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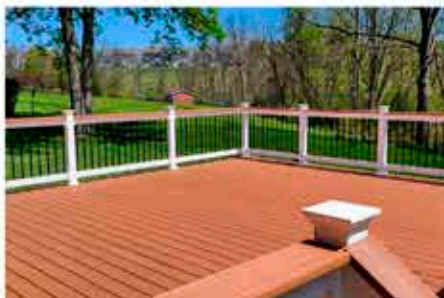
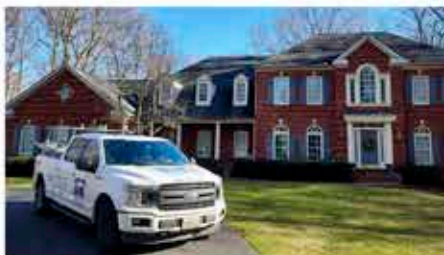
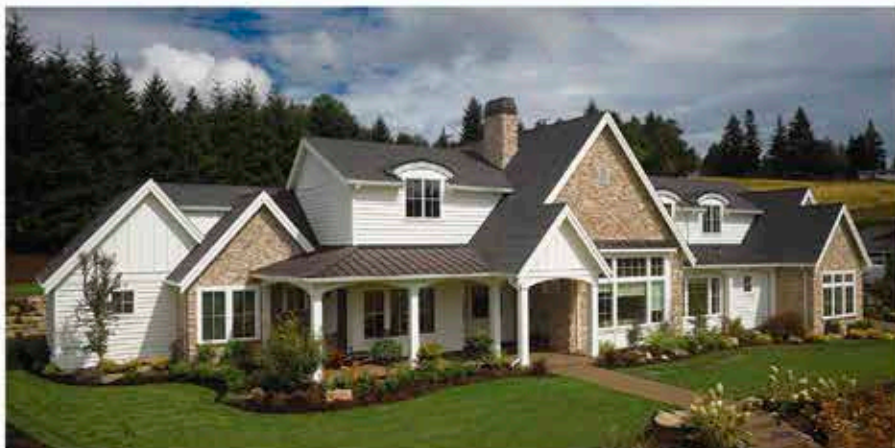
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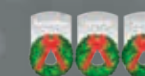


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# Contents



Jennifer Gregorski **30** COVER STORY

## PROFILES



**22** Maureen Weaver



**26** Moti Shiferaw

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Wade Vander Molen - Pruitt

## IN THIS ISSUE

- 6 Preferred Partners**
- 8 Meet The Team**
- 12 Publisher's Note**
- 14 Words by Wade:** Why Realtors Should Pay Attention to the 6-7
- 16 Legal Hotline:** An Agent's Role in Drafting and Interpreting Addenda: What's Safe and What's Not
- 18 Partner Spotlight:** Wade Vander Molen, Pruitt Title
- 22 Agent Spotlight:** Maureen Weaver
- 26 Rising Star:** Moti Shiferaw
- 30 Cover Story:** Jennifer Gregorski
- 35 Top 250 Standings by VOLUME**
- 49 Top 100 Standings by UNITS**

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

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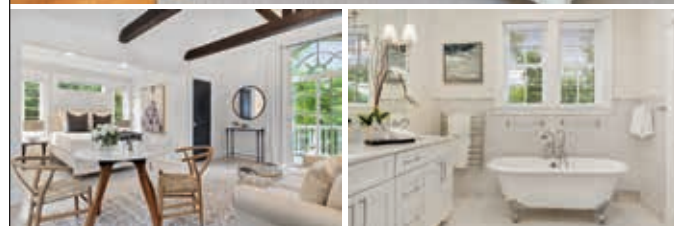
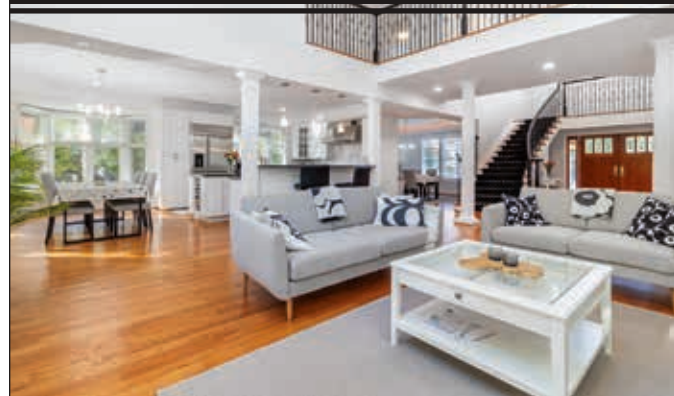


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# PUBLISHER'S NOTE

## Hello January, A Fresh Start!

The new year always arrives with a sense of renewal — a clean slate filled with possibility, intention, and vision. January invites us to reflect on the lessons of the past year and step boldly into the opportunities ahead. Growth doesn't happen all at once; it's built through steady, purposeful moments that lead us forward.

As we step into 2026, we're filled with gratitude for this incredible community of agents and partners who continue to inspire us. Your dedication, collaboration, and passion are what make Real Producers such a powerful space for connection and shared success.

We're especially excited to kick off the year with something truly special — 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 night to celebrate excellence, strengthen relationships, and set the tone for an extraordinary year ahead. More details will be coming soon, so save the date!

As we enter this new chapter, let's remember:  
**"Every new beginning comes from some other beginning's end."**

Here's to clarity, courage, and connection in the year ahead — and to making 2026 our most inspiring year yet.



**Kristin Brindley**  
Owner/Publisher  
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# WHY REALTORS SHOULD PAY ATTENTION TO THE 6-7

BY WADE VANDER MOLEN

The “6-7” trend didn’t come from housing data, market shifts or anything tied to real estate. It started as a random meme on TikTok, spread through kids at school, and then exploded into brand campaigns, merch and your kids saying it over and over and you asking “What is this?”

Its rise is a reminder of how fast attention moves today — and how every industry, including real estate, has to operate in a world shaped by speed, repetition and how cultural noise can shape things fast.

The “6-7” meme shows how ideas travel, and how younger generations communicate. It also highlights how fast something can become something before it disappears. These are signals where Realtors need to pay attention. And when something as nonsensical as “6-7” crosses generations and shows up in national marketing, it proves that cultural influence doesn’t always look polished. Sometimes it’s just loud, repeated and familiar enough to pull everyone in.

### What This Means for Realtors

In real estate, the trends that matter aren’t always the logical ones — *they’re the ones people repeat*. Paying attention to repeating patterns (not just viral moments) will help you as a Realtor recognize that when patterns change, you will need to change with it. For instance, young people who might be looking to buy their first home, don’t go to the mailbox to seek information. They go online. Are you there? Have you changed your pattern and made YouTube a priority over newsletters?

### What “6-7” Reveals About Today’s Consumers

“6-7” caught on because it gives kids something adults can’t quite decode — a little corner of culture that feels like it belongs to them. It sits in the same lane as chaotic filters, fast-moving A.I. characters and other quick-hit trends built on humor, speed and randomness. It’s a way for younger audiences to carve out identity and personal

space in a world where everything is visible, shared and commented on instantly.

### It Was Never the Mystery

“6-7” spread the way most fast-moving trends do. One person said it, others echoed it, and the loop repeated until it was everywhere. There was no hidden meaning. The real disconnect is how quickly kids adopt and abandon trends while adults are still trying to figure them out. This is something to pay attention to. Remember when you were young, and when your parents go around to understanding trying to be “cool” with the latest trend, you and your friends were on to the next thing.

Don’t move at the pace of a trend, but at the pace of your clients and audience. It’s hard to know what they want if you don’t follow up and have great conversations with them.

### Join the Party!

How can you jump in and capitalize on a trend to involve families and their kids? Host a client event that is “6-7” themed for fun or make it “2-6” for launching a big 2026 for you and your real estate team. Whatever it is, look at trends the way you look at pivots in business. Where is the opportunity? Don’t ignore trends no matter your feelings, and know that something as simple as a meme trend is an inside look at cultural shifts and messages where we can all learn.



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](http://www.DCTitleGuy.com).

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# An Agent's Role in Drafting & Interpreting Addenda:

## WHAT'S SAFE & WHAT'S NOT

In the fast-paced world of real estate, agents often find themselves drafting addenda to contracts, whether to clarify terms, extend deadlines, or address inspection issues. While addenda are a common part of the transaction process, they carry legal weight and can expose agents to risk if not handled properly. Understanding what's safe, and when to involve an attorney, is essential to protecting both your clients and your license.

### What Is an Addendum, Legally Speaking?

An addendum is a legally binding modification to a contract. Once signed by all parties, it becomes part of the agreement and can be enforced in court. Because of this, even a seemingly minor change can have significant legal consequences. For example, poorly worded language about repairs or financing contingencies can lead to disputes, delays, or even litigation.

### Where Agents Can Safely Operate

Real estate agents are generally permitted to fill in blanks on standard forms approved by their local or state association. These forms are designed to be agent-friendly and minimize legal risk. Agents can also use pre-written addenda templates provided by their brokerage or association, as long as they don't alter the legal language.

Agents may also draft simple addenda that reflect clear, factual changes, such as

extending a closing date or adjusting the purchase price, provided the language is straightforward and doesn't introduce new legal obligations or interpretations.

### Where Agents Should Exercise Caution

Problems arise when agents attempt to interpret legal terms or draft custom language that goes beyond the scope of their training. Examples include:

- **Repair negotiations:** Vague language like "seller to fix plumbing" can lead to disputes over what was actually agreed upon.
- **Contingency clauses:** Creating new financing or inspection contingencies without legal review can unintentionally void parts of the contract.
- **Legal interpretations:** Agents should never advise clients on the legal meaning of contract terms or rights under the law.

In these cases, agents risk crossing the line into the unauthorized practice of law, a serious offense that can result in disciplinary action or lawsuits.

### When to Involve an Attorney

If the addendum involves custom language, legal interpretation, or anything outside the scope of standard forms, it's time to call in a real estate attorney. Attorneys can ensure the language is enforceable, protects your client's interests, and complies with state and local laws.

Encourage your clients to seek legal advice when the stakes are high, especially in complex transactions, investment deals, or when disputes arise. It's not only a best practice; it's a safeguard for your professional reputation.

### Final Thoughts

Addenda are powerful tools, but they must be used wisely. While you don't need to be a legal expert, having a trusted local real estate attorney in your professional network can be invaluable. It's one of those quiet strengths that separates a good licensee from a great one.

We want the Legal Hotline to be a conversation so please send your questions and topic suggestions to [hotline@shulmanrogers.com](mailto: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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Where  
Trust Meets  
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Wins**

# WADE VANDER MOLEN PRUITT TITLE

BY GEORGE PAUL THOMAS  
PHOTOS BY RYAN CORVELLO



**If** you've spent any time in the D.C. real estate market, you've probably heard of Wade Vander Molen. Known for his energy, integrity, and relentless drive to help agents succeed, Wade has become a familiar and trusted figure among top producers. As the Senior Vice President of Business Development at Pruitt Title, he does far more than connect clients to closings—he helps build better businesses.

For Wade, the secret to success in title work is simple: "It's not what we sell that makes us different—it's the value we create between the closings," he says. That mindset has guided his twenty-year journey in the industry and continues to shape how he leads and serves today.

#### From Iowa to Industry Expert

Originally from Pella, Iowa, Wade's professional path has been anything

but conventional. After earning his degree, he began his career in social work, spending three years with Child Protective Services in Phoenix, Arizona. Though the work was deeply meaningful, Wade felt a pull toward something new—a career that blended his passion for people with his entrepreneurial instincts.

After a brief stop in mortgage lending, he landed his first marketing role at a title company in Phoenix. Now, two decades later, Wade is a respected industry leader known as The D.C. Title Guy, with a national reputation for training, coaching, and bringing innovative marketing strategies to agents and companies across the country.

In addition to his role at Pruitt Title, Wade is also a national title sales coach and speaker, training companies across the U.S. on how to grow their business

and better serve their clients. "Coaching is one of my passions," he says. "Helping others succeed—whether they're agents or title reps—is what motivates me."

His favorite book, *Atomic Habits*, serves as a constant reminder that small improvements compound into major results. "There's always room to get better," he says. "That's the mindset that drives me every day."

#### The Pruitt Title Difference

Founded in 2007 and headquartered in Vienna, Virginia, Pruitt Title has earned its reputation as one of the most trusted names in the region. With a satellite office in Maryland and a strong, service-driven team, the company operates on a core belief that integrity and innovation go hand in hand.

"Realtors today need more than a title company that processes transactions,"





Wade explains. “They need a partner who understands their business, supports their growth, and helps them stand out in a crowded market.”

Pruitt Title provides a full range of escrow and settlement services, but Wade and his team take it a step further. From marketing consultations to data-driven tools and social media support, their focus is on helping agents gain visibility and convert more opportunities. “We specialize in providing real, actionable value,” he says. “Our clients know they can call us anytime—not just when there’s a deal on the table.”

The company’s tagline, “Where Trust Meets Title—Everyone Wins,” isn’t just a slogan. It reflects the culture that Wade and his colleagues live every day. “Our success comes from helping our clients win first,” he adds.

**Evolving with Technology and Trust**  
Over the years, Wade has seen the title industry evolve dramatically with the

“We use technology to make things easier and faster, but our real focus is still on people. **That’s where long-term success is built.**”

rise of technology. Remote closings, secure digital deposits, and sophisticated data tools have all transformed the way business is done. But for him, technology is only part of the story.

“Tech is great, but it can’t replace relationships,” he says. “We use technology to make things easier and faster, but our real focus is still on people. That’s where long-term success is built.”



That people-first mindset has earned Wade a loyal client base and the respect of peers across the country. Despite industry challenges like the rise of joint ventures and competitive pressures, his

consistency and creativity have kept him at the top of his game.

#### Life Beyond the Title

Outside of the office, Wade is first and foremost a family man. He and his wife, Valerie, have been married since 2014 and share two daughters, Isla (9) and Aria (6). “Our girls keep us on our toes,” he laughs. “Between soccer games, school activities, and family trips, there’s never a dull moment.”

Their favorite place to unwind is their beach house in Long Beach Island, New Jersey, where they spend summer weekends soaking up the sun and creating lasting memories

When he’s not with family or working, you can usually find him playing basketball, running, golfing, or planning his next travel adventure. “Movement and travel keep me sharp,” he shares. “They’re reminders that there’s always something new to learn and experience.”

#### Looking Ahead

As he looks to the next chapter, Wade’s goals are both ambitious and purposeful. Professionally, he’s working toward becoming the #1 Title Sales Coach in the U.S., while continuing to expand Pruitt Title’s footprint and client



relationships. Personally, his focus remains on faith, family, and growth.

For Wade, success will always come back to service. “If you lead with integrity, care about people, and always bring value, you can’t lose,” he says. “That’s what keeps me passionate about what I do.”



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Creating  
The Life  
She Loves

# MAUREEN *Weaver*

BY AMELIA ROSEWOOD  
PHOTOS BY RYAN CORVELLO

Some people find real estate through ambition. Others find it through timing and a spark of possibility. For Maureen Weaver, it was all three. Pregnant with her third child and realizing that teaching while raising two small children had become impossible to sustain, she took a leap of faith. Choosing the more difficult path soon proved to be her calling.

"I've always loved homes, design, and helping people," Maureen says. "Once I started working in real estate, I knew it was what I was meant to do."

### From Classroom to Closing Table

Born and raised in Montgomery County, Maureen grew up surrounded by strong women. As one of four sisters, she quickly learned how to read people, resolve conflicts, and navigate life with grace and humor. After graduating from Georgetown Visitation, she earned her bachelor's degree from Loyola College in Baltimore and a master's in Elementary Education from George Washington University.

Before teaching, Maureen worked in sales for both The Washington Post in DC and Hilton Hotels in San Diego. Those experiences taught her professionalism and connection, skills that naturally carried into real estate. "Everything I've done prepared me for this," she says. "Contrary to what some may think, working in sales is not just about selling. It's about understanding people's motivations and helping them reach their goals."

When she transitioned from part-time to full-time Realtor in 2013, Maureen approached it with the same commitment she once brought to the classroom. Her success came not from shortcuts but from showing up consistently for her clients and her family. "Real estate rewards hard work. The harder I work, the more success I find," she says. "I love having that kind of control over my career."

Today, Maureen is a solo agent with Compass, closing more than \$22 million in volume and 24 transactions last

year. She has been recognized as a Washingtonian Top Agent and Bethesda Magazine Top Real Estate Producer every year since 2019.

Those honors reflect not only achievement but also the compassion behind her work. Her clients describe her as dedicated, intuitive, and deeply invested. "Truthfully, I care a lot about my clients," she laughs. "My husband might say I care a little too much because I treat every client like I would a family member."

That empathy, she believes, is just part of who she is. "Relationships have always been super important to me. Some of my best friends have been my friends since elementary school (including my husband!). Caring about my people is how I have built my life, my family, and my business, and that is never going to change."

### Life Beyond Real Estate

Beyond her thriving business, Maureen's life is filled with family and







“Our thoughts shape our happiness. Even when things are tough, I remind myself that this too shall pass.”

imagine doing anything else, but if I did, it would be something creative,” she says. Her boundless energy is one of her greatest strengths. “I always say having ADHD is my superpower. I do everything with attention to detail but also as efficiently as possible. My brain never stops, and I wouldn’t have it any other way.”



**Giving Back and Moving Forward**  
Philanthropy has a special place in Maureen’s life. She and Sam are long-time supporters of The Lilabean Foundation for Pediatric Cancer Research and EBeauty, which provides wigs to women undergoing cancer treatment. “Unfortunately, cancer has always been a problem and has affected many

people close to our family. Giving back is our way to honor them.”

Looking ahead, Maureen’s goals are centered on balance and gratitude. “In five years, two of my children will be in college, and in ten, they’ll all be out. I want to keep working with amazing clients while being present for my children during these precious years.”

Her personal mantra guides every chapter: Only good things happen to me. “I’m an eternal optimist,” she says. “Our thoughts shape our happiness. Even when things are tough, I remind myself that this too shall pass.”

With her warmth, creativity, and drive, Maureen Weaver continues to prove that success is about more than sales — it’s about being grateful, always growing, and remembering to pause to enjoy every season of life.

Life at home is vibrant and full of laughter. Between school events and sports, the Weavers cherish their time at the beach each summer. “The ocean brings me peace and balance,” Maureen says. “It is our happy place where we take a break from the chaos of everyday life and just slow down.”

She also loves staying active through tennis, pilates, and DIY projects. “I can’t

gratitude. She met her husband, Sam, in seventh grade, and they have been good friends since then. Married in 2007, they now have three children: Shea (15), Madelyn (14), and Chase (12). Recently, the family moved closer to Maureen’s parents in Potomac, bringing her story full circle. “To raise my kids near my childhood home and my parents is such a blessing,” she says.



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# The Power of Vision

## Moti Shiferaw

BY AMELIA ROSEWOOD  
PHOTOS BY RYAN CORVELLO

When Moti Shiferaw talks about real estate, there's power behind every word. He's confident yet humble, driven yet grounded, and his story is proof that faith, hard work, and purpose can turn even the boldest dreams into reality.

Long before he became one of the DMV's fastest-rising agents, Moti was a kid in Bishoftu, Ethiopia, watching real estate commercials on TV and imagining himself leading one of those companies one day. "Even back then, I'd picture myself owning one of those companies," he says with a smile. "I didn't know how or when, but I knew I would get there eventually."

That dream followed him across continents. Eight years ago, Moti moved to the United States with determination, resilience, and a deep sense of gratitude. He began studying cybersecurity while driving for Uber part-time to make ends meet. But even then, he knew his heart was somewhere else. He wanted more than stability; he wanted significance.

"When I discovered real estate, everything clicked," he recalls. "It wasn't just a job; it felt like a calling. I realized I could help people build wealth, create security for their families, and achieve something that lasts."

In 2021, he made the leap, trading the classroom and the car for open houses



and client calls. It didn't take long for his passion to take root.

### From Hustle to Purpose

Moti's entry into real estate wasn't easy. Like every new agent, he faced uncertainty, rejection, and long hours with no guarantees. But he also had something that couldn't be taught: hunger. "I came to this country with nothing but faith

and ambition," he says. "So when it came to real estate, I approached it the same way—go all in, stay disciplined, and serve people with integrity."

His commitment quickly paid off. By building genuine relationships and staying consistent, Moti turned his hustle into a thriving business. As the founder of Moti Real Estate under Keller



Williams Capital Properties, he's built a brand defined by care, transparency, and a relentless work ethic. "I treat every client like family," he explains. "From the first showing to the final signature, I'm there. My business is built on trust and honesty, and that's why people keep coming back."

That trust has turned into extraordinary success. In 2024 alone, Moti closed \$20 million in volume across 40 clients. By the end of 2025, he had already surpassed that mark, finishing the year with more than \$25 million in volume. His results and reputation have earned him national recognition as a 2024 National Association of REALTORS® 30 Under 30 honoree, a feature in REALTOR® Magazine, and the distinction of being the #1 Agent at Keller Williams Capital Properties in Montgomery County for three consecutive years.

#### Rooted in Faith and Family

Behind Moti's ambition is an even stronger foundation: faith and family. "My parents and my sister are my world," he says. "Their love, prayers, and sacrifices are the reason I'm able to push forward. Everything I do is to make them proud."

That same faith carries through his personal life. Moti is recently engaged to his

fiancée, Hawi, whom he calls his "biggest blessing." The couple got engaged on the cliffs of Malibu, an unforgettable moment that captured their shared journey of growth, gratitude, and love. "She's my rock," he says warmly. "She holds me accountable, celebrates my wins, and keeps me focused on becoming the best version of myself."

Beyond his family, Moti surrounds himself with a tight-knit circle of friends who share his energy and drive. "No matter how busy life gets, I always make time for my boys," he says. "Our Sunday FIFA nights are non-negotiable. It's how we unwind, laugh, and reset."

Outside of work, he channels his energy into activities that strengthen both body and mind. He's passionate about fitness, soccer, and personal development, spending his mornings in the gym and his evenings learning from books and podcasts about business, mindset, and leadership. "Growth doesn't stop at success," he says. "You have to keep evolving mentally, spiritually, and emotionally."

Moti also gives back by hosting real estate seminars and mentoring young people in his church and community. "When I was starting out, I didn't have a blueprint," he says. "Now I want to



help others see that they can create opportunities for themselves too."

#### Creating a Legacy

Looking to the future, Moti's ambitions are as big as his vision. Over the next decade, he plans to expand his real estate team, build a multimillion-dollar investment portfolio, and launch his own healthcare business. His long-term dream? To bridge his two worlds, the U.S. and Ethiopia, by developing communities, creating jobs, and empowering others through homeownership.

"I want to build one of the largest real estate development companies in the world," he says with conviction. "But more than that, I want to create something that outlives me—something that gives people hope and opportunity."

For Moti, everything comes back to one verse that grounds his journey: "Commit to the Lord whatever you do, and He will establish your plans." – Proverbs 16:3.

"That scripture keeps me centered," he says. "It reminds me that my success isn't about me, it's about purpose. It's about the people I serve, the family that supports me, and the faith that guides me."

“It reminds me that my success isn't about me, it's about purpose. It's about the people I serve, the family that supports me, and the faith that guides me.”

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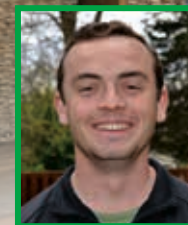
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# Jennifer GREGORSKI

*Elevating Real Estate From the Bay to the Beltway*

BY AMELIA ROSEWOOD  
PHOTOS BY RYAN CORVELLO



The Chesapeake Bay has always been woven into Jennifer Gregorski's story. It's where she spent childhood weekends visiting her grandparents on the South River and where she now lives with her husband, close to family and surrounded by the same water that shaped her earliest memories. Those roots, combined with her drive, warmth, and thoughtful approach, have become the foundation of her success as one of the region's trusted real estate professionals.

## From the Bay to the Beltway

A proud third-generation Washingtonian, Jennifer was born in D.C. and raised in Bethesda, Maryland. Her deep connection to the area gives her an innate understanding of its people, pace, and personality. "Growing up, I loved being

by the water," she says. "It's where I felt most at peace, and it's still what grounds me today."

That love of place has influenced every part of her professional journey. With her company, Washington Fine Properties, based in D.C., and her home life now rooted near the Chesapeake Bay in Annapolis, Jennifer has built a business that bridges two worlds—helping families transition seamlessly between the Bay and the Beltway. "Our goal is to help people find homes that fit their lifestyle," she explains. "For some, that means moving closer to the city, and for others, it's about finding more space and serenity by the water."

## Finding Her Calling

Jennifer's path to real estate began with an instinct she couldn't ignore. After graduating from Indiana University

with a degree in Sport Marketing and Management, she began working in business development for a tech company in Bethesda. Around that time, she had two job interviews scheduled back-to-back—one with Comcast SportsNet and another with Washington Fine Properties agent Lisa Stransky.

"Deep down, I knew real estate was where I wanted to be, but I wasn't sure how to start," Jennifer recalls. When she was offered the job with Lisa, she took it—and quickly realized she had found her calling.

As Lisa's assistant, she immersed herself in every aspect of the business, earning her real estate licenses in D.C., Maryland, and Virginia and learning the ins and outs of the industry. "It was the best possible foundation," she says. "I

learned not just about real estate, but about people, strategy, and the importance of communication."

In 2019, Jennifer stepped out on her own as a solo agent with Washington Fine Properties. It was a leap of faith that quickly paid off. Today, she works alongside her brother, Chris Schultz, as part of their Bay to Beltway team, combining their shared passion for helping families find a home.

## The Bay to Beltway Experience

For Jennifer and Chris, real estate is about more than numbers—it's about connection, presentation, and creating a sense of belonging. Together, they bring complementary strengths to their business. "Chris has a background in commercial real estate investment sales, which adds







“  
For me, it’s about  
the experience and  
the relationships  
that come from it.  
When a client feels  
supported and at  
ease, that’s the best  
outcome.”



another layer of expertise,” Jennifer explains. “We pair data-driven strategy with creative marketing and genuine care for our clients.”

Their philosophy is simple: thoughtful preparation and personal attention at every step. From staging and photography to customized marketing plans, every listing is handled with the same level of dedication and precision. “We spend a lot of time on the details,” she says. “Presentation matters, and our clients deserve the best.”

In 2024, Jennifer’s efforts spoke for themselves—43 transactions totaling more than \$40 million in sales. Yet Jennifer measures success in a different way. “For me, it’s about the experience and the relationships that come

from it. When a client feels supported and at ease, that’s the best outcome.”

**Family, Water, and Home**  
Family has always been at the center of Jennifer’s life. Her husband, Charlie, works as a golf course superintendent, and together they share a love for the outdoors—whether it’s on the water, on the course, or enjoying a quiet evening at home. “We love to boat, fish, and crab,” Jennifer says. “Catching our own crabs and having big family crab feasts are some of my favorite traditions.”

Her family’s influence extends well beyond her personal life. Her mom is a home stager, her dad works in construction management, and her brother is now her business partner. “It’s pretty

special to work with my brother,” she says. “And with a mom who’s a home stager, it feels like all the pieces fit together to give our clients something truly unique.”

Outside of work, Jennifer finds joy in golf, a hobby she picked up after meeting her husband. “When I first met Charlie, I figured I’d better learn to golf or I’d miss out on all the fun,” she laughs. “Now I play more than he does.” What started as a way to connect with him has grown

into a full-fledged passion. She now plays regularly with a group of women who’ve become close friends, and they even travel for golf trips. “Golf has given me an incredible sense of community here—it’s introduced me to so many wonderful people and has become a meaningful part of my life.”

**Building a Business and a Legacy**  
The past decade has been one of growth and evolution for Jennifer. From her



early days as an assistant to launching her own business and now leading a successful team, she has built a career defined by consistency, care, and community. Looking ahead, her goals are rooted in both professional and personal growth.

“Professionally, I want to continue growing our Bay to Beltway team and strengthening our presence between D.C. and the Bay,” she says. “Personally, Charlie and I are looking forward to starting a family. Balancing motherhood and running a business

will be a new chapter, and one I’m really excited about.”

Jennifer also believes in empowering others through collaboration and support. Her best advice for new agents comes from her own experience. “In order to grow,



you have to delegate,” she shares. “For a long time, I did everything myself, but true growth happened when I built a strong support system. You have to trust others so you can focus on what you do best—serving your clients.”

**Above and Beyond**  
Whether she’s hosting a client appreciation event, bringing pastries to a home inspection, or putting the finishing touches on a beautifully staged home, Jennifer approaches every interaction with warmth and intention. “Everything we do is with care,” she says. “Buying or selling a home is such a meaningful experience, and my goal is to make it as seamless and special as possible.”

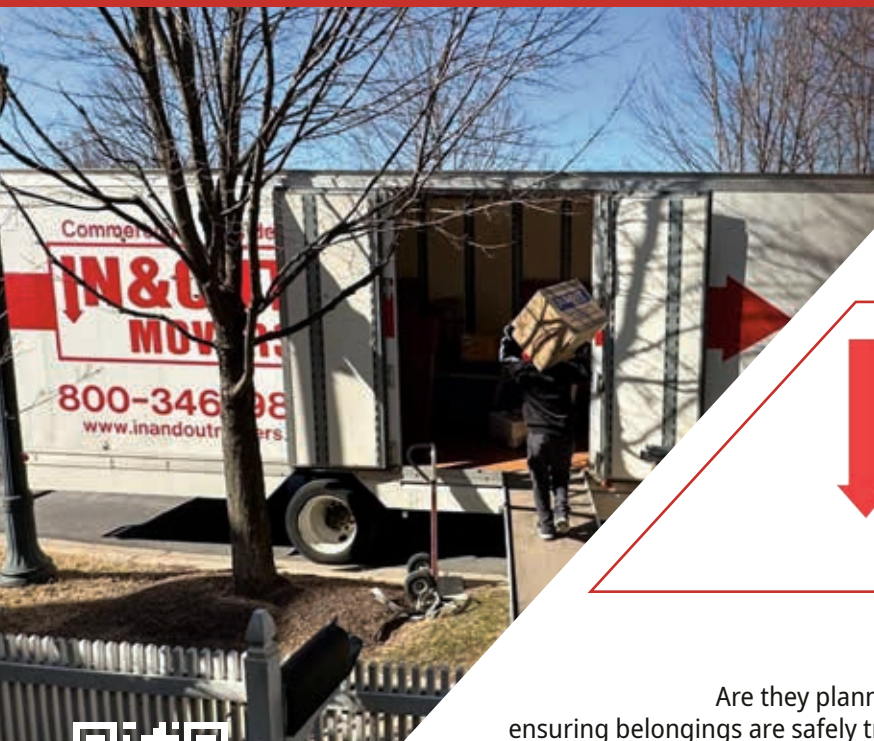
Her journey from the Beltway to the Bay has come full circle—rooted in family, grounded in community, and fueled by her belief that home is more than a place. It’s where life happens, and she feels honored to help others find theirs.





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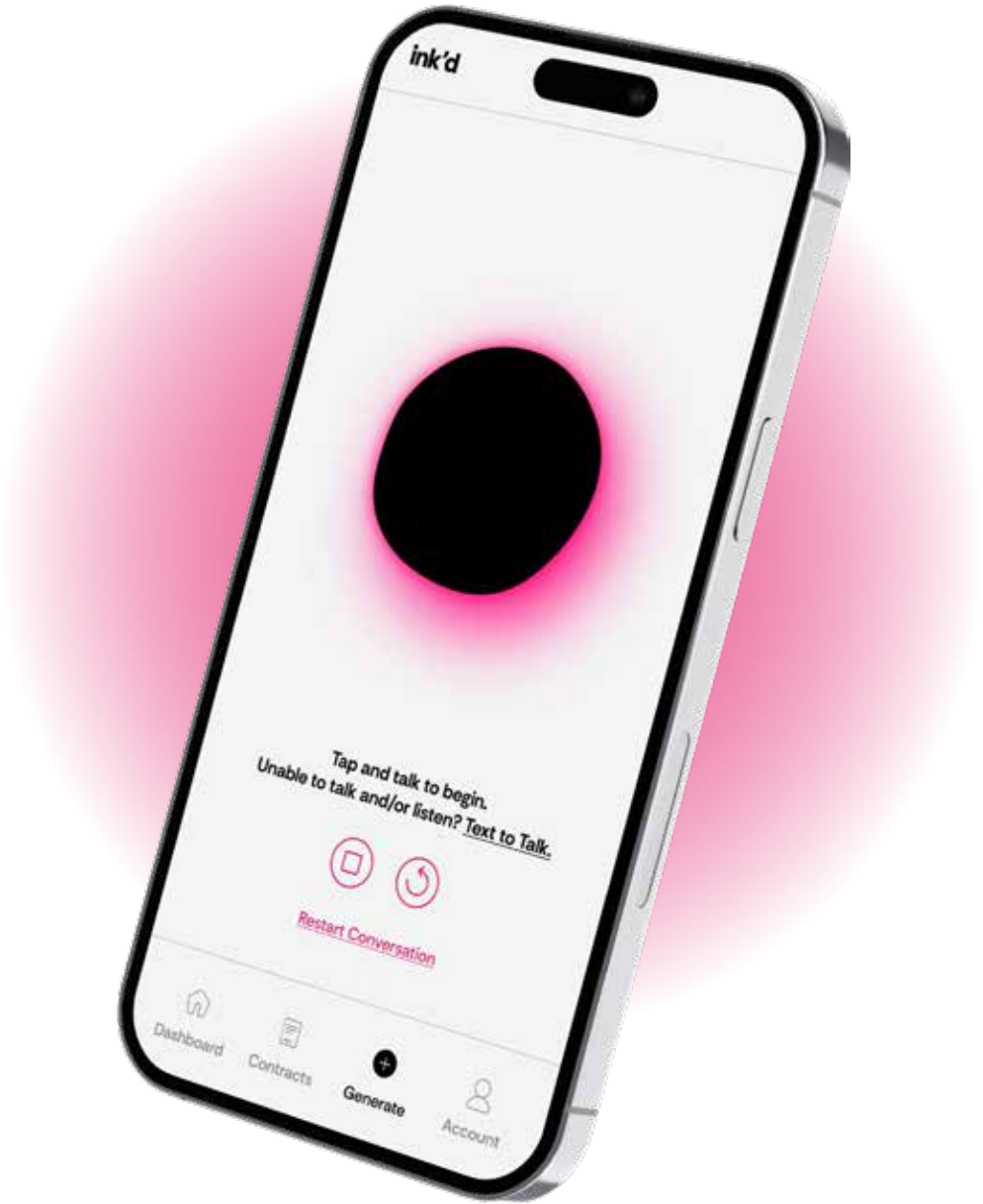


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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY- ING #	BUYING \$	SALES	TOTAL \$
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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What started as two friends running their own branches soon became something bigger. After years of collaboration and late-night "what if" conversations, Matt & Nate officially combined their teams in December 2023, creating a branch built on trust, creativity, and shared vision. The team has grown into one of the top branches in the country, made the bold move to CrossCountry Mortgage, launched the innovative Creator Division with Loan Officer Theoni Rapo, and as of August 2025, celebrated their best month ever.

This branch exists to redefine the possibilities of the mortgage industry through creativity, collaboration, and a relentless focus on people. Whether it's content strategy to generate leads or finding innovative ways to get a tough file across the finish line, creativity is at the heart of everything they do. When one loan officer faces a challenge, the entire branch shows up. With an always-active group chat and an open-door culture, clients don't just get one loan officer...they get the whole branch, including Sales Managers Hannah Katz and Aaron Jacobson.

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.



Reach out to make your mortgage a win!



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# TOP 250 STANDINGS - BY VOLUME

Individual Closed Data as reported to MLS from Jan. 1 to Nov. 30, 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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**Disclaimer:** Information based on closed MLS data and supplemental data provided by Everynook, as of December 5, 2025, for residential sales from January 1, 2025, to November 30, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C.; and Frederick, Montgomery, and Prince Georges counties in Maryland. Numbers not reported by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report data under an individual agent's MLS ID.

## Team Standings Are Coming Soon BUT WE NEED YOUR NUMBERS!



We’re working on releasing the highly anticipated Team Standings, but we can’t complete the list without you. If you lead a team or are part of one, now’s the time to make sure your production is counted.

Don’t miss the opportunity to be recognized alongside the best in the region.

Submit your data today and claim your team’s spot before the standings go live!

Team Standings powered by Everynook

Select TEAM when you sign up. If already signed up JOIN A TEAM.



# TOP 250 STANDINGS - BY VOLUME

Individual Closed Data as reported to MLS from Jan. 1 to Nov. 30, 2025

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

Individual Closed Data as reported by MLS from Jan. 1 to Nov. 30, 2025

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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### RANKED BY UNITS

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# TOP 100 STANDINGS - BY UNITS

Individual Closed Data as reported by MLS from Jan. 1 to Nov. 30, 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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# TOP 100 STANDINGS - BY UNITS

Individual Closed Data as reported by MLS from Jan. 1 to Nov. 30, 2025

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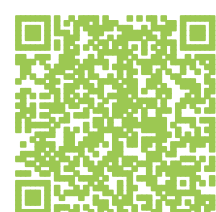
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