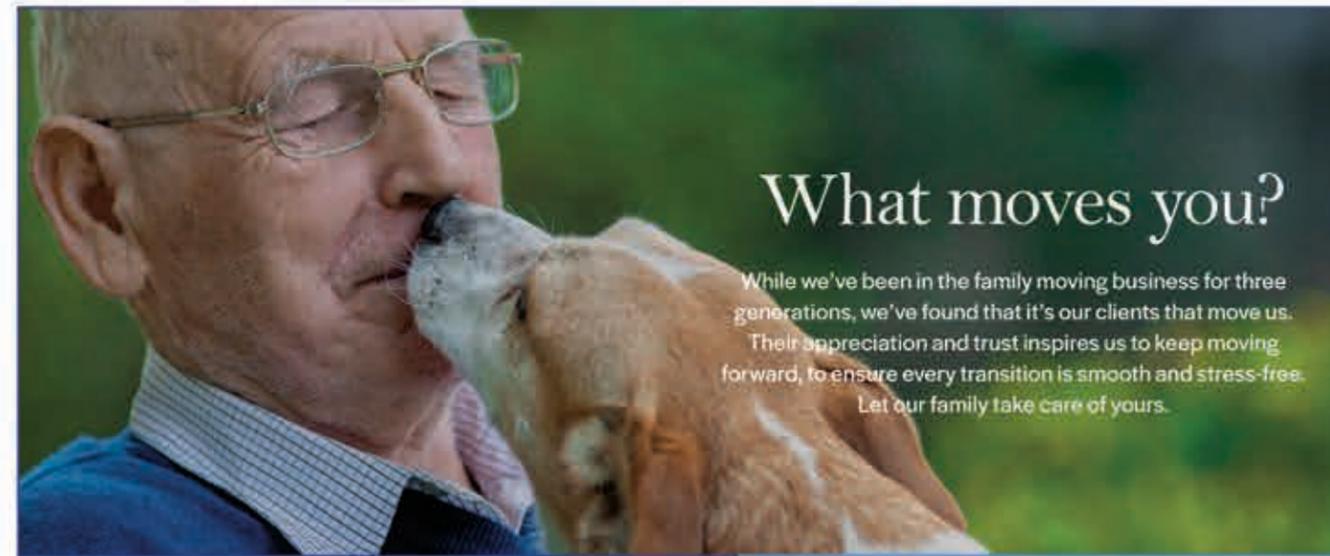
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DANNY BOITEL

Authenticity Over Everything

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

When you meet Danny Boitel, one thing becomes clear within minutes: he is not your typical real estate agent. Outgoing, charismatic, and endlessly authentic, Danny brings a refreshing mix of honesty and humor to an industry that often leans on polish and pretense.

“I’d compare myself to a golden retriever, with a little bit of pit bull in me,” he jokes. It is not just a line; it is an apt metaphor for his personality: warm and loyal, but fiercely determined when it comes to getting things done for his clients.

Finding His Lane in Real Estate

A native Washingtonian, Danny was born at Sibley Hospital and grew up in Chevy Chase, Maryland, right behind the iconic GEICO building in Friendship Heights. “I’m as local as it gets,” he says proudly. After attending Little Flower, St. John’s, and Virginia Wesleyan College, Danny left school early to pursue a career in golf instruction. That decision, he admits, was the first of many bold pivots that would shape his professional life.

Danny’s career in real estate began in 2006, selling new homes for Haverford Homes at The St. James community in Maryland. From there, he transitioned



into property management and selling new homes for Haverford Homes, where he gained a ground-level understanding of how homes are built, maintained, and valued.

Over time, he realized his true passion was not in managing properties but in connecting with people. “What inspired me was watching other agents in D.C., how they carried themselves, how they interacted with their clients. I thought, ‘I can do that... but differently,’” he recalls.

That difference became the foundation of his approach. Danny built his business not on slick scripts or sales gimmicks but on transparency, authenticity, and human connection. “If you’re my buyer, I’ll one hundred percent tell you not to buy a house, even if you love it, if I think it’s a bad investment,” he says. “And if you’re selling, I’m not going to give you a number that isn’t real just to win your listing. I’m honest, sometimes to a fault, but that’s what builds real trust.”

The Human Side of Real Estate

Now a seasoned agent with Compass in Bethesda, Danny runs his own brand, Boitel Real Estate, where he jokingly calls himself the CEO, marketing director, and social media manager all in one. “Basically, I do everything,” he laughs. “We’re still in the startup phase, but it’s mine, and that means everything to me.”

Last year, he closed roughly \$13 million in volume and about a dozen transactions. His production numbers have earned him consistent recognition, including being named a Washingtonian Elite Top Producer from 2022 through 2024, a Top 1.5% Agent in the U.S. by The Wall Street Journal, and one of the Top 1000 Agents for Real Producers in the DMV.

For Danny, the metrics are just background noise. “We care. Period,” he says simply. “That’s what I want people to know about my business. It’s not about how many homes I sell; it’s about the



quality of the relationships I build. I care about people more than performance.”

He finds the most fulfillment in those relationships: the late-night client calls, the trust built over coffee, and the moment someone gets the keys to a home they never thought they would own. “That’s the magic,” he says. “That’s what keeps me doing this.”

Life Beyond Real Estate

Outside of work, Danny’s life is full and lively. He lives locally with his wife, a licensed social worker and owner of her own private practice, Therapy and Mindfulness. “She’s a twin, and her family is huge,” Danny laughs. “There’s always something happening.”

His own family is close by, too, including his mom in Grosvenor Park, his brother Chris, a regional manager for Flower Child, and his sister-in-law Michelle, who is active in the waterfront community. “We’re all local, all connected,” he says.

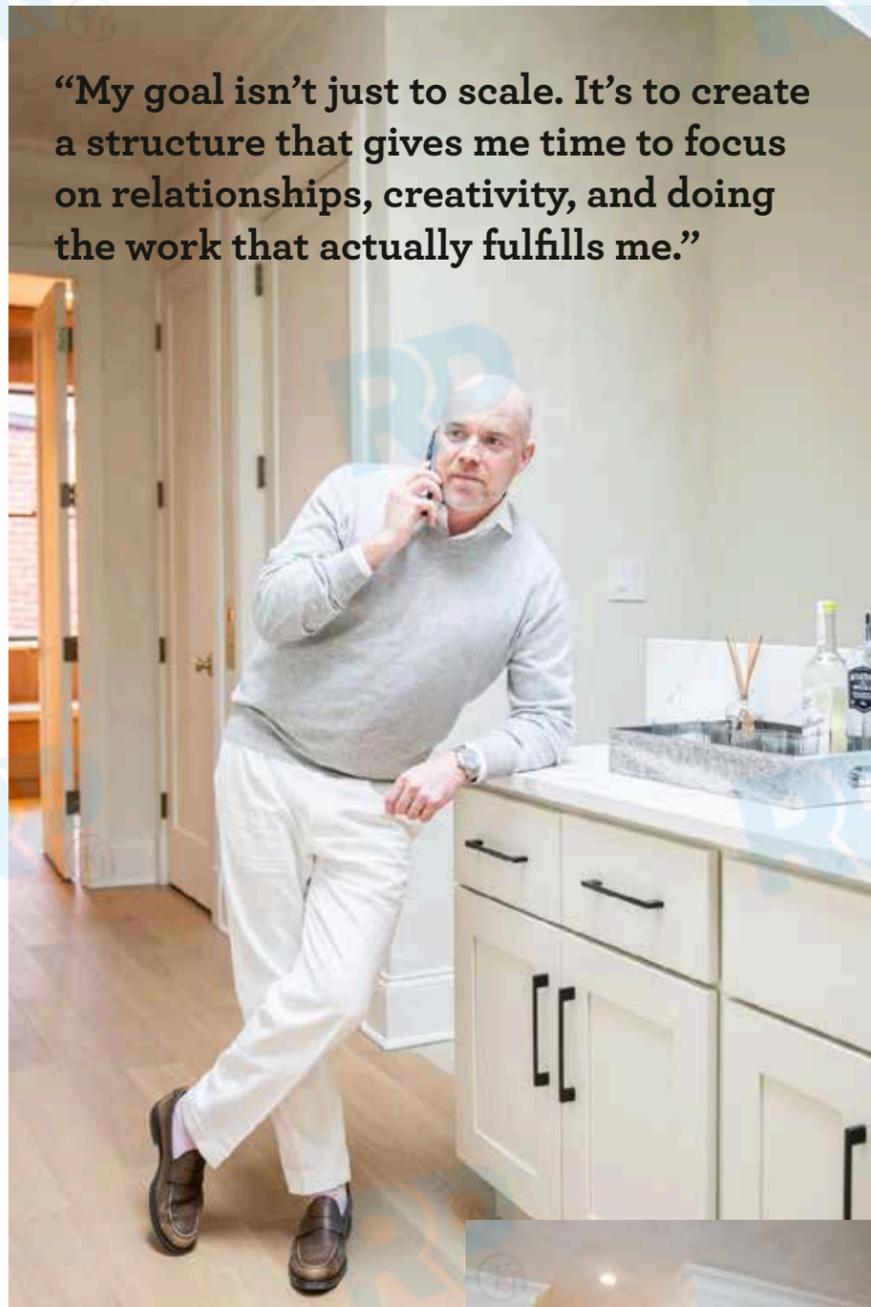
Then there are the pets: a Yorkie Poo named Judy, a golden retriever named Bean, and two cats, Ernie and Fred, each with their own personalities and quirks. “It’s a zoo,” he admits. “But I wouldn’t have it any other way.”

When he is not working, Danny is usually cooking for friends, playing guitar or bass, running through Rock Creek Park, or hitting the golf course. “I’ve made two holes-in-one and one albatross,” he says. “That’s my claim to fame.” He is also a marathoner and has even completed a 50 Mile Ultra.

Looking Ahead

Danny’s goals for the future are simple but meaningful. He hopes to grow his business to around \$30 to \$40 million in annual volume, but not at the expense of what matters most. “Our goal is not growth for growth’s sake,” he says. “It’s to continue expanding in a way that never outpaces our ability to deliver the same level of care, commitment, and attention to every client we serve. We believe it’s just as important to remember where we

“My goal isn’t just to scale. It’s to create a structure that gives me time to focus on relationships, creativity, and doing the work that actually fulfills me.”



came from as it is to know where we’re going. Staying grounded keeps us sharp, grateful, and accountable.”

“Our goal isn’t to be the biggest. It’s to be the best for the people who choose to trust us with one of the most important decisions of their lives.”

For agents coming up behind him, his advice is straightforward: “Don’t obsess over being a top producer. Be a real professional. Build your craft. Focus on quality, not quantity. When you truly care about people, success always follows.”



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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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STEPHEN GABAUER

A Global Perspective With Grounded Purpose

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Stephen Gabauer has lived many lives. He has worked in chemical engineering, partnered with farmers in Kenya, collaborated with world athletes on clean water initiatives, and built community through improv theater. Each chapter shaped his understanding of people and the environments that help them thrive. When he eventually stepped into real estate, he realized that every part of his past had been preparing him for this work. Today, Stephen is one of Century 21 New Millennium's leading agents, known for his calm presence, his deep care for his clients, and his steady ability to guide people through major life transitions. "I want every

client to feel understood and supported," he says. "The relationship matters just as much as the transaction."

A Life Shaped Across Continents

Born in Silver Spring and raised in Pittsburgh, Stephen grew up with a curiosity about people and the world. He later earned a degree in Chemical Engineering and a minor in Communications from Penn State University, followed by a master's degree in International Sport Management from Universität Konstanz in Germany. His early career paths reflected a desire to learn and to help. "I have always been drawn to work that makes life better for others," he explains.

That desire took him far from home. In Scotland, he supported environmental sustainability in professional golf. In Kenya, he partnered with farmers on climate protection and helped lead a clean water initiative that brought safe drinking water to schools. Through that program, he worked with global athletes like Stephen Curry, Kyrie Irving, Alex Morgan, Megan Rapinoe, and Rafinha. "Seeing the impact that clean water had on those communities changed me," he recalls. "It reminded me how deeply our environment affects our wellbeing."

When he returned to the United States, Stephen joined a consulting firm focused on diversity, equity, and inclusion. The work was meaningful, but something else was beginning to take shape. "I loved what I was doing, and I felt inspired to





“People often come to real estate during a big life moment. To support them through something so important felt natural to me.”

those big life moments feels natural and rewarding to me.”

Today, Stephen is a standout figure within Century 21 New Millennium. For the past three years, he has been the number one producing Century 21 agent across Washington, D.C., Maryland, and Virginia. He also holds 132 five-star Google reviews, each one from a real client. “I am proud of my production, but the reviews mean the most,” he says. “They show that my clients trust me.”

Stephen attributes his success to staying collaborative, communicative, and steady. He understands the emotional weight of a real estate transaction and has learned how to guide people through it with clarity and care. “My job is to read

the situation, understand what people need, and help everyone get to the finish line,” he explains. “Many clients remain close long after the transaction settles. Many have become close friends. The relationships last,” he says. “That is the best part of this career.”

Where Home Takes On New Meaning

Stephen’s personal relationship with home shapes how he serves others. He has lived in many environments, from a ten-person WG in Germany to housing in Kenya to countless rentals across the DMV. When he purchased his home in Petworth, something shifted. “I wake up every day feeling grounded and happy,” he says. “Having a home you love changes everything.”

apply the skills I had learned to help people in a more personal way,” he says.

An Improv Instructor Who Changed the Course

Stephen’s shift into real estate began in an unexpected moment. While preparing for an improv audition, he invited his instructor, Darnell Eaton, over for dinner. Darnell, one of Century 21’s top-producing agents, shared insights about the business, and Stephen found himself captivated.

When Darnell mentioned he was looking for a team member, everything clicked. “He said I should get my license and try it part-time,” Stephen recalls. “I trusted him, and I decided to go for it.”

He earned his license in 2020, joined Darnell’s team, and quickly discovered how meaningful the work felt. “Real estate is often at the center of life’s biggest transitions,” he says. “Supporting people through

That realization deepened his purpose as an agent. He wants clients to feel that same stability, joy, and sense of belonging. “Home should be a place that supports your life,” Stephen says. “I want people to feel safe and proud of where they live.”

Life Beyond Real Estate

Stephen’s life is full, creative, and deeply connected to the people around him. He performs in a band called Stephen Sol & the 7, which released an EP titled Sunshine Wine. The group is currently working on a studio album and recently released a live album. “Music brings me joy in a way nothing else does,” he says.

He is also an active performer with Washington Improv Theater, where he continues to build community. “Improv keeps me grounded and connected,” he explains. “It reminds me to stay present.”

Family remains central to his life. Stephen is close with his sister Rachel and her husband, Rayshon, who live on Capitol Hill. “We have always been close, and living in the same city has made that even stronger,” he says.

Stephen’s mornings begin with grounding practices that keep him centered. “Meditation, journaling, tarot, and yoga help me show up as my best self,” he shares.

A Vision for the Future

Looking ahead, Stephen hopes to build a family, stay healthy, and continue nurturing the relationships that matter most. “I want to keep growing and stay connected to the people I love,” he says. Professionally, he plans to continue serving clients with the same integrity and compassion that have defined his success.



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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 Dec. 31, 2025

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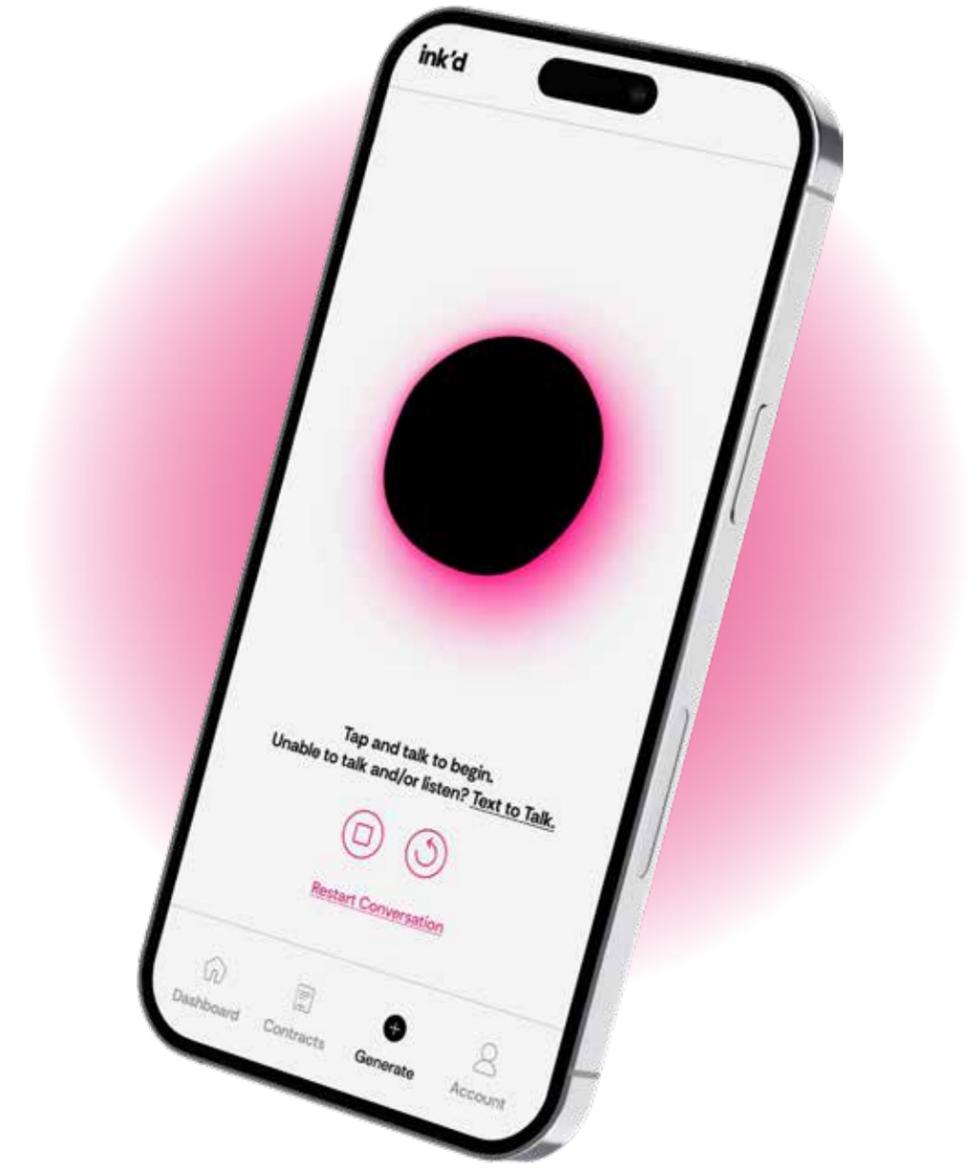
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TOP 250 STANDINGS - BY VOLUME

Individual Closed Data as reported to MLS from Jan. 1 to Dec. 31, 2025

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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The team also takes pride in breaking the cycle of "the way it's always been done." They embrace new ideas, tools, and strategies that make them more effective and efficient every single day. And as one of the most parent-friendly branches in the industry, they celebrate flexibility, understanding, and family life. Kids in the background of calls aren't interruptions, they're reminders of why the work matters.

With two visionary leaders who never say no to a great idea, a team empowered to build and innovate, and a culture rooted in creativity, collaboration, and family, this branch isn't just another mortgage team, it's a unicorn. Together, they're not just closing loans; they're changing the way mortgage is done.



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TOP 250 STANDINGS - BY VOLUME

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TOP 250 STANDINGS - BY VOLUME

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Individual Closed Data as reported by MLS from Jan. 1 to Dec. 31, 2025

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

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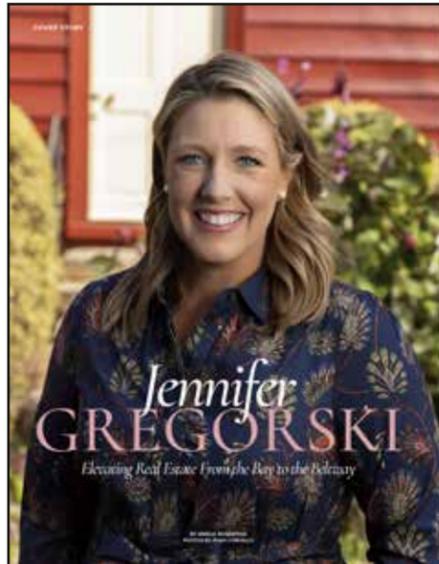
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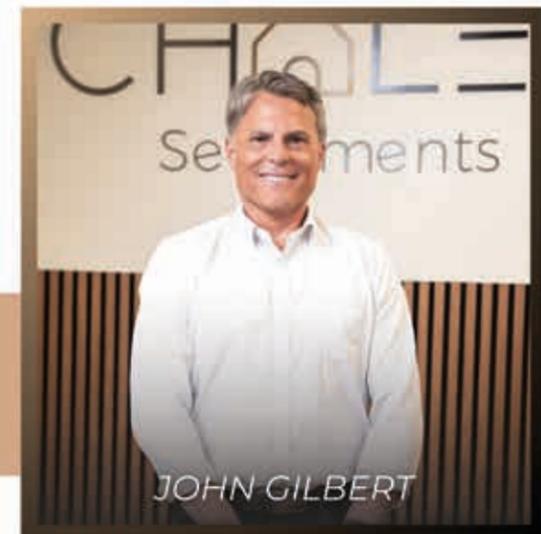
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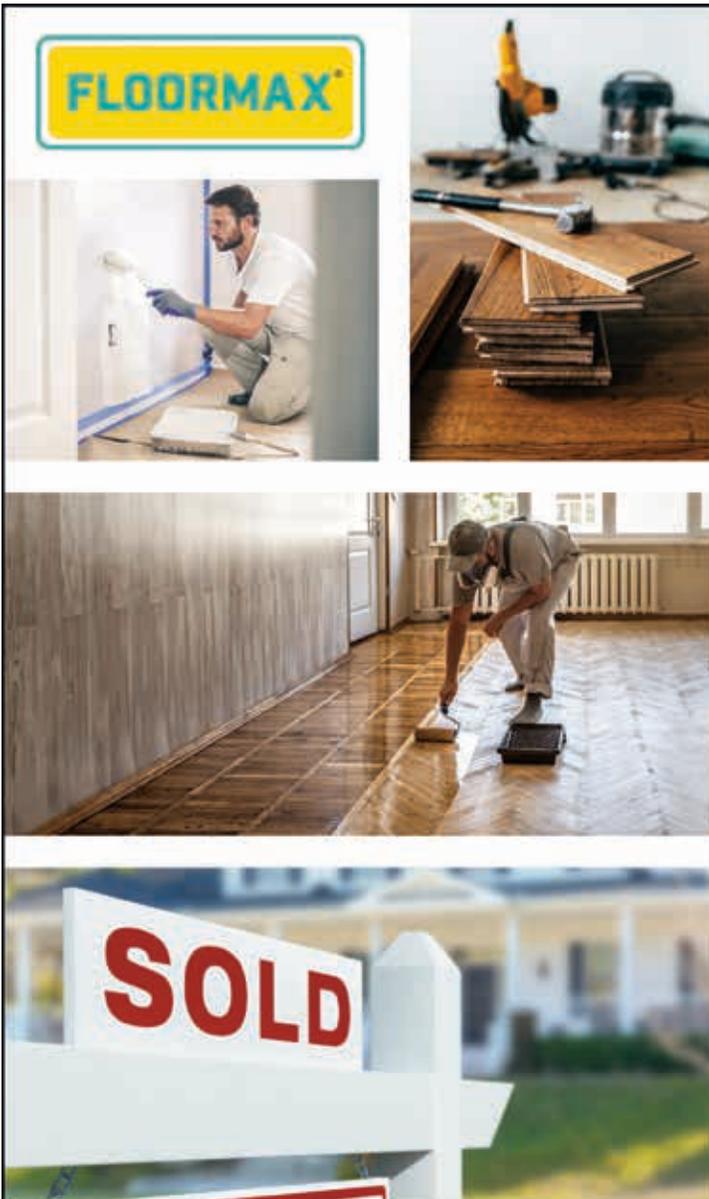
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