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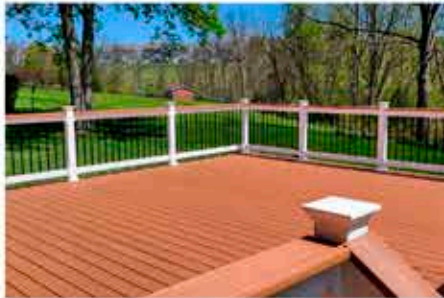
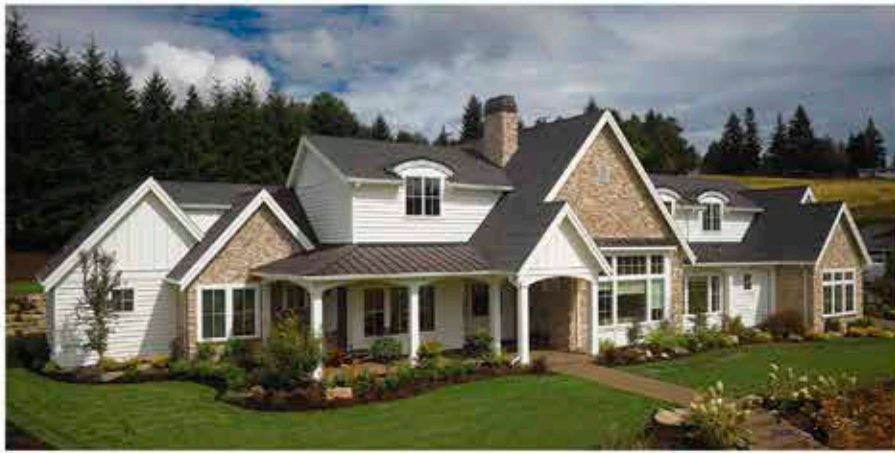
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HELLO JULY, A Month of Freedom & Focus!

July is a season filled with energy, momentum, and the reminder to enjoy the journey along the way. It's a time to celebrate the connections we've built, the goals we're pursuing, and the community that continues to grow stronger through every shared experience.

What an amazing time we had at our **Pickleball Classic!** The event was filled with friendly competition, great conversations, and so many memorable moments. It was the perfect reflection of what makes this community so special — people coming together to connect, support one another, and have a great time doing it.

Looking ahead, we're already gearing up for our upcoming **Deal or No Deal** event this **September**. It's going to be another exciting opportunity to gather, celebrate, and create even more unforgettable moments together. Stay tuned — more details are coming soon!

We're also excited to welcome our newest preferred partner, **Vista Media**. We're thrilled to have them join the Real Producers community and look forward to the creativity and collaboration they'll bring.

As we enjoy this season, let's hold onto this truth:

"When we lead with passion, we inspire others to do the same."

Here's to connection, celebration, and making the most of everything this summer has to offer.



Kristin Brindley
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HOW REALTORS CAN BE RELEVANT IN AI SEARCH!

BY WADE VANDER MOLEN

The agents who are going to win in AI search over the next 3–5 years are the ones who become the *most trusted local digital authority* — not just the ones with the prettiest website. AI pulls from signals across the internet to determine relevance, authority, consistency, and trust. What this means is AI loves content and uses that as a guideline to rank relevance in AI search.

This also means the Realtors that take the time to invest in creating content online will be steps ahead of the agents that refuse. Just in the last 18 months there has been a 17% jump in people using Chat, Gemini and Claude to search for real estate related topics vs going to Google. Over time, that number should increase.

Become Hyper-Specific Geographically

AI like people who specialize. Why? People ask Chat very specific questions and provide specific prompts. “Serving all of Northern Virginia” is not good. Too generic. Tell us what you really do and where. “Top luxury home specialist in McLean, Virginia.” The tighter the niche + geography, the more likely AI

connects the agent to the prompt. Think about the content you create now. Is it hyper-local? Are you talking about the niche you specialize in and where? Where is this content posted?

Create Massive Local Content

AI like great content that tells the end user that you know what you have great knowledge on the topic they are seeking.

Realtors should be creating content around:

- Neighborhood videos
- Market updates
- “Best neighborhoods for families”
- “Pros and cons of living in Ashburn”
- “What \$900k buys in Vienna”
- School district breakdowns

Notice none of this is content of you talking about yourself. Consumers don’t care. They care about answers and knowledge to their queries. Where does AI look for this content? The best places are YouTube videos, Instagram reels (with captions), blog posts, your Google business profile, LinkedIn articles, podcasts, and local interviews. You don’t need to be doing all of these, but doing none of these is a killer.

Use Video Aggressively

Video is becoming one of the strongest AI authority signals. Especially, YouTube, TikTok and Instagram reels. Why? The platforms transcribe speech. Around 80% of all video on social media is watched with the sound off. AI can understand the content. It builds topical authority which is important, and Google heavily indexes YouTube. Meaning that videos are rewarded above written content.

Get Client Reviews that Mention Specifics

Lastly, getting client reviews is always important, but getting reviews where your clients mentions specifics on video or in a written capacity is important. For example, mentioning city names, property types, experiences, and more. “Wade helped us buy a luxury single-family home in Great Falls after relocating from Chicago.” This type of testimonial is AI gold. The more of these you have, mentioning where you do business and the experience you helped to create will greatly effect your ability to show up in AI prompts and questions by your ideal client. If creating content and videos are not something you have been doing as part of your marketing plan, it’s time to pivot as AI will be used even more by consumers in the future.



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.

The Summer Settlement Surge:

AVOIDING CLOSING DELAYS DURING PEAK SEASON

Summer is traditionally one of the busiest seasons in real estate. Families want to move before the new school year, buyers are eager to settle before vacations end, and agents often find themselves juggling multiple transactions at once. While the market activity can be exciting, the increased pace also creates more opportunities for delays at the settlement table.

As a settlement attorney, I often see the same issues arise during the summer rush. Fortunately, many of these problems can be avoided with proactive communication and early preparation.

One of the most common causes of delay is scheduling conflicts. Buyers, sellers, agents, lenders, and even attorneys are frequently traveling during the summer months. A client may be at the beach when loan documents need to be signed, or a seller may be out of the country during the week of closing. These issues can create last-minute scrambling if they are not identified early in the transaction. Asking clients about planned vacations at the beginning of the contract period can help avoid unpleasant surprises later.

Another frequent issue is lender timing. Summer volume can place significant pressure on underwriting departments,

appraisers, and closing teams. Even well-qualified buyers may encounter delays if requested documentation is not submitted promptly. Encouraging clients to respond quickly to lender requests, even while traveling, can make a major difference in keeping a transaction on schedule.

Condominium and HOA transactions can also become bottlenecks during peak season. In Maryland and DC, resale packages, questionnaires, and association approvals often take longer during the summer due to increased transaction volume and reduced staffing. Ordering these documents as early as possible is one of the easiest ways to avoid settlement delays.

Wire fraud remains another concern, particularly during busy months when everyone is moving quickly. Fraudsters often take advantage of rushed communication and distracted parties. Clients should always be reminded to verify wire instructions by telephone using a trusted number before sending funds. A simple verification call can prevent a devastating loss.

Finally, communication remains the most valuable tool in any successful closing. Transactions move more smoothly when all parties, including

agents, lenders, attorneys, title professionals, and clients, communicate early and often. Setting realistic expectations and identifying potential issues before the week of closing can reduce stress for everyone involved.

The summer market may feel fast-paced, but successful settlements rarely happen by accident. They are usually the result of preparation, responsiveness, and teamwork behind the scenes.

As we move through another busy summer season, a little extra planning can go a long way toward ensuring that clients make it to the settlement table on time and with far less stress.



About the author (drafted with the assistance of AI): Erin August is an Attorney in the Real Estate Department at Shulman Rogers, P.A. Barred in Maryland, D.C. and Virginia. She was born in Washington, DC and raised in Montgomery County, Maryland, where she resides with her husband and son.

SEAN & KELLY PRICE

THE POWER OF PARTNERSHIP

BY AMELIA ROSEWOOD
PHOTOS BY KELLY TINDLE-PRICE PHOTOGRAPHY STUDIOS!

There is a difference between confidence that is claimed and confidence that is earned.

For Sean Price and Kelly Tindle-Price, confidence has been built the long way. It has been shaped through raising four children, building multiple businesses, relocating more than fifteen times, and navigating the risks and rewards of entrepreneurship together for more than two decades.

Today, the husband-and-wife team serves clients through Samson Properties in Tysons, Virginia. Their business is intentionally structured as a two-person partnership, combining Sean's front-facing client strategy and negotiations with Kelly's operational precision, marketing insight, and transaction management.

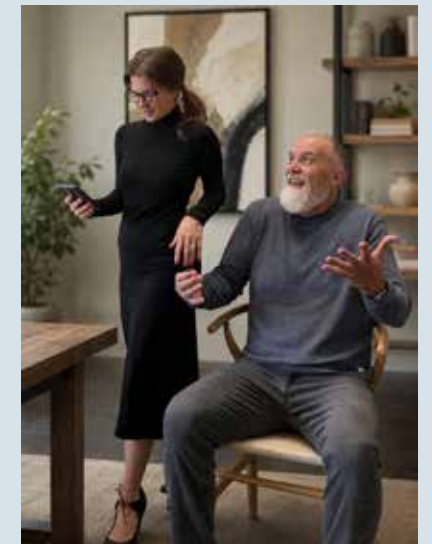
Roots That Shaped the Work Ethic
Both Sean and Kelly grew up in environments that demanded resilience and adaptability.

Kelly was raised in Florida, on a cow and orange farm. It was a hands-on upbringing where hard work was simply part of daily life. That early exposure to hands-on responsibility built a foundation that still influences her professional approach today.

Sean's childhood was shaped by movement. Born in Austin, Texas, he spent much of his early life relocating with his military family, living in Arkansas, Texas, and even the Panama Canal region before eventually settling in Florida.

Those frequent moves gave him a firsthand understanding of what relocation really means for families. "We understand what it's like to move with kids, sell a home, and start over somewhere new," he says.

Entrepreneurs Before Realtors
Before entering real estate, Sean and Kelly had already spent years building businesses together. Their



entrepreneurial path began in healthcare, where Sean earned his Doctor of Chiropractic degree from Texas Chiropractic College after working in the service industry and as a licensed massage therapist while completing his education.

Together, the couple built and operated a chiropractic practice in Fort Walton Beach, Florida, which they ran successfully for fifteen years. During that time, they also launched a second venture that began almost by accident. A handmade birthday gift evolved into a product that quickly gained traction. What started small grew into a nationally distributed brand, eventually reaching more than 1,000 retail locations nationwide and expanding internationally. In 2021, they successfully sold the company.

Those years as business owners shaped how they think today. Negotiation, branding, operations, and long-term strategy became second nature.

"We've built businesses from scratch," Kelly says. "That perspective shapes how we think about value, risk, and long-term decisions for our clients."

Kelly's connection to real estate began even earlier. At nineteen, she worked in a beach vacation rental



office and found herself fascinated by the conversations she heard from the sales team. Real estate was also familiar to her family. One grandfather worked in appraisals, while another was involved in insurance and land acquisition.

Kelly earned her first real estate license in 2012, and Sean obtained his soon after. Their full commitment came in 2019, when they relocated their family from Florida to Northern Virginia and began building their business from the ground up.

Today, Sean and Kelly serve clients through Samson Properties. Last year, they closed 16 transactions totaling more than \$13.5 million in volume, earning recognition as Platinum Producers and top performers with NVAR. Building on their real estate foundation, they have also expanded into mortgage lending and insurance, allowing them to guide clients more holistically through every stage of homeownership — from financing and closing to protecting the investment long after move-in.

A Home Filled with Energy
Family remains the center of everything Sean and Kelly do.

They have been married for more than twenty-six years and have four children: Rowan, Phoenix, Lorelei, and Bastion. Their children grew up alongside the businesses their parents built, witnessing both the challenges and the rewards of entrepreneurship.



Their home is lively and full of personality. Along with their four children, they share life with three cats—Gideon, Gunter, and Fiona—and a dog named Silas.

When they are not working, the family enjoys cooking together, playing cards and board games, and watching movies. Sean and Kelly also love exploring new restaurants and spending time around the table with their children.



Kelly often channels her creativity into home renovation projects, watercolor painting, and textile art. Sean enjoys reading personal development books and draws daily inspiration from his faith. When time allows, he enjoys heading to the shooting range with his boys and occasionally jumping in to help Kelly with renovation projects around the house. While Kelly often leads those projects, Sean jokes that he is always happy to serve as the extra set of hands (and height) when needed.

Looking Ahead

Looking toward the next decade, Sean and Kelly plan to continue growing their real estate business thoughtfully while stepping into a new role coaching and mentoring agents within Samson Properties.

Their focus is not on building the largest team or chasing rapid scale. Instead, they are committed to building a sustainable business rooted in expertise, service, and long-term thinking.

For agents entering the industry, Sean offers a lesson learned through years of entrepreneurship.

“Success is found in the mundane,” he says. “It’s the daily repetition, the follow-ups, the open houses, the things you do consistently even when you don’t feel like doing them.”

Kelly offers a complementary perspective.

“Protect your reputation,” she says. “Learn the full scope of the business and understand where your strengths truly are. And always play nice and play fair.”

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Timothy-Jay Morton

Unconventional Path to Real Estate Success

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO



Timothy-Jay “TJ” Morton is the kind of person who makes an impression before you even realize it. An extrovert by nature, he thrives on connection, conversation, and helping people solve problems. Friendly, approachable, and deeply hands-on, TJ brings an energy to real estate that feels both refreshing and grounded.

In fact, his story in the industry began with a moment that perfectly captures who he is. “I got my first listing from my friend’s dog,” he says with a smile. What started as a casual scroll through social media turned into a \$19.5 million opportunity. That listing later closed at \$17.3 million, becoming the top sale in the DMV in 2023, cash and with no contingencies. It is a story that sounds almost unbelievable, yet it reflects TJ’s instincts, curiosity, and willingness to act.

Roots That Shaped a Global Perspective

Originally from Batavia, New York, near Buffalo, TJ grew up with a strong sense of community and a natural ability to connect with people. “Go Bills,” he adds, a nod to his hometown pride.

He attended SUNY Plattsburgh, where he earned a degree in Political Science and Canadian Studies. His early career path was anything but linear. After moving to Washington, DC, with plans to work in government and attend law school, he pivoted into business, managing a popular chain of bicycle stores.

From there, TJ stepped into the nonprofit world as a District Director for the American Diabetes Association, organizing large-scale fundraising events. Then came a decade abroad in Slovakia, where he taught English to business professionals.

Finding His Path in Real Estate

TJ officially began his real estate career at the end of 2022 with Compass, as part

of the Pearlman Meekin & Co. group. The decision came after years of reflection.

“I had been thinking about it for quite some time,” he says. After attempting to purchase the bike shop business he managed, and stepping away just before the pandemic, TJ used that period to reassess his goals. Real estate emerged as the right fit.

“It’s a business where you get what you put into it,” he says. “There’s no limit on success.”

His first full year proved that point. With \$35 million in volume, TJ quickly made his mark. Yet beyond the numbers, it is his mindset that defines his work. “It’s not a sales job,” he explains. “It’s a solution to a problem job.”

The Details That Define His Difference

What sets TJ apart is not just his results, but how he achieves them. He is deeply involved in every step of the process, especially on the listing side.

“When I get a listing, I’m there every day for weeks prior,” he says. “I’m on the





“Reputation is key. Honesty, hard work, dependability, and knowledge. Be a good person.”



ladder changing light bulbs, switching out cover plates. No detail is too small.”

but his humor is matched by sincerity in how he approaches life.

This level of care reflects his belief that preparation drives outcomes. For sellers, it means maximizing value. For buyers, it means clarity and confidence.

He is also passionate about giving back. Over the years, he has supported a range of organizations, including Just Trying It, Tickets for Kids, and the Anchor Fund. He even raised \$10,000 to support Ukrainian refugees during the onset of the war. Through his team at Compass, he also participates in Habitat for Humanity initiatives.

Life Beyond the Listings

Outside of real estate, TJ lives a life that is just as dynamic and engaging. A passionate cyclist, he has taken his love for biking to an extraordinary level. One of his most memorable adventures was a ride across Europe, from the Atlantic Ocean in France to the Black Sea in Romania.

Another meaningful chapter in his personal life came five years ago when he connected with his biological family through 23andMe. Adding another layer to his story of connection and discovery.

Cycling remains a central part of his life, along with hiking, traveling, and exploring local breweries and wineries. These activities reflect his appreciation for both adventure and simple pleasures.

Looking Ahead with Purpose

As TJ looks ahead, his focus is simple: grow his business and build a loyal base of clients who naturally turn into lifelong advocates.

Though single, TJ values relationships and connections deeply. He jokes about a past long-term relationship, calling it “the longest seven months of my life,”

“Referrals are everything,” he says. “That’s how you know you’re doing it right.”

His approach is rooted in a clear philosophy. “Believe in yourself, and others will follow.” It is a mindset that has carried him through career shifts, life abroad, and a fast start in real estate.

At the heart of it all is one guiding principle. “Reputation is key. Honesty, hard work, dependability, and knowledge. Be a good person.” It is both his advice to others and the standard he lives by.

In a fast-moving industry, TJ stands out by staying grounded in what matters most: relationships, integrity, and showing up fully for every client. His journey is a reminder that lasting success comes from doing the right things, day in and day out.

And sometimes, it starts with simply noticing a dog in a photo. 🐾

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Every successful agent has a story about how they found real estate. For Delaney Clarke, it was not a lifelong plan or a carefully mapped-out career path. It was a simple opportunity that turned into something much bigger. What began as a job quickly became a calling, one that has shaped her into one of the top-performing agents in Southern Maryland.



BY AMELIA ROSEWOOD
PHOTOS BY SIERRA DANIELLE PHOTOGRAPHY

Friendly, bubbly, and outgoing by nature, Delaney brings a natural warmth to every interaction. At the same time, her discipline, directness, and drive set her apart in an industry where consistency and accountability make all the difference. Today, as a solo agent with RE/MAX United Real Estate, she has built a business grounded in trust, relationships, and a growing reputation.

Learning the Business from the Ground Up

Delaney's journey into real estate started at just 20 years old when she took a position as an unlicensed assistant at a RE/MAX office where her mother worked. At the time, she knew very little about the industry.

"I didn't even know what a mortgage payment was," she recalls.

What she did have was a willingness to learn. Starting in new construction and later joining a high-producing team, Delaney was exposed to the inner workings of real estate from day one. She quickly learned the importance of attention to detail, strong

communication, and showing up consistently.

Those early experiences shaped her mindset and work ethic. They also taught her the value of independence and personal accountability, lessons that continue to guide her business today.

"This career has made me more self-reliant and disciplined," she explains. "It showed me what it really takes to succeed."

Rising Through the Ranks

Over time, Delaney transitioned from assistant to full-time agent, building her business step by step. Today, she operates as a high-level solo agent, handling every aspect of her transactions with care and precision.

Her results reflect that commitment. In the past year alone, she closed 87 transactions totaling \$42 million in volume. She has been recognized as a Top 40 Under 40 Torchbearer with RE/MAX, ranked as the number-two RE/MAX agent in Maryland, and earned the top spot in total sales in her local Southern Maryland market.



While those achievements are significant, Delaney is quick to point out that her business is about more than numbers.

"The most fulfilling part is the relationships," she says. "My clients become friends, and some feel like family."

Her approach is rooted in trust. Each client and transaction is treated as unique, with a level of care and attention that reflects the importance of the decision they are making.

"I take full accountability for everything," she explains. "From communication to problem solving, I make sure my clients know they can count on me."

That level of ownership has become one of her defining strengths, setting her apart in a competitive market.

The Heart Behind the Hustle

For Delaney, real estate is not just about closing deals. It is about showing up consistently for people during some of the most important moments in their lives.

Her ability to balance professionalism with genuine connection is what makes her approach stand out. She runs her business with structure and discipline, but she also understands when to be a friend, a listener, and a steady presence for her clients.

"I am very honest and upfront," she says. "What you see is what you get."

That authenticity has become a cornerstone of her brand. It is also one of the key reasons her business continues to grow through referrals and repeat clients.



Photos by Madeline Serio Photography



A Life Built on Partnership and Passion

Outside of real estate, Delaney's life is centered on family, partnership, and the things that bring her joy.

She married her husband, Bryan, in January this year. The two met through work, forming a friendship after several transactions before their relationship grew into something more. Today, they share both their personal lives and their professional world, each understanding the demands and rewards that come with the business.

At home, their three dogs, Franklin, Kali, and Chip,

bring energy and personality into their daily routine.

When they are not working, Delaney and Bryan enjoy investing in real estate together. They are currently flipping a waterfront property, a project that allows them to combine creativity with strategy. The home, painted her favorite color pink, reflects both her personality and her excitement for the process.

They also value time with friends and family, whether that means hosting game nights, going out to dinner in Annapolis, or spending time on the water. While

their schedules are often busy, those moments of connection are something Delaney prioritizes.

Travel is another passion. Through her work with RE/MAX, she has had the opportunity to explore new places, and she and Bryan are looking forward to their honeymoon in Spain this year.

She also holds a long-standing love for cheerleading, having participated in it throughout her life. Although her current schedule does not allow her to coach, it is something she hopes to pursue in the future.

Giving Back to Her Community

Delaney's connection to her community extends beyond her work as a Realtor. She remains actively involved in her church, volunteering at events such as Christmas in April, participating in clean-up efforts, and serving as a greeter on Sundays.

These experiences allow her to give back to the community that has shaped her life and career. They also reflect the values that guide her both personally and professionally.

For Delaney, success is not just about individual achievement. It is about being part of something bigger and making a meaningful impact where it matters most.

Looking Ahead

As she looks toward the future, Delaney is focused on creating a business that allows for both growth and balance.

With plans to start a family, she is working toward streamlining her processes so she can maintain a high level of service while stepping back slightly from the day-to-day demands.

"I can't sell 87 homes a year and still have time for family," she says. "I want to build systems that allow me to do both."

She also plans to continue expanding her investment portfolio. Currently owning four rental properties, she hopes to add more in the coming years while continuing to pursue renovation and flipping opportunities.

Her vision is rooted in sustainability. She is building a business that supports not only her professional success but also the life she wants to create.

Her advice to agents looking to grow is simple and direct. "Hire the assistant," she says. "You cannot do it alone."

It is a reflection of her belief in building a business with intention, support, and long-term vision.

At the core of her success is a commitment to honesty, consistency, and showing up fully for her clients. She runs her business with professionalism, but she never loses sight of the importance of connection.

In an industry where reputation matters, Delaney Clarke has built one that speaks for itself. Through hard work, authenticity, and a deep connection to her community, she continues to grow with purpose.

And no matter how much her business evolves, one thing remains the same. She shows up every day ready to do the right thing, for her clients, her business, and the life she is building along the way. ▀



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DC METRO Real Producers' PICKLEBALL CLASSIC

MAY 6, 2026

PHOTOS BY RYAN CORVELLO

A Celebration of Connection and Community

The DC Metro Real Producers Pickleball Classic was a dynamic and engaging event that brought together top agents and preferred partners for an afternoon of connection, competition, and celebration.

Held on Wednesday, May 6, 2026, at Dill Dinkers in North Bethesda, the event created an exciting and interactive environment where relationships were strengthened both on and off the court.

The Pickleball Classic theme introduced a unique and energizing experience that combined networking with friendly competition. Attendees had the opportunity to connect in a relaxed, active setting that encouraged both collaboration and camaraderie.

Throughout the event, agents were recognized for their achievements and contributions to the Real Producers

community, reinforcing a culture built on support, excellence, and shared success.

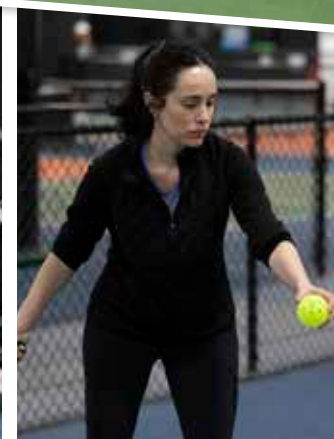
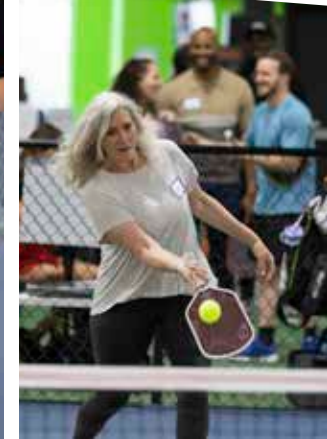
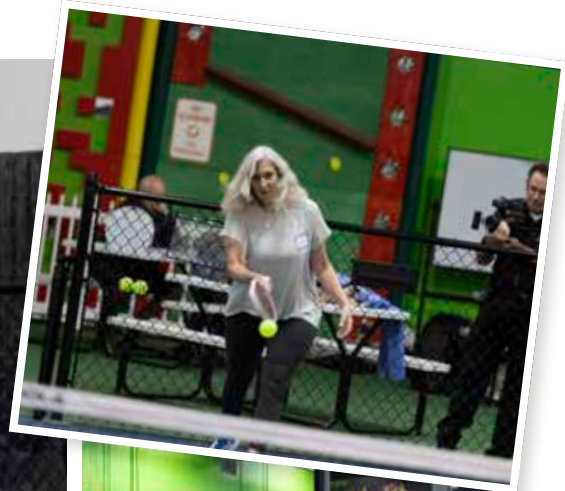
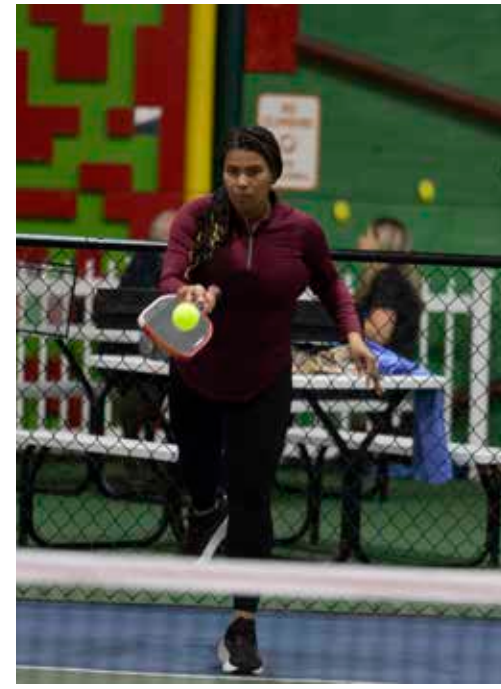
We extend our sincere appreciation to **Pruitt Title**, **CrossCountry Mortgage**, **My Pro Movers**, and **Units NOVA** for their sponsorship and commitment to supporting this community.

A special thank you to **Ryan Corvello** for photography and **Axcess Studios, LLC** for videography in capturing the highlights of the day.

The Pickleball Classic served as a reminder that strong relationships are built through shared experiences, and when the community comes together, the impact is lasting.

For more information on all DC Metro Real Producers events, please email us at info@dcmetrorealproducers.com.





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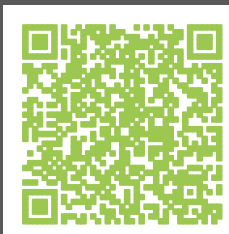
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