

NOVA

FEBRUARY 2026

REAL PRODUCERS[®]

Candyce Astroth

PEOPLE OVER
PROFIT

Agent Spotlight
KAREN SCHIRO

Rising Star
**CHRISTINA
HUNTINGTON**



Partner Spotlight
ALICIA BROWN
SCALABLE REAL ESTATE SOLUTIONS

CONNECTING. ELEVATING. INSPIRING.



**BUDGET[®]
BLINDS**

Style and service for every budget.™

Design That Feels *Like Home*

This year, create a home that feels as inviting as it looks. Shutters and layered window treatments do more than elevate your décor—they add insulation, improve privacy, and bring a cozy, finished look to every room.

At Budget Blinds, we help you design with intention, selecting fabrics, textures, and motorized features that not only match your style but also enhance everyday comfort. Whether you're hosting guests or curling up with a good book, we'll help you create a space that's warm, stylish, and unmistakably you.



Call or text 703.729.9846
for a Free Consultation

©2025 Budget Blinds, LLC. All Rights Reserved. Budget Blinds is a trademark of Budget Blinds, LLC and a Home Franchise Concepts Brand. Each franchise independently owned and operated.



STRUCTURAL & DRAINAGE INSPECTIONS



**SOIL & STRUCTURE
CONSULTING, INC.**

STRUCTURAL · GEOTECHNICAL · CIVIL

- ✓ Foundation Cracks
- ✓ Damaged Wood Framing
- ✓ Load-Bearing Walls
- ✓ Basement Waterproofing
- ✓ Wet Yards
- ✓ Soil Erosion
- ✓ Sloping Floors
- ✓ Stream Stabilization



Scan to
Schedule
Your
Inspection
Now!

Help Protect Your Client | Call Today!
(703) 391-8911 | SoilAndStructure.com

info@soilandstructure.com | Licensed Engineers in VA, DC, MD & WV



Candyce Astroth **32** COVER STORY

Contents

TO VIEW OUR MAGAZINE ONLINE,
VISIT NOVAREALPRODUCERS.COM OR
SCAN THIS QR CODE.



18 Alicia Brown

IN THIS ISSUE

- 6 Preferred Partners
- 10 Meet The Team
- 12 Publisher's Note
- 14 FAQ
- 15 By The Numbers
- 18 **Partner Spotlight:** Alicia Brown, Scalable Real Estate Solutions
- 22 **Agent Spotlight:** Karen Schiro
- 28 **Rising Star:** Christina Huntington
- 32 **Cover Story:** Candyce Astroth
- 39 **Top 250 Standings by VOLUME**
- 49 **Improved Standings Coming Soon!**
- 51 **Top 100 Standings by UNITS**

PROFILES



22 Karen Schiro



28 Christina Huntington

COVER PHOTO COURTESY OF RYAN CORVELLO PHOTOGRAPHY.

If you are interested in nominating people for certain stories, please email us at: Wendy@RealProducersKBTeam.com.

MORTGAGES THAT MEAN M RE

Your support can help us
make an **IMPACT** in our
community and for our clients



Bo Lee

Loan Officer | NMLS# 195871
(703) 967-9792
bo.lee@movement.com



 **MOVEMENTMORTGAGE**

10550 Linden Lake Plaza, Ste 300, Manassas, VA 20109 | DC-MLO195871, MD-195871, VA-MLO-2911VA | Movement Mortgage LLC. All rights reserved. NMLS ID #39179 (For licensing information, go to: www.nmlsconsumeraccess.org (opens in a new tab)). Additional information available at movement.com/legal. Interest rates and products are subject to change without notice and may or may not be available at the time of loan commitment or lock-in. Borrowers must qualify at closing for all benefits.



EQUAL HOUSING OPPORTUNITY



Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

AI

Ink'd
(571) 470-9261
Inkd.ai

BLINDS

Budget Blinds
(540) 729-9846
Budgetblinds.com/ashburn

BOOKKEEPING/ACCOUNTING

Agent CFO
(240) 468-7426
AgentCFO.co

CHIMNEY SERVICE/REPAIR

Winston's Chimney Service
(703) 283-2764
WinstonsServices.com

CLEANING SERVICES

Spain's Cleaning Services
(703) 798-9140
SpainsCleaning.com

Vilma's Cleaning Services

(240) 760-9188
vilmah79.my@gmail.com

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

ENGINEERING - STRUCTURAL & SOIL

Soil & Structure Consulting, Inc.
Ken Fraine, PE / Andy Fulambarkar, PE
(703) 391-8911
SoilandStructure.com

ESTATE SALES

Four Sales, Ltd.
(703) 256-8300
FourSales.com

FLOORING

Rachels Floors
(571) 316-1218
RachelsFloors.com

HOME INSPECTION

ProTec Inspection Services
(301) 972-8531
ProTec-Inspections.com

Rn HomeTech

(301) 221-0357
RnHomeTech.com

HOME ORGANIZING & MOVE MANAGEMENT

The Organizing Mentors
(703) 434-9585
TheOrganizingMentors.com

HOME WARRANTY

Old Republic Home Protection
(540) 498-5632
My.ORHP.com/PerryBocson

INSURANCE

Goosehead Insurance
(571) 384-2049
Goosehead.com/agents/va/
burke/Seth-Mcguire/

JUNK REMOVAL

123JUNK
(703) 956-1415
123JUNK.com

It's Haul Good

(703) 646-9194
ItsHaulGood.com

Peace Junk Removal

(703) 721-7758
PeaceServicesJunkRemoval.com/

MARKETING SOLUTIONS

My Marketing Matters
(301) 590-9700
MyMarketingMatters.com

MOLD REMEDIATION

Green Home Solutions
(703) 447-6085
GreenHomeSolutions.com/
Sterling-VA/

MORTGAGE

CMG Home Loans
Eric Mullis
(703) 856-4019
CMGHomeLoans.com/mysite/
eric-mullis

CrossCountry Mortgage

Sylvia Bae
(571) 251-9854
BaeTeam.com

Embrace Home Loans

Shawn Barsness
(703) 783-2322
TheMortgageAce.com

Movement Mortgage

Bo Lee
(703) 967-9792
CallBoLee.com

MOVING / STORAGE

Barry's Best Movers
(703) 622-3061
BarrysBestMovers.com

Interstate Moving & Storage

(703) 226-3279
Moveinterstate.com

Metro Delivery Group, LLC

(202) 438-4100
MetroDeliveryGroup.com

MG Moving Services

(571) 288-3840
MyGuysMoving.com

My Pro Movers & Storage

(703) 763-4285
MyProMoversDC.com

Town & Country Movers

(202) 997-3324
TownAndCountryMovers.com

PHOTOGRAPHY

Ryan Corvello Photography
(757) 685-2077
CorvelloPhotography.com

PHOTOGRAPHY & VIDEOGRAPHY

Amazing Listing Photos
(703) 340-3880
AmazingListingPhotos.com

Hiiper Studio

(703) 656-9704
HiiperStudio.com

PORTABLE STORAGE

Units NOVA
(540) 907-5454
UnitsStorage.com/Manassas-VA/

PRINTING / PROMOTIONAL

Silverado Printing, LLC
(703) 407-0268
SilveradoPrinting.com

PROPERTY MANAGEMENT

Circle Property Management
(703) 851-2849
CirclePM.com

RENOVATIONS

Dwell Build
(202) 240-8666
DwellBuild.com

RESTORATION SERVICES

Lightspeed Restoration of Alexandria and Fairfax
(571) 288-8050
LightSpeedRestoration.com/
Fairfax-VA

ROOFING

DryHome Roofing & Siding, Inc.
(703) 230-7663
DryHome.com

SENIOR MOVE MANAGEMENT

Town & Country Move Management
(202) 997-3324
TownandCountryMovers.com/
Move-Management

STAGING

Elevated Staging and Design
(571) 888-9725
ElevatedStagingandDesign.com

Inspired Home Design, Inc.

(703) 775-8777
InspiredHomeDesign.com

Town & Country Staging

(202) 997-3324
TownAndCountryMovers.com/
Staging

TITLE & ESCROW

Potomac Title Group
(571) 432-9382
ClosewithPotomac.com

TITLE COMPANY

Pruitt Title
(703) 462-9931
DCTitleGuy.com

TRANSACTION COORDINATOR

Scalable RES
(703) 639-4166
ScalableRES.com

VIDEO SERVICES

Studio R Designs
(202) 413-9645
studiordesigns.com

VIRTUAL ASSISTANT

Cyberbackers Virginia
(703) 851-2849
Cyberbacker.com







We take great care
in learning how to
work with your clients
through the
5 Love Languages
for Organizing



Learn More!

Lisa Geraci Rigoni, Owner & Chief De-clutter Officer

- Certified with The National Association of Senior & Specialty Move Managers.
- Professional organizing since 2008.
- #1 Best Selling Author of 17 Spatulas and the Man Who Fried an Egg
- Serving DMV and beyond!




TheOrganizingMentors.com • 703-434-9585 • Lisa@TheOrganizingMentors.com



NEED A DC TITLE GUY? Wade is your guy!



I work with new Realtors and Lenders, all the way up to the top-producing individuals and teams. My goal is to provide you with the tools and knowledge to do more transactions and expand your business!

Need to set up an appointment to discuss your real estate business?

Scan the code!

WADE VANDER MOLEN

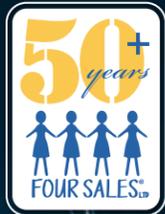
480-203-6452 | Wade@Pruitt-Title.com

DCTitleGuy.com

8221 Old Courthouse Rd. #101, Vienna

Offices in Northern VA, DC, and Maryland.

Mobile settlements also available.



Streamline your business this year with the largest and most innovative professional estate sale, auction, and personal property firm in the DC area.



FREE Consultations!

Questions?
Call Daniel Sanders!

Servicing MD, DC & VA since 1972!

(703) 256-8300 | (301) 580-9542

foursales.com

questions@foursales.com



ProTec
Inspection Services

Hello February

"February brings a perfect reminder to appreciate the people and moments that make home feel like home."

Over 4,500 5 Star Reviews ★★★★★

Flexible Scheduling 20+ Inspectors

- Residential & Commercial
- Level 2 Chimney Inspection
- Radon Testing
- Mold Sampling
- Sewer Scope
- Termite Inspection & More!

Schedule an Inspection Today!
(301) 972-8531

Zoey Hoover
ProTec-Inspections.com
ClientCare@ProTec-Inspections.com



INVESTOR CASH FLOW

Build wealth with less down

Real estate investments are an incredible way to create long-term sources of income and wealth. Whether you're purchasing your first or fifteenth property, we can help you finance your investment with a new short-term benefit: **down payments as low as 15%.**

Loan details

- 1-4 unit investment properties
- Loan amounts up to \$3 million
- No mortgage insurance
- Fixed rate and ARM programs available

Contact me to finance your investment.



Sylvia Bae

VP, Originating Branch Manager

NMLS 1657524

O: 571.520.1586

M: 571.251.9854

F: 571.520.1586

sylvia.bae@ccm.com

baeteam.com

11921 Freedom Drive, Suite 550 Office 559

Reston, VA 20190



Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. All borrowers must meet minimum credit score, loan-to-value, debt-to-income, and other requirements to qualify for any mortgage program. CrossCountry Mortgage, LLC NMLS3029 (www.nmlsconsumeraccess.org). See <https://crosscountrymortgage.com/licensing-and-disclosures/state-disclosures/> for a complete list of state licenses. 2568119 86b4ejxr0

Meet The Team



Kristin Brindley
Publisher



Wendy Ross
Operations Manager



Lexy Broussard
Sales Manager Publisher



Ryan Corvello
Photographer

Follow Us Online!

MEET THE REST OF THE KB TEAM!

NOVA Real Producers
@realproducersnova

NOVA Real Producers
@realproducersnorthernva



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

Cleaning Services for a Positive Buyer Response

Our experienced team ensures every space is spotless, giving you peace of mind and more time to focus on what matters most.

DEEP CLEANS • ROUTINE CLEANING • OFFICE CLEANING • MOVE IN/MOVE OUT • COMMERCIAL CLEANING

FREE ESTIMATES!
Schedule your first cleaning and receive 15% OFF your second clean!

CALL TODAY → (703) 798-9140
LEARN MORE → SpainsCleaning.com
QUESTIONS? → spaincsllc@gmail.com

Herlinda Benito

Highly Recommended Junk Removal Services

Over 1,100 5-Star Reviews!

"We just had an excellent experience with 123JUNK. Our real estate agent highly recommended them. The crew was super nice and respectful. We would use them again and recommend them to others."
- Steve B., Google Review

123 JUNK
JUNK REMOVAL MADE SIMPLE

www.123junk.com

Junk Removal • Furniture Removal
Appliance Removal • Cleanout Services

SERVING VA, MD & DC
A Local DMV Small Business

Collin Wheeler
Founder
Call Collin directly.
703-956-1415
cwheeler@123junk.com

CYBERBACKER

Stay focused on your clients, we've got everything else!

"Cyberbacker is perfect for people that are committed to their business. The level of skill and accountability is very high. If you are truly looking to go to the "next level" you need to be focused on the activities that give you the best ROI, Cyberbackers allow you to do this!!!! Highly recommend this critical business asset!!!!"

Shawn P, A Successful Cyberbacker Partner

Schedule a FREE business evaluation!

View All Of Our Services!

Amina Basic
(571) 410-0661
va@cyberbacker.com
cyberbacker.com

@cyberbackervirginia

Your Property Management Partner To Help You:

- Enjoy LIFE
- Grow YOUR BUSINESS
- Dream OF THE NEXT ADVENTURE

• Vacancy Marketing • Tenant Screening • Rent Collection
• Property Maintenance • Financial Reporting

Contact Patrick Page!
703.592.6802
circlepm.com

Circle
Property Management

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
 Owner/Publisher
 NOVA Real Producers
 313-971-8312
 Kristin@kristinbrindley.com
 www.novarealproducers.com

DC METRO AND NOVA
REAL PRODUCERS
 powered by TEAM

Awards GALA

MARCH 12, 2026

SAVE THE DATE!

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

RYAN CORVELLO PHOTOGRAPHY

Real Estate & Lifestyle Photographer in Maryland, D.C., and Virginia

Fusion Photography
 2D and 3D Floor Plans
 Agent and Team Portraits

corvellophotography.com • ryancorvello@gmail.com • 757-685-2077

New Year, New Home!

Both Should Be Safe & Enjoyable!
 A Home Inspection by Rn HomeTech ensures it will be!

Rn HomeTech
 HOME INSPECTION SERVICES

CALL OR EMAIL US TODAY!
301.221.0357
 Schedule-Me@RnHomeTech.com

Tony Fernandez
 Founder and Lead Home Inspector
 Fluent in English & Spanish
 Speaks Italian and French

RnHomeTech.com
 SERVING MD, VA AND DC METRO AREA

Your one-stop shop for real estate support

Scalable Real Estate Solutions was founded with one mission: to simplify real estate operations and help agents thrive. Built on flexibility, family, and integrity, we've redefined what support looks like—creating smart, scalable systems that empower agents to grow with confidence.

- Transaction Coordination
- Listing Support
- Marketing Services
- Bespoke Solutions

Together, We Simplify. Innovate. Thrive.

703-639-4166 | www.scalableres.com | info@scalableres.com

FAQ



Since launching *NOVA Real Producers* eight 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 Northern Virginia (NOVA) area. We pull the MLS numbers each year (by volume) in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. 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 to 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 NOVA'S TOP 500 AGENTS SOLD...

17,676



TOTAL TRANSACTIONS



\$15.5B

TOTAL SALES VOLUME



LISTING SIDE TRANSACTIONS

10,192



BUYING SIDE TRANSACTIONS

7,485



AVERAGE SALES VOLUME PER AGENT

\$31M



AVERAGE TRANSACTIONS PER AGENT

34.1

Information is based on 2025 residential sales in Virginia, Maryland, and Washington, D.C., by the top 500-producing agents licensed in Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County.

TOP AGENTS DON'T TOUCH JUNK...



**THEY
CALL ME.**



Sam Richardson
Chief Junker
571-749-9023



Scan to save my
contact info or
say hello!



**"The confidence
and clarity we
have now around
our finances is
invaluable, to say
the least."**

Emily, The CAZA Companies

Looking for a finance partner
that can keep up with your
team's growth? Get started with
a free financial systems audit:



agentcfo.co

AGENTCFO The Financial Operating System For
The World's Best Real Estate Teams

BOOKKEEPING | ADVISORY | DASHBOARDS | PAYROLL

**HOUSEWARMING GIFTS
YOUR CLIENTS WILL LOVE**



#8717 Wusthof Crater 7-Piece Knife Set
#8347 Wusthof Classic Ikon 7-Piece Block Set
#8843 Wusthof Gourmet 4-Piece Steak Set

**GIVE TIM A CALL TODAY TO
DISCUSS YOUR CLOSING GIFTS.**

TIM MCCARTHY PRESIDENT
703.407.0268 // Tim@SilveradoPrinting.com

PROMOTIONAL PRODUCTS • EVERY DOOR DIRECT MAIL (EDDM)
CLOTHING & APPAREL • SIGNAGE • & MORE!



Fall in Love
WITH YOUR TITLE EXPERIENCE.

Independent. Experienced. Relationship-driven.
And Kara delivers.

- 27 YEARS OF TITLE EXPERTISE • REALTOR-CENTERED FOCUS
A partner who understands the big picture AND the fine print.
- A TITLE COMPANY AGENTS TRULY LOVE WORKING WITH
Woman-owned. No corporate layers. Just real, responsive support.
- STRATEGIC PARTNERSHIP FOR 2026 GOALS
Kara helps agents attract better clients, build momentum,
and stay consistent.
- A PARTNER YOU CAN TRUST WITH YOUR CLIENTS AND
YOUR REPUTATION
Because your closings should feel like love, not stress.

Your clients deserve the best....
And so do YOU.



Kara Macdonald
YOUR FAVORITE TITLE LADY

571-432-9382 (call/text)
703-574-1200 (office)
kara@closewithpotomac.com

potomac
TITLE GROUP

CloseWithPotomac.com

ALICIA BROWN

SCALABLE REAL ESTATE SOLUTIONS

BY GEORGE PAUL THOMAS



Reimagining Leverage: The Future of Transaction Coordination

Sitting quietly on her screened-in porch, the world still soft with the rising sun, Alicia Brown begins her day. Her ritual—a sip of tea, a moment of reflection—is the anchor for the disciplined action that follows. Alicia's leadership is defined by the very balance she practices each morning. Reviewing emails, tweaking essential checklists, and sending encouraging notes to her team are not just tasks; they are the intentional building blocks of a company designed to uplift others.

As Founder and CEO of Real Estate Solutions (ScalableR), Alicia has built more than a company — she's built a way of working that puts people first. "When professionals are supported, they don't just work better," she says. "They live better." It's the idea that guides every decision she makes, from how she leads her team to how she designs systems that make real estate agents' lives easier.

From Setback to Spark

Alicia's path to entrepreneurship wasn't a straight line — more like a series of pivots that kept pointing her toward something she couldn't yet name. Born in Staten Island, raised in Virginia, with a brief stint in Boston, and now living in Georgia, she spent her early career in tech, managing products and marketing campaigns. Then, after 9/11, her department was laid off.

"I took it as a moment to ask, 'What do I really want?'" she recalls. "I'd always been fascinated by real estate. I was the kid reading the classified ads instead of the comics, trying to decode all the shorthand — SFR 3/2.5 BA, F/FIN BSMT, GRT RM W/FP."

That curiosity turned into a second career. Over the next decade, she worked as an agent, a managing broker, and eventually part-owner of a real

estate team. When her husband's travel schedule intensified, Alicia saw another opening — a chance to build something more flexible, something sustainable. In 2016, she launched ScalableR from her home office with five clients and a big idea: that real estate support could be both high-touch and human.

A Company Built to Support

Nearly a decade later, ScalableR has become a trusted partner for agents throughout Virginia, DC, and Maryland, with plans to expand into Georgia in 2026. Alicia oversees all operations, accounting, and systems management while continuing to work hands-on as a transaction coordinator.

Her leadership philosophy is rooted in empowerment. "Our team members are 1099 contractors, so I coach them to think like mini business owners," she explains. "When they grow sustainably, our clients do too."

Today, Scalable's team of eleven operates entirely remotely, blending domestic and overseas talent to create a seamless, high-quality client experience. From full-service contract-to-close coordination to listing support, marketing services, and administrative systems consulting, every offering is customized to fit the agent's business model and growth goals.

"Our mission is 'Together, We Simplify. Innovate. Thrive.' That's not just a slogan. It's the foundation of how we operate," Alicia says. "We believe true success is shared and that everyone, from our team to our clients, should feel elevated by what we do."

What Sets Scalable Apart

In a crowded industry, Scalable Real Estate Solutions stands out by doing more than simply managing transactions. The company builds systems that help agents reclaim time, increase capacity, and refocus on what matters most: relationships.

"We go beyond checklists," Alicia says. "We design systems that grow with you. Whether you're a solo agent or a top-producing team, we tailor everything, from the level of support to the pricing, to your needs. It's not one-size-fits-all. It's a partnership."



That partnership has only deepened as the real estate landscape evolves. With contract timelines shortening, regulatory changes unfolding, and new technology reshaping operations, Alicia and her team serve as a stabilizing force for agents who need trusted, adaptable support.

A Heart for People

Behind Alicia's strategic mind is a warm, deeply personal commitment to family, balance, and compassion. These

values have shaped both her life and her company.

She and her husband, Brad, recently celebrated 31 years of marriage, a milestone made even more meaningful after his open-heart surgery and recovery this past year. "My team's support made it possible for me to be there for him," she shares. "That experience reaffirmed everything I believe in: sustainable systems, trust, and teamwork."

Home life is joyful and full of energy, thanks to their two rescue dogs, Chico and Destiny, and three African Grey parrots: Nikki, Jaida, and Oliver. "Our house is never quiet," Alicia laughs. Weekends are filled with hikes, community festivals, and homemade pasta experiments courtesy of Brad, her resident chef.

Alicia also cherishes time spent visiting family in Virginia and finding balance through simple joys such as a good book, a long walk, or a cozy evening watching wedding or baking shows. "I love anything creative and celebratory," she says with a smile.

Looking Ahead

As Scalable prepares for its 2026 Georgia expansion, Alicia remains committed to the same mission that inspired her from the start: empowering others to thrive. "I want to keep building a company that helps people experience freedom, professionally and personally," she says. "For me, success means sustainability, not burnout."

Beyond business growth, Alicia has personal goals that reflect her heart for balance. She plans to continue improving her health through hiking, renewing her vows with Brad, and traveling to Asia, a destination that has been on their bucket list for years.

Her favorite literary influence, *The Death of Ivan Ilyich* by Tolstoy, still shapes how she measures success. "When you get to the end of your life, what do you want to be remembered



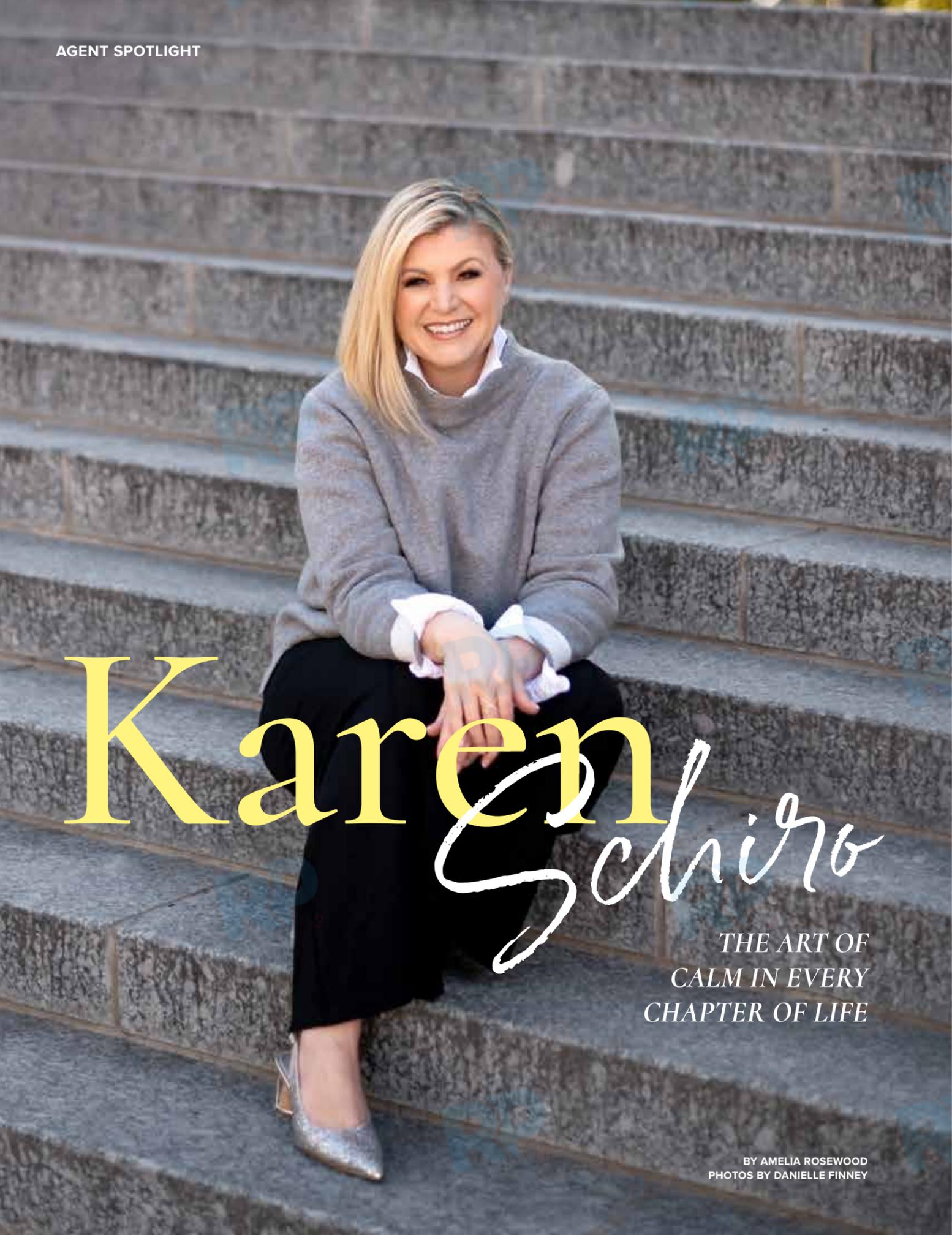
for? I want my legacy to be about elevating others."

Through ScalableR, Alicia has created more than a company. She has built a movement toward intentional, balanced success that uplifts everyone involved.



CONTACT US!

Ready to get your time back and elevate your business? Call Alicia directly at 703-639-4166, email info@scalableres.com, or visit scalableres.com to schedule a meeting. Partner with Scalable Real Estate Solutions to help you and your business thrive.



Karen Schiro

THE ART OF
CALM IN EVERY
CHAPTER OF LIFE

BY AMELIA ROSEWOOD
PHOTOS BY DANIELLE FINNEY

Some people enter real estate for business. Others do it for the people. Karen Schiro does it for both, and she somehow makes it look effortless. Known for her calm demeanor, sharp eye for detail, and witty English humor, Karen brings a rare blend of heart and professionalism to every client relationship. As the founder of Poppy and Pine Fine Homes under Samson Properties, she has built a thriving brand defined by honesty, elegance, and a touch of fun.

“Real estate gives me the best of both worlds,” she says. “I get to connect with people in one of the most meaningful moments of their lives, and I get to use creativity and strategy to make it all come together beautifully.”

From Kent to Confidence

Karen’s story begins in Kent, England, where she grew up as the youngest of three children in a family that valued hard work and individuality. From the age of four, she danced competitively



and joyfully, often performing on stage.

Her creative side was matched by academic ambition. Karen earned her Bachelor of Arts in Education from Canterbury Christ Church University College, then entered the world

of corporate contracts, sharpening her communication and negotiation skills. “Contracts were a great prelude to real estate,” she says with a smile. “You have to understand people, details, and timing, and make sure everyone walks away happy.”

At eighteen, she took a leap that would define her independence: she moved to the United States alone, knowing no one. “It was bold, but I was curious,” she says. That spirit of adventure carried her next to Spain, then back to London, where she began her first real estate chapter with Foxtons in Hampstead.

When Karen later settled in Northern Virginia, life took a new rhythm. She paused her professional career to be a stay-at-home mom for six years, a period she calls one of her most meaningful investments, and a time to be cherished.

In August 2013, she earned her real estate license, and it didn’t take long for her to find her footing. Combining the poise of a performer, the precision of a contract negotiator, and the empathy of a teacher, she built a loyal client base that still grows mostly by word of mouth.

Today, Karen ranks among the top agents in Northern Virginia, earning recognition from Northern Virginia Magazine, Washingtonian Magazine, and Samson Properties’ Diamond Club. In 2024 alone, she closed 23 transactions totaling \$26 million in volume, while maintaining the same warmth and diversion that have always defined her work.



Life Beyond the Listings

If real estate shows Karen's professional side, home is where her heart shines brightest. She and Ken met in 2002 and married a year later. Together, they have raised two children, Nate (18), a soon-to-be college freshman, and Bridget (14), now in ninth grade, along with a full house of furry friends: two dogs, two cats, and an endless supply of love and laughter.

At their Fairfax Station home, there is always something happening, whether a family meal, a musical performance,

or one of Ken's legendary pizza nights. "He makes the best pizza in his outdoor oven," Karen says proudly. "We love entertaining friends, and our house is often the gathering spot."

Travel is another passion. The Schiro family has a soft spot for adventure, whether exploring new cities or catching a Broadway show. "I'm a huge musical theatre fan," Karen says. "It provides a brief escape from reality."

Her personal life reflects the same balance she brings to work: joyful but grounded, creative but structured. Karen enjoys monthly girls' nights, escape rooms, and her weekly adult tap dance class, which she calls her "happy hour."

Karen also gives her time to causes close to her heart. Through her church, she participates in coat drives and back-to-

school supply efforts, and she hopes to soon volunteer at a local animal shelter.

Heart, Humor, and Humanity

For all her accolades, Karen measures success in smiles, not sales. "I invest heavily in my clients," she says. "They become part of my story. I stay in touch, check in, and celebrate their milestones. It's never just a transaction; it's a relationship."

Looking ahead, she hopes to expand her team with a full-time assistant and marketing specialist while maintaining the same personalized touch that built her reputation. "I plan to do this until retirement. Why stop when you love it this much?"

Her mantra, a quote from Walt Disney, reflects her life perfectly:

"All our dreams can come true if we have the courage to pursue them."

I plan to do this until retirement. Why stop when you love it this much?"



Calm, Honest, and Always Herself

Ask anyone who's worked with her, and they'll tell you the same thing: Karen keeps it real. "Honesty is everything," she says. "Even when the truth isn't what someone wants to hear, the delivery matters."

Her husband, Ken, calls her "the most patient person alive," a trait that shines when negotiations heat up or clients hit emotional moments. "Patience is power," Karen says. "If you can stay calm and listen, you can help people through anything."

That calm extends to her creative touch. A natural stylist with an eye for staging, Karen helps sellers see their homes through a buyer's lens. Recently, she donated her entire staging inventory to Habitat for Humanity, clearing space both physically and spiritually.

DRYHOME
Roofing & Siding, Inc.

Make Sure Your Windows Are Ready For Winter

When it comes to the exteriors, trust the experts!

ROOFING • WINDOWS SIDING • GUTTERS

CONTACT US FOR A FREE INSPECTION!
703-230-ROOF (7663) • DryHome.com

Fairfax County, Loudoun County, Arlington County and Prince William County
45921 Maries Rd, Suite 100 • Sterling, VA | [f](#) @DryHome

PROVIDING MOVING SERVICES TO NORTHERN VA & DC SINCE 2009

- RESIDENTIAL & COMMERCIAL MOVES • INTERIOR MOVING SERVICES • JUNK REMOVAL & DISPOSAL
- BOAT & RV HAULING • GOVERNMENT MOVERS & DELIVERY

CHECK OUT OUR REVIEWS!

BARRY'S BEST MOVERS
YOUR MOVE SHOULD BE THE BARRY BEST!

"We're not just one guy with one truck anymore."

Chris now has a team of experienced movers, all with a minimum of several years of moving experience. They are honest, punctual, and hard-working. For the security of our customers, all employees are fully bonded.

Text Today!
(703) 622-3061

Learn More!
BarrysBestMovers.com

Chris Barry
Owner & Founder

STUDIO R

WE BUILD ELEVATED REAL ESTATE BRANDS THROUGH CINEMATIC VIDEO, REFINED PHOTOGRAPHY, & STRATEGIC MARKETING, CRAFTED TO TELL COMPELLING STORIES THAT SELL.



TownAndCountryMovers.com

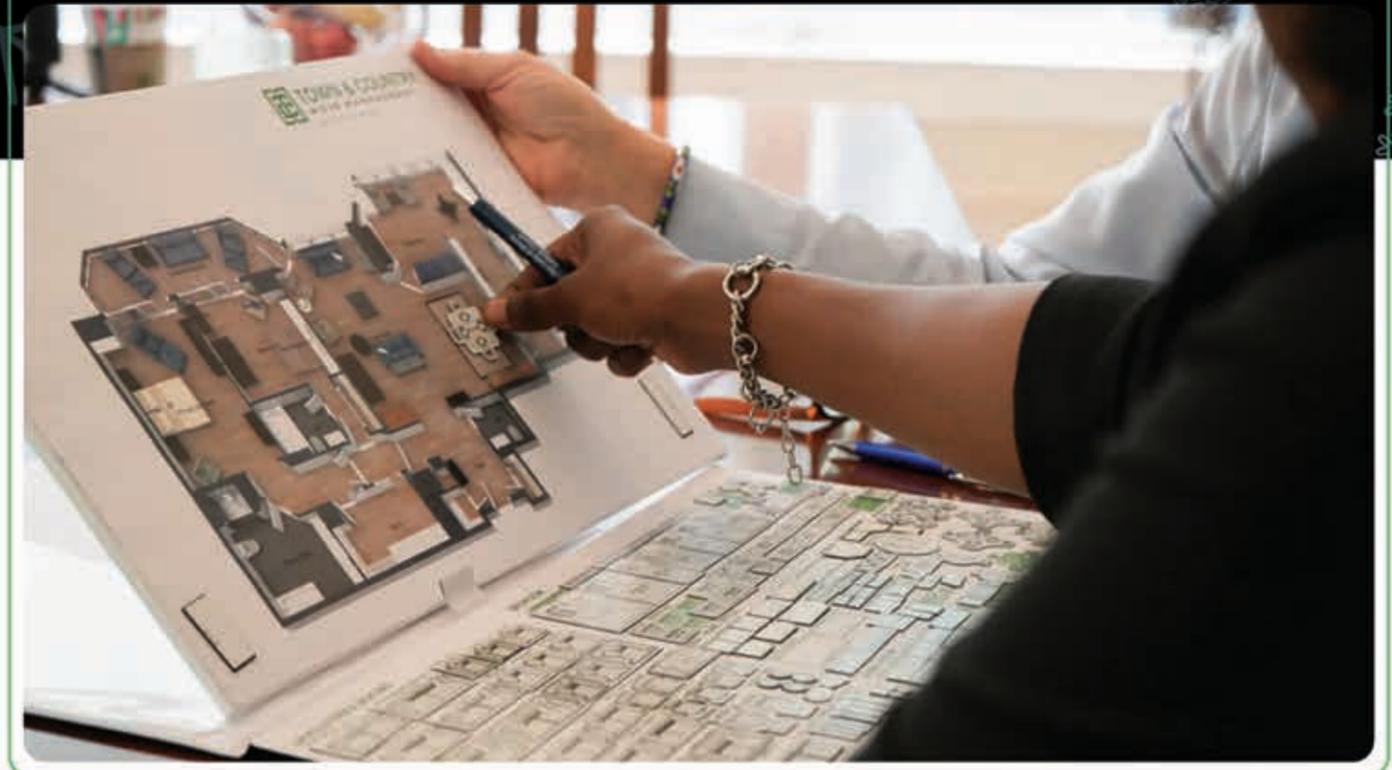


(800) 683-6683

TOWN & COUNTRY
MOVING SOLUTIONS

New Year, New Listings, Smooth Moves.

Kick off the new year with a partner who makes moving effortless. From staging that sells to move management that saves your clients time, **Town & Country** is *your trusted solution.*



FROM LISTING TO LEAVING

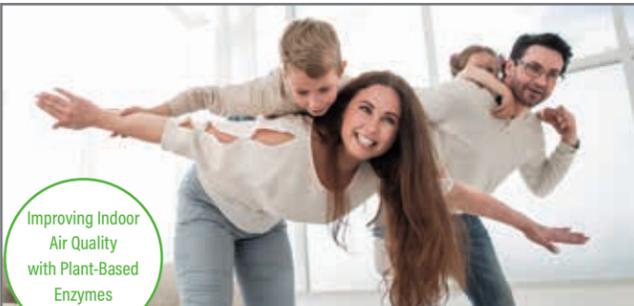
We've Got the Cleaning Covered!

Book Online or
Receive a **FREE** Quote!



Home Cleaning • Deep Cleans
Carpet Cleaning • Eco-Friendly Cleaning

VilmasCleanService.com | (240) 760-9188



Improving Indoor
Air Quality
with Plant-Based
Enzymes

CLEANER INDOOR AIR AND A HEALTHIER HOME

SHOW HOMES WITH CONFIDENCE WITH
AN INDOOR AIR QUALITY ASSESSMENT!

- AIR QUALITY
- MOLD
- DUCT DISINFECTION
- DISINFECTION
- NON-TOXIC ENCAPSULATIONS



Learn More!



Reach out to Roy Coupland!

888-453-8461 • Roy.Coupland@GreenHomeSolutions.com
GreenHomeSolutions.com/sterling-va/

Moving Staging Move Management Home Services
New Services Available!

Let's get your listings market-ready - before spring hits.

Call (800) 683-6683 or Visit TownAndCountryMovers.com For Your Free Estimate!

Serving the Real Estate Community For Over 45 Years



CHRISTINA HUNTINGTON

Local Love &
BIG IMPACT

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

From cheering on her kids at travel sports to guiding clients through life's biggest milestones, Christina Huntington brings heart, hustle, and hometown pride to everything she does. Known to her clients as Your Home Girl, this Manassas native has become one of Northern Virginia's fastest-rising Realtors by blending deep community roots with an authentic, relationship-driven approach.

"I'm passionate, outgoing, friendly, and helpful, with just the right mix of sassy and sweet," Christina says. "My sass gives me the drive and confidence to fight for my clients, while my sweet side keeps me caring and approachable." It's a mix that perfectly defines her: driven, grounded, and genuine.

From Local Roots to Real Estate

Christina's story begins where it still thrives today, in Manassas, Virginia. A proud NOVA native, she has spent

her entire life here and now helps others find their place in the same community she loves. Before real estate, she worked in several fields, such as dental assisting and dental office management, childcare management, accounting, and property management, each adding a layer to her skill set. "Every role taught me something about people and problem-solving," she says. "Those lessons shaped how I serve my clients today."

The passion for homes runs in her family. Her father built a career in construction, rising from a drywall man to a vice president superintendent, while her mother's natural design eye inspired Christina's love for beautiful spaces. "Between them, I learned both structure and style," she says. "It made me see homes as more than buildings; they're stories, memories, and dreams."

That inspiration stayed with her until the pandemic

created a turning point. Working from home during COVID gave her the push she needed to finally pursue her long-held dream. "I've wanted to be a real estate agent since I was 18," she says. "Real estate gave me a new sense of purpose and reminded me that it's never too late to follow your calling."

Since earning her license in 2022, Christina's career has soared. She's already ranked among the Top 1,000 agents in *NOVA Real Producers*, placing in the top 4% of 22,000 agents, and earned Top Producer Gold through the Prince William Association of REALTORS®. In 2024 alone, she closed 25 transactions totaling over \$12 million, a testament to her hard work and consistency.

Life Beyond the Listings

When she's not negotiating offers or hosting showings, Christina's world revolves around her family, the heartbeat behind everything



she does. She's been married to her husband, Brandon, for 20 years, and together they're raising three amazing children: Hailey, Khloe, and Avery. Their home is filled with energy, laughter, and the occasional chaos of life with kids, a pitbull named Luna, and a bearded dragon affectionately called Lizzo.

"Two of our kids play travel sports, so weekends are packed with tournaments and hotel stays. It can get hectic, but we love it. It's given us so many opportunities to explore new places and make lasting memories together."

The Huntingtons thrive on their family adventures, whether it's road-tripping to the beach, visiting new towns for sports, or having cozy movie nights at home. "Some of my favorite moments are the simple ones like game nights, puzzles, and movie marathons," she shares. "We try to make our home a place of peace and laughter, even in the middle of our busy schedules."

Outside of family time, Christina carves out moments for herself through fitness, reading, and her love of interior design. "Design has



always been a creative outlet for me," she says. "I love making spaces feel beautiful and functional. It ties right back to why I love real estate. I had a huge hand in helping design our current home, which we built from the ground up in 2022, right here in Lake Jackson, Manassas."

She also finds fulfillment in staying connected to her community. You can often spot her at First Fridays in Old Town Manassas or supporting small businesses at local events.

Growth, Grit, and the Long Game

Beyond her business achievements, Christina

has also been on a personal journey of growth and transformation. Over the past few years, she's worked hard to prioritize her health and has achieved significant weight loss — something she's deeply proud of, not just for the physical change, but for what it represents. "It taught me discipline, patience, and self-belief," she says. "There were times it felt impossible, but I learned that you always have to bet on yourself and keep showing up, even when it's hard."

That mindset carries into her work as a Realtor. "Real estate isn't about quick fixes or instant results," she explains. "It's about the long



game. I might work with a client for a year or two before they're ready to buy or sell, and that's okay. My job is to support them, educate them, and walk beside them until the timing is right." It's an approach rooted in empathy and endurance — the same qualities that helped her transform her own life, one step at a time.

And true to the quote she and her family hold close, Christina lives by the words of Spider-Man: "With great power comes great responsibility." She believes success means using your platform and influence to uplift others, lead with integrity, and make an impact that goes beyond the closing table.

Building a Legacy

Looking ahead, Christina's goals go beyond growing her business. She's dreaming about generational impact. One of her long-term visions is to start a family house-flipping business with her dad handling construction, her mom designing interiors, and Christina managing the real estate side. "It would bring everything full

circle," she says. She's also working toward building an investment portfolio and achieving financial freedom, with hopes of retiring early and leaving a lasting legacy for her children.

"My ultimate goal is to give my kids opportunities and experiences that set them up for success," she says. "I want them to see that with heart, hard work, and faith, you can build something truly meaningful."

Christina's advice to aspiring agents reflects her own journey: "Plant seeds every single day," she says. "Even when you don't see results right away, trust the process."



"There were times it felt impossible, but I learned that you always have to bet on yourself and keep showing up, even when it's hard."



The DMV's Premier Moving Professionals Since 1967



- ✓ Offering High-End Residential Moves through our White Glove Service
- ✓ Solution-Based Company Driven by Efficiency
- ✓ Full-Service Residential / Commercial Moves
- ✓ Courier and Same-Day Delivery Services in the DMV
- ✓ Long and Short-Term Warehousing / Storage Facilities



Call Jeff to request a quote!
(202) 438-4100 | MetroDeliveryGroup.com

"No moving company in the world would do what I'm doing right now." - Jeff Wingrove, Owner

Photos, Videos, and 3D Tours to Sell Your Listings Faster

Exclusive Offer for Real Producers up to **\$200 OFF**

LEARN MORE!

Trey Tatro
 Owner & Photographer
AmazingListingPhotos.com

Winston's
 CHIMNEY SERVICE

TOP AGENTS DESERVE PREMIER PARTNERS

We don't just match your standards — we elevate them!

- ✓ 45+ Years of Trusted Expertise
- ✓ The Nation's Elite Choose Us

- ✓ Certified and Knowledgeable Technicians
- ✓ Stellar Reviews & Satisfaction Guaranteed

1,300+ 5-Star Reviews

Let Me Personally Take Care of You & Your Clients!

CHUCK HALL
 President

📞 703-283-2764
 ✉️ charles@winstonsservices.com
 🌐 www.winstonsservices.com

Candyce Astroth

People Over Profit

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

From the moment you meet Candyce Astroth, her energy is unmistakable. She describes herself as energetic, business-driven, and fun — a combination that has guided every step of her journey. Raised in Alabama and later earning her finance degree in Tennessee, Candyce never imagined real estate would become her calling. In fact, it began as a simple, practical idea: “Real estate was supposed to be a side hustle to pay for college,” she laughs. But life had bigger plans.



Before she ever held a license, Candyce waited tables—an experience she credits more than most realize. “Serving helped me not be such a pushover,” she says. “You have to have thick skin in real estate, and those years shaped me into someone who could handle pressure with grace.” That blend of kindness, confidence, and grit would later become the cornerstone of her career.

Finding Her Path in Real Estate

Candyce’s journey into real estate wasn’t a straight line. Her best friend’s father, a seasoned agent, encouraged her to give the industry a try, but she turned him down repeatedly. Everything changed once she and her husband purchased their first home. Their agent was young, relatable, and inspiring — someone who made success in real estate feel both achievable and exciting. “Seeing her made me think, alright, I’m going to do it,” Candyce recalls.

But long before that moment, there was someone else quietly shaping her future: her husband. After Candyce finished finance school, she felt pressure to follow a traditional finance career path. Instead, he encouraged her to choose the route that lit her up. “My husband has always been my biggest fan,” she says. “He believed in me long before I believed in myself. He’s the one



who pushed me to pursue real estate and reminded me that joy and passion matter just as much as stability.” His encouragement became the catalyst that turned a curiosity into a calling.

What began as a side job quickly became a passion that transformed the trajectory of her life. “Once I graduated, I realized I really loved real estate, and I didn’t want to stop,” she says. That passion carried her through major life moves, including building her business from scratch in three different states. “When we moved to Virginia in 2020, I didn’t know a single person, and I became one of the top agents pretty quickly.” Her story is a testament to resilience, consistency, and unshakable determination.

A People-First Philosophy at Perfect Choice Real Estate

Today, Candyce is the founder of Perfect Choice Real Estate at Samson Properties, the number-one midsize team in the brokerage. Her team closed roughly \$76 million across 120 transactions last year, with similar momentum this year. Awards naturally followed — Top Producer, Top One Percent, and most recently, Top Real Estate Agent Team 2025.

Yet accolades are not what drive her. “A lot of agents make real estate seem transactional,” she says. “That’s not how I run my business. We are advisors.” Her team prioritizes guidance rooted in integrity, even when that means advising clients not to buy. “People over profit is not a slogan. It is how we do business.”

Clients depend on her team not just during a transaction but long after. They connect families with trusted contractors, renovators, and vendors of every kind. They cultivate relationships that extend far beyond the closing table.

Candyce’s commitment to service stretches into her community as well. For every home they sell, her team donates enough to feed five families for a week through Food for Others. They also support The Nest and other organizations aiding local families. Additionally, her listings contribute



furniture and home essentials to women rebuilding their lives after domestic violence. “If our sellers are getting rid of items, we donate them. Lamps, rugs, utensils — everything helps.”

This philanthropic foundation reflects her belief that real estate should be used as a force for good. “I want agents to be more philanthropic and to be a resource for people,” she says.

Life Beyond the Listings

Candyce’s personal life is rich with family, adventure, and joy. She is married to a Lieutenant Colonel in the United States Army, who will retire after two decades of service. “I’m really proud of him,” she says. “He has served a cumulative 24 years if you count West Point. He has given so much.”

Together, they are raising two energetic boys, ages six and eight, who keep the family constantly moving. “We spend a lot of time at baseball fields,” she laughs. Their oldest plays travel baseball, while both love staying active.

The family travels often to places like Greece, St. Thomas, and their beloved beach house in the Outer Banks. Winter months bring skiing adventures at Timberline or Seven Springs. “We’re always planning the next thing,” she says. Their home is also filled with affection from two cats and a dog, and

Candyce proudly admits she is “obsessed with the show Friends.”

Her long-term personal goal is simple and deeply heartfelt: “I want a good balance of work and family life. My kids are little, and I don’t want to miss these moments.”

Looking Ahead

As she looks toward the next decade, Candyce’s vision is grounded in clarity and purpose. She is preparing to become a broker and hopes to continue building a small, elite team. “I’m not looking to be the biggest or highest producing,” she



“A lot of agents make real estate seem transactional. That’s not how I run my business. We are advisors.”

says. “I want a small, SEAL Team Six of agents who kick butt and really protect our clients.”

She aims to continue strengthening her leadership while preserving the family-centered life that matters most. The future will no doubt include more travel, more baseball, and more purpose-driven growth.

For agents who want to grow, Candyce’s advice is remarkably simple: “Stay consistent and don’t focus on all the shiny objects. Take your thing, focus on it, and do that one thing.”

Her story — built on resilience, reinvention, and heart — is proof of what long-term consistency can create.

DWELL BUILD

General Contractor & Pre-Sale Renovation Expert

✔ Pre-Sale Renovations ✔ Single-Family Development ✔ Commercial Interiors



Learn More



202-240-8666 | info@DwellBuild.com | www.DwellBuild.com

OLD REPUBLIC HOME PROTECTION

Share the Love with a Home Warranty



Your clients deserve a house filled with love, not unexpected repair bills.

Show how much you care by offering a home warranty from Old Republic Home Protection with every transaction.

Contact me today for details!



Perry Bocson
Senior Account Executive
T: 980.308.6499
C: 540.498.5632
PerryB@orhp.com
my.orhp.com/perryboson



People Helping People

This is a paid advertisement.

COME FLY WITH US



Scan the QR code to get started on a home and auto quote today!

Why The McGuire Agency?

- **PERSONALIZED SOLUTIONS:** With over 30 home insurance carriers in the brokerage, I cater to your client's situation and present policies that get them the coverage they need at the price they want.
- **POSITIVE CLIENT EXPERIENCE:** I am responsive and thrive on providing great value while ensuring your client's insurance needs are met well before closing.
- **CONTINUED CARE:** We never let our clients go underinsured and don't forget about them after closing. We're available to review and re-shop coverage at renewal to ensure your client maintains the coverage they need at the price they want.



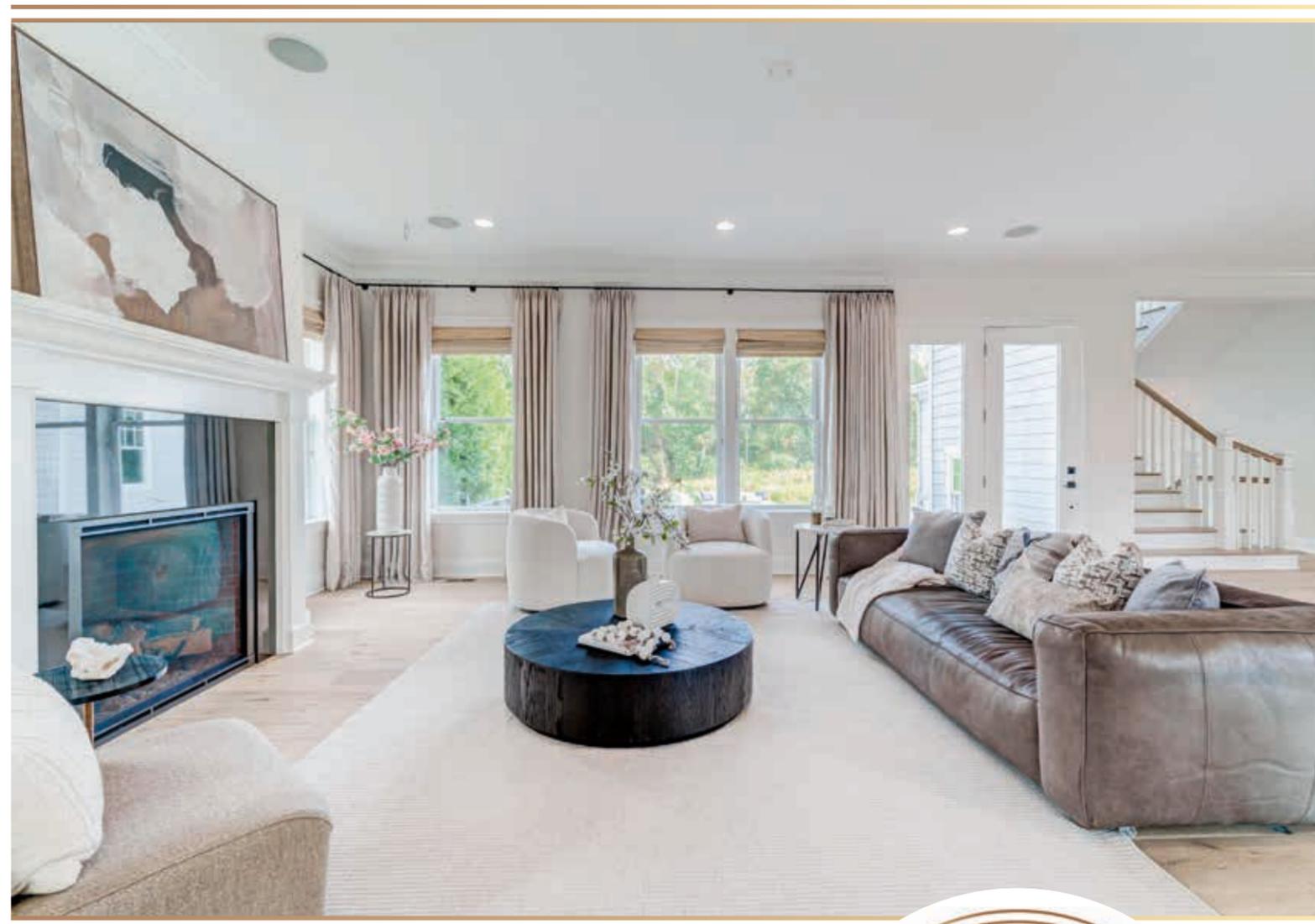
goosehead
INSURANCE

THE MCGUIRE AGENCY

Seth McGuire, Agency Owner

571-384-2049
seth.mcguire@goosehead.com
Licensed in VA, MD, DC, WV, WI, MN

ELEVATE YOUR LISTING. ATTRACT MORE BUYERS. MAXIMIZE THE RETURN!



CALL OR TEXT TO GET STARTED!

571-462-2660

elevatedstaginganddesigns.com

Instagram: elevatedstaginganddesigns

Facebook: Elevated Staging and Designs

TikTok: @elevatedstaging



REALTOR PROGRAM



LET THE PROS HANDLE IT!



Complimentary Packing Supplies & Bins

90 Days of Free Climate-Controlled Storage

Urgent Move Support

Dedicated Moving Coordinator

Full & Partial Packing

BECOME OUR AFFILIATE TODAY!



703-310-7333

mypromoversdc.com

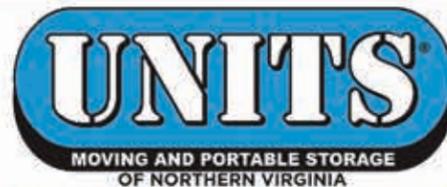


TOP 250 STANDINGS - BY VOLUME

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

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

UNITS® is the Smart Choice for Real Estate Professionals



Staging • Decluttering • Moving • Storage

540-907-5454 • www.UNITSstorage.com



Hunt Country Sotheby's Int'l Realty

Disclaimer: Information based on MLS closed data as of Jan 7, 2026, for residential sales from January 1, 2025, to December 31, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

TOP 250 STANDINGS - BY VOLUME

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

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

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

Disclaimer: Information based on MLS closed data as of Jan 7, 2026, for residential sales from January 1, 2025, to December 31, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



D.C. Metro area locations in
Landover, Springfield, and Sterling.

Sales@inva.com | MoveInterstate.com

Because There's More to Your Move Than Just Getting There

Interstate Moving & Storage
(powered by northAmerican Van Lines) is committed to safely, simply, and efficiently, relocating your home.

We are here for you whether moving around the corner or around the world.



Call **Sherry Skinner** to learn about preferred pricing and special programs for your clients.

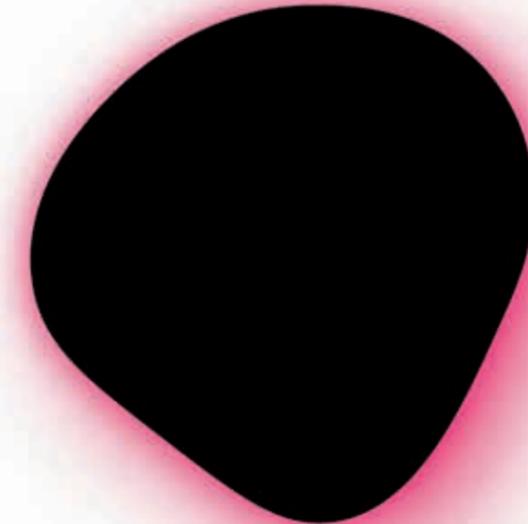
703.226.3282

TOP 250 STANDINGS - BY VOLUME

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

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

Got ink'd?



Voice to contract.

**Automate your contracts
in minutes with AI.**



Disclaimer: Information based on MLS closed data as of Jan 7, 2026, for residential sales from January 1, 2025, to December 31, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

TOP 250 STANDINGS - BY VOLUME

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

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

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

Disclaimer: Information based on MLS closed data as of Jan 7, 2026, for residential sales from January 1, 2025, to December 31, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

We offer flexible loan options for BRRRR (Buy, Rehab, Rent, Refinance, Repeat).

- No income documentation required
- 100% of the reno budget
- No prepayment

Fix-and-Flip financing provided by Anchor Loans.

Call me today!
Shawn Barsness
 Producing Sales Manager, NMLS #67292
c: 703.783.2322
 ph: 800.333.3004 x3830

embrace
home loans

Embrace Home Loans, Inc. NMLS #2384, 25 Enterprise Center, Middletown, RI 02842, ph: 800.333.3004, www.nmlsconsumeraccess.org

TOP 250 STANDINGS - BY VOLUME

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

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

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

Disclaimer: Information based on MLS closed data as of Jan 7, 2026, for residential sales from January 1, 2025, to December 31, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

One Lender – 34 years of Experience - All your clients mortgage needs handled with one phone call – 703-856-4019



The Mullis Team
at CMG Home Loans
www.ericmullis.com
NMLS #215552
Established 1991
Your Trusted Mortgage Experts



CMG Mortgage, Inc. dba CMG Home Loans dba CMG Financial, NMLS ID# 1820 (www.nmlsconsumeraccess.org), is an equal housing lender, licensed by the Department of Financial Protection and Innovation (DFPI) under the California Residential Mortgage Lending Act No. 4150025, AZ #0903132; Regulated by the Division of Real Estate; Georgia Residential Mortgage Licensee #15438; Licensed by the NJ Department of Banking and Insurance; Licensed Mortgage Banker-NYS Department of Financial Services; Licensed by the Virginia State Corporation Commission #MC-5521. Licensed by the New Hampshire Banking Department, Ohio Mortgage Broker Act Mortgage Banker Exemption #MBMB.850204.000. Registered Mortgage Banker with the Texas Department of Savings and Mortgage Lending To verify our complete list of state licenses, please visit www.cmgfi.com/corporate/licensing Ohio Mortgage Broker Act Mortgage Banker Exemption #MBMB.850204.000., Tennessee Mortgage License # 109401, Licensed by the Virginia State Corporation Commission #MC-5521. (www.nmlsconsumeraccess.org), Georgia Residential Mortgage Licensee #15438

TOP 250 STANDINGS - BY VOLUME

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

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

Disclaimer: Information based on MLS closed data as of Jan 7, 2026, for residential sales from January 1, 2025, to December 31, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

NOVA
REAL PRODUCERS

WHO DO YOU TRUST

With Your Real Estate Business?

Know of a business that should connect with the top real estate agents in NOVA?

- Accounting/CPA
- Landscaping
- Painting
- Asbestos Abatement
- Heating & Cooling
- Interior Design
- Plumbing and Sewer
- Real Estate Technology



SCAN ME

We take recommendations from YOU – our top agents – on who should be named a preferred partner with Real Producers. Refer your favorite vendor to us at info@novarealproducers.com.

WE'VE HEARD YOU: Introducing Team Standings!



in partnership with



We're thrilled to announce a significant improvement to our Monthly Standings!

We've listened to your feedback and have partnered with Everynook to create a more accurate and comprehensive ranking system.

HERE'S WHAT'S NEW:

- ▶ **Your Rankings, Your Way**
Simply SCAN the QR code, sign up for FREE on Everynook, and set your preferences. You can now set your location and even decide how your transactions are tallied for complete accuracy and transparency.
- ▶ **Team Performance Tracking**
Collaborate with your team members to achieve exceptional results. Showcase your collective achievements and compete for top rankings among the best real estate teams in the industry.
- ▶ **Get recognition for Off-Market Deals**
No more missing out on recognition for your off-market transactions. Your submitted data will undergo a verification process to ensure accuracy before being published.



SCAN TO SIGN UP

For questions and more information reach out to info@novarealproducers.com

Lovestruck

FIRST IMPRESSIONS MATTER – SET THE PERFECT STAGE FOR YOUR SALE TODAY!



IHD
INSPIRED HOME DESIGN
(703) 775-8777

✉ INFO@INSPIREDHOMEDESIGN.COM
 🌐 INSPIREDHOMEDESIGN.COM
 📷 [@INSPIREDHOMEDESIGN](https://www.instagram.com/INSPIREDHOMEDESIGN)

TOP 100 STANDINGS - BY UNITS

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

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

Disclaimer: Information based on MLS closed data as of Jan 7, 2026, for residential sales from January 1, 2025, to December 31, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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 Dec. 31, 2025

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

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

Disclaimer: Information based on MLS closed data as of Jan 7, 2026, for residential sales from January 1, 2025, to December 31, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



**Know Someone
Doing Big Things
in Real Estate?**

Nominate yourself or someone you admire to be featured in an upcoming article.

WHO WE FEATURE:

- **RISING STARS:**
High-performing agents who've been in real estate for less than 5 years.
- **PARTNERS:**
Highly recommended and strongly endorsed real estate and home service providers.
- **TOP AGENTS:**
Agents in the top 500 who represent the best of what real estate has to offer.



SCAN ME

NOVA
REAL PRODUCERS.

Scan the QR Code or send an email to info@novarealproducers.com to nominate.

TOP 100 STANDINGS - BY UNITS

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

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

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

Disclaimer: Information based on MLS closed data as of Jan 7, 2026, for residential sales from January 1, 2025, to December 31, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

DOMINATE YOUR NEIGHBORHOOD

Reach your neighbors. Grow your listings. Own your market.

- Eye-catching postcards, newsletters, and brochures that get noticed
- Customized to your brand and tailored to your neighborhood
- Hyper-local content that positions you as the go-to expert
- Neighborhood market reports that keep homeowners informed
- Lead-generating QR codes delivering instant leads straight to you



SCAN TO BOOK YOUR FREE DEMO

SEE HOW YOU CAN TAKE CONTROL OF YOUR MARKETING

my marketing matters
WHERE GREAT THINGS HAPPEN
mymarketingmatters.com
301.590.9700

Local, Family-Owned JUNK REMOVAL

We provide a **PEACE**ful and stress-free process, removing unwanted items from anywhere in a home or business with care, professionalism, and reliability.

*"Peace Junk Removal consistently exceeds expectations with their reliability, good communication, positive attitude, and their competitive pricing sets them apart, making them a top choice in the industry. I wholeheartedly recommend Peace Junk Removal to anyone in need of exceptional service. It is a blessing to have this business in our community."
- Niki R., Alexandria, VA*



PeaceJunkRemoval@gmail.com | PeaceJunk.com
6435 Richmond Hwy, Suite 101, Alexandria, VA
Fully Licensed & Insured

Hiiper Studio

Does your Listing Marketing bring you leads?

Check out [My3DStory.com](https://www.my3DStory.com) to see a sample of how personalized branding will help sell and bring in more listings.



Reach out to Roman Caprano for more info!

703-656-9704 (text or call)
office@HiiperStudio.com
HiiperStudio.com

"I look forward to meeting you in person at the next event."





MG WHAT MOVES YOU IN 2026

NOVA REAL Producers Preferred Partner



MG Moving Services

Residential & Commercial Moving & Storage
Local, Regional & National Capabilities

Experience Affordable, Award-Winning Relocation
And Call MG Moving Services Today!

(703) 406-9605 | MGMoving.com



LIGHTSPEED
WATER · FIRE · IAQ RESTORATION



WHEN DISASTER STRIKES, KNOW WHO TO CALL!

This time of year is notorious for cooler temps that bring burst water pipes. If your listings undergo water damage,

CALL OR TEXT OUR VETERAN-OWNED, FAMILY-RUN, LOCAL BUSINESS!

- ✓ FREE INSPECTIONS
- ✓ 24/7 EMERGENCY SERVICES
- ✓ WATER DAMAGE RESTORATION
- ✓ INTERIOR MOLD REMEDIATION/TESTING
- ✓ ATTIC & CRAWLSPACE MOLD
- ✓ MOLD IN AIR DUCTS
- ✓ POST REMEDIATION REPAIRS
- ✓ ODOR MITIGATION



LEARN MORE
LightspeedRestoration.com



571.288.8050
CALL / TEXT

DAN DERBES

lr.alexandria-fairfax@lightspeedrestoration.com
24/7 Emergency Phone: 571-365-7837





**Our heart goes into
every floor, every relationship, every home.**

When looking for new floors, rely on our woman-owned company,
which has been serving the Northern VA area since 2019.

Carpet • Hardwood • Laminate • Sand & Refinish and More!



START WITH ONE STEP

Helping single parents with one-time,
large ticket items so they can focus on
leading successful families.

www.startwithonestep.org

Request your FREE estimate!

 571-316-1218  RachelsFloors.com  rachel@rachelsfloors.com

We offer financing and settle at closing options!

Rachel Loback, Owner

