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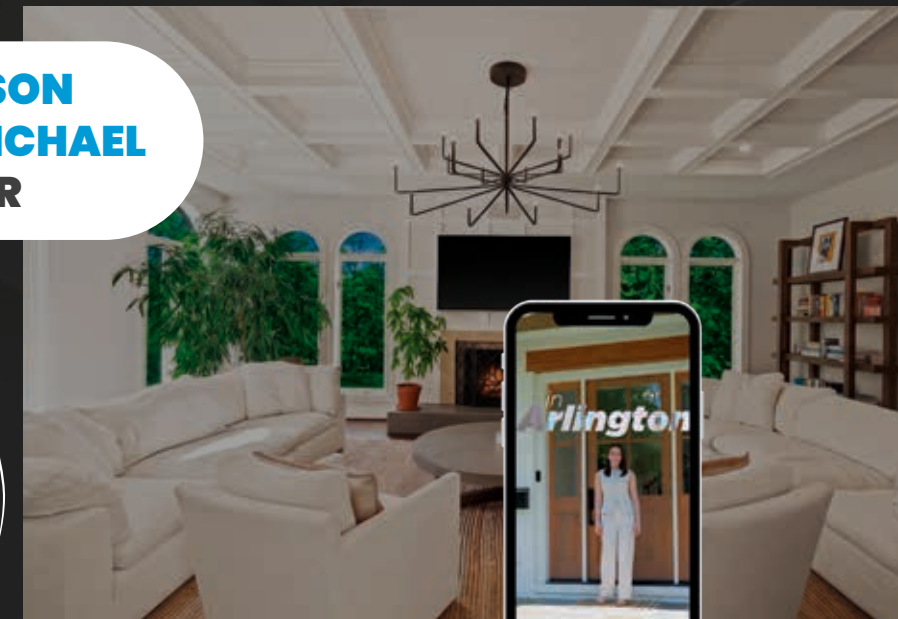
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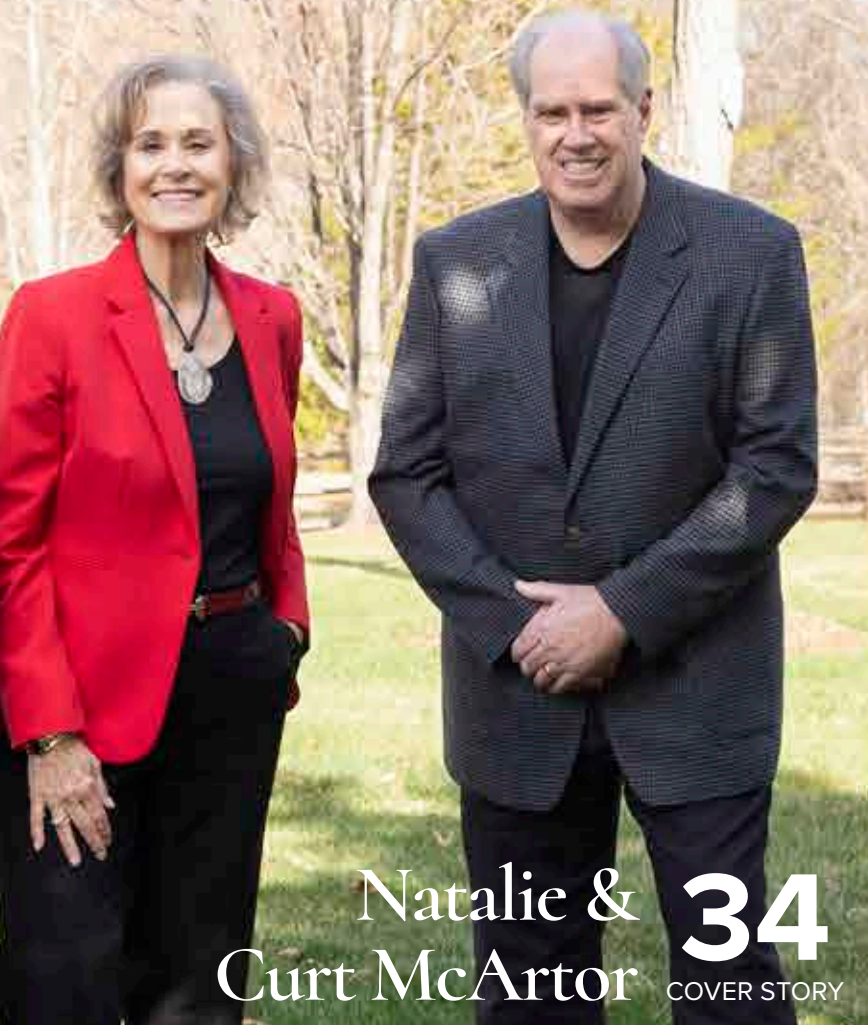
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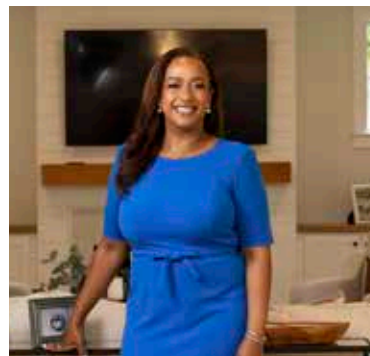
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July is a season that reminds us to celebrate both progress and possibility — to appreciate how far we've come while staying inspired for what's ahead. The energy of summer encourages us to reconnect, recharge, and continue building meaningful relationships that strengthen both our businesses and our community.

What an amazing time we had at our **Pickleball Classic!** From friendly competition to great conversations and unforgettable moments, the event was a true reflection of the connection and camaraderie that make this community so special.

And now, we're looking ahead to an extraordinary celebration this September — our **Walk of Fame: Celebrating 100 Issues** event. Reaching 100 issues in print is an incredible accomplishment, and we're excited to honor the people, stories, and relationships that have made this journey possible. It's going to be a memorable night celebrating the community that continues to shape and inspire Real Producers.

We're also thrilled to welcome several new preferred partners to the Real Producers family: **Aire Serv of NOVA, Window Genie of Loudoun - North Fairfax, Hilldrup, and CPV Media.** We're excited to have them in the community and look forward to the collaboration and value 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 a summer filled with purpose and momentum.



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MEET SOPHIA:

The AI Property Assistant Changing How Listings Engage Buyers

BY TODD LEBOWITZ

In today's real estate market, speed and responsiveness are no longer advantages—they're expectations. Buyers don't wait. They explore listings at all hours, ask detailed questions, and often move on quickly if they don't get the answers they need.



That's where a new kind of technology is beginning to reshape the landscape: AI-powered property assistants.

Leading this innovation is My Marketing Matters, whose upcoming release of Sophia represents the next evolution in how listings engage with buyers. Sophia is an intelligent, property-specific assistant designed to connect with prospects the moment their interest is sparked. Whether a prospective buyer scans a QR code on a postcard, clicks a link from social media, or visits a property site, Sophia is there to respond instantly.

But unlike generic chat tools, Sophia is built with a clear purpose: to stay within the boundaries of the listing itself. She answers questions based only on the information provided—property details, features, neighborhood insights—ensuring accuracy while maintaining brand and compliance standards. When a question goes beyond that scope, she seamlessly redirects the conversation back to the advisor.

The result is a controlled, consistent experience that enhances—not replaces—the agent's role. For agents, the value goes beyond simple responsiveness. Every interaction becomes an opportunity to better understand buyer intent. What questions are being asked? What features are drawing the most attention? Which prospects are highly engaged? These insights, delivered in real time, allow advisors to prioritize follow-ups and focus their efforts where they matter most.

Sophia also extends the lifespan of every marketing piece. A postcard is no longer just a visual

touchpoint—it becomes an interactive gateway. A sign rider becomes a 24/7 information hub. A social post becomes the start of a conversation rather than a one-way message.

This shift is subtle but powerful: marketing is no longer just about exposure—it's about engagement.

As AI continues to evolve, tools like Sophia are setting a new standard for how listings are presented and experienced. The agents who embrace this shift early will not only capture more attention—they'll convert it more effectively.

Because in a world where every listing looks good, the ones that respond will stand out.

Sophia, developed by My Marketing Matters, is slated for release in late April, with live demonstrations beginning shortly thereafter. For agents looking to stay ahead of where the market is going—not where it's been—this is one innovation worth keeping an eye on.



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

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RACHEL'S FLOORS

BY GEORGE PAUL THOMAS
PHOTOS BY RYAN CORVELLO



single mom again with a twelve-year-old and a newborn. The industry she had committed to did not always welcome women, and after six years in the same company and no more growth opportunities, that job had run its course.

It became the turning point that changed her life.

Taking The Leap And Building Rachel's Floors

After the distance was no longer working, Rachel accepted a job with a small flooring company in Lorton. Within three months, she tripled the owner's business. When he tried to reduce her salary and control her schedule, her father challenged her with a question that stuck. He asked, "Why not start your own company?"



Rachel had prayed for direction for years and says she felt God finally telling her, "Start your own company, and I will carry you." With no safety net, \$10 in her account, a lot of debt, and a six-month-old baby in her arms, she stepped out in faith and launched Rachel's Floors in November 2019.

A friend in the industry shared contacts and installers, one of whom still works with Rachel today. Then COVID hit. While the world shut down, homeowners became acutely aware of their interiors. "By June 1, 2020, business exploded," she says. "Everyone was tired of looking at their floors."

Today, Rachel's Floors is a mobile showroom serving all of Northern Virginia with free in-home estimates. The company has four full-time employees and a busy crew of installers. More importantly, Rachel has built a team culture she is proud of.

There was a time when Rachel was pumping milk in her car between appointments, exhausted, scared, and wondering how she would ever catch up. A single mom of two, driving from Gainesville to Baltimore for a flooring job that did not value her, she often found herself crying and, in her own words, "yelling at God." She had always believed she was meant to make a difference. In that season, survival felt like the only goal.

Today, she is the owner of Rachel's Floors, a thriving class A licensed, women-owned, mobile flooring company serving Northern Virginia, and the founder of Start With One Step, a nonprofit helping single parents with a one-time large item help ticket to take life-changing steps toward stability. The journey from barely surviving to lifting others up is the story she carries with her every day.

From Sales Struggles To Finding Her Path

Rachel was born and raised in Virginia and has lived most of her life in Northern Virginia in places like Manassas, Gainesville, and Woodbridge. Her path has never been traditional. She dropped out of high school in her senior year after a severe case of mono during midterms left her failing her classes. Her dad encouraged her to get her GED and

move forward, so she did and went on to take online college classes.

In 2007, as a young single mother at twenty, she took whatever jobs she could find until she discovered sales in 2011. She found that she loved connecting with people and helping them make decisions. Furniture sales eventually led to flooring sales and then to management roles in a large flooring company, where she learned the industry inside and out.

When she became pregnant with her daughter 12 years later, her partner disappeared, and suddenly she was a





At Rachel's Floors, much of the client experience is shaped by the team behind the scenes. Angel is often the first face homeowners meet, handling most of the incoming leads with confidence and care. Rachel represents the company out in the community, building relationships at events and managing behind the scenes, and driving company growth. Mary, the project manager, guides clients through every step of their project, keeping communication and timelines on track. Sarah helps with the warehouse, sales support, and filling in the gaps wherever needed.



Together, this team — along with the installers, warehouse, and office support — forms the heartbeat of the company and delivers the service clients remember.

What Sets Rachel's Floors Apart
Rachel's standard for customer care is simple. "If somebody is spending

money with me, I do not want them to feel taken advantage of." She encourages multiple quotes, prioritizes transparency, and has a strict no-pressure sales policy. There is no push to sign immediately and no scripted urgency. Clients get space to decide.

Her integrity shows in practical ways. When a client disliked the way their floor felt underfoot, Rachel agreed. She approved a replacement before the manufacturer processed the claim. When the manufacturer denied it, she still replaced the floor.

For Realtors, the company offers a major advantage. They offer a settlement-at-closing option, financing the project in-house, allowing sellers to complete flooring updates now and pay at settlement or within sixty days for a ten percent fee. It helps listings shine and sell faster without out-of-pocket strain.

Her philosophy is rooted in honesty, accountability, and a deep respect for clients.

A Personal Life Filled With Faith, Family, And Full Houses

At the center of Rachel's story is family. She is the middle child, along with her identical twin, in a family of twelve siblings. Most live nearby, which means her home often becomes the gathering

place. "My heart feels full when my home is filled with family and laughter," she says.

Her children are her motivation and her joy. From Nathan, who's 19 and in the Navy, he actively participates with the family during home visits, and she couldn't be more proud of the man he's becoming. Aria, who is 7 and super active, loves to help with her siblings.



She is kind-hearted and very into fashion. Dax is 3 years old and thinks he's the boss. He is thoughtful of his baby sister's needs when he thinks no one is looking and is already working on his tough guy exterior to her youngest, Sadie, just 2 years old, who captures everyone's heart around her with her smile, she's always singing, and so incredibly smart, they are all her world and her why. Watching the children and their cousins playing and laughing is her happy place.

Family gatherings, game days featuring Vexus, the board game her brother created, bowling nights, and simple dinners fill her happiest moments. Faith anchors everything. Philippians 4:6-7 is the verse she returns to when anxiety rises. "It reminds me that I do not have to carry everything by myself," she says.

Start With One Step: Changing Lives One Need At A Time

Alongside her business, Rachel runs Start With One Step, a nonprofit



dedicated to helping working single parents with life-changing, large-ticket needs. The vision came from her own story. She remembers the year she went through six vehicles while working three jobs and attending college, all while raising her son. When a family friend gifted her a reliable car for Christmas in 2009, it changed her life.

Start With One Step does the same for others. They have gifted vehicles, paid rent, covered car payments, and provided essential appliances. Recent community support helped them give a car to a hardworking mother of two and another vehicle to a single dad of 3 little boys. Their annual gala continues to grow as local businesses rally around the mission. The next one is roaring 20's themed in Warrenton, VA on Saturday, September 5th, 2026.

CONTACT US!

Rachel's Floors

For more information or to schedule your free in-home estimate, call (571) 316-1218, email rachel@rachelfloors.com, or visit www.rachelfloors.com.

And to learn more about Start With One Step or to get involved, visit www.startwithonestep.org.

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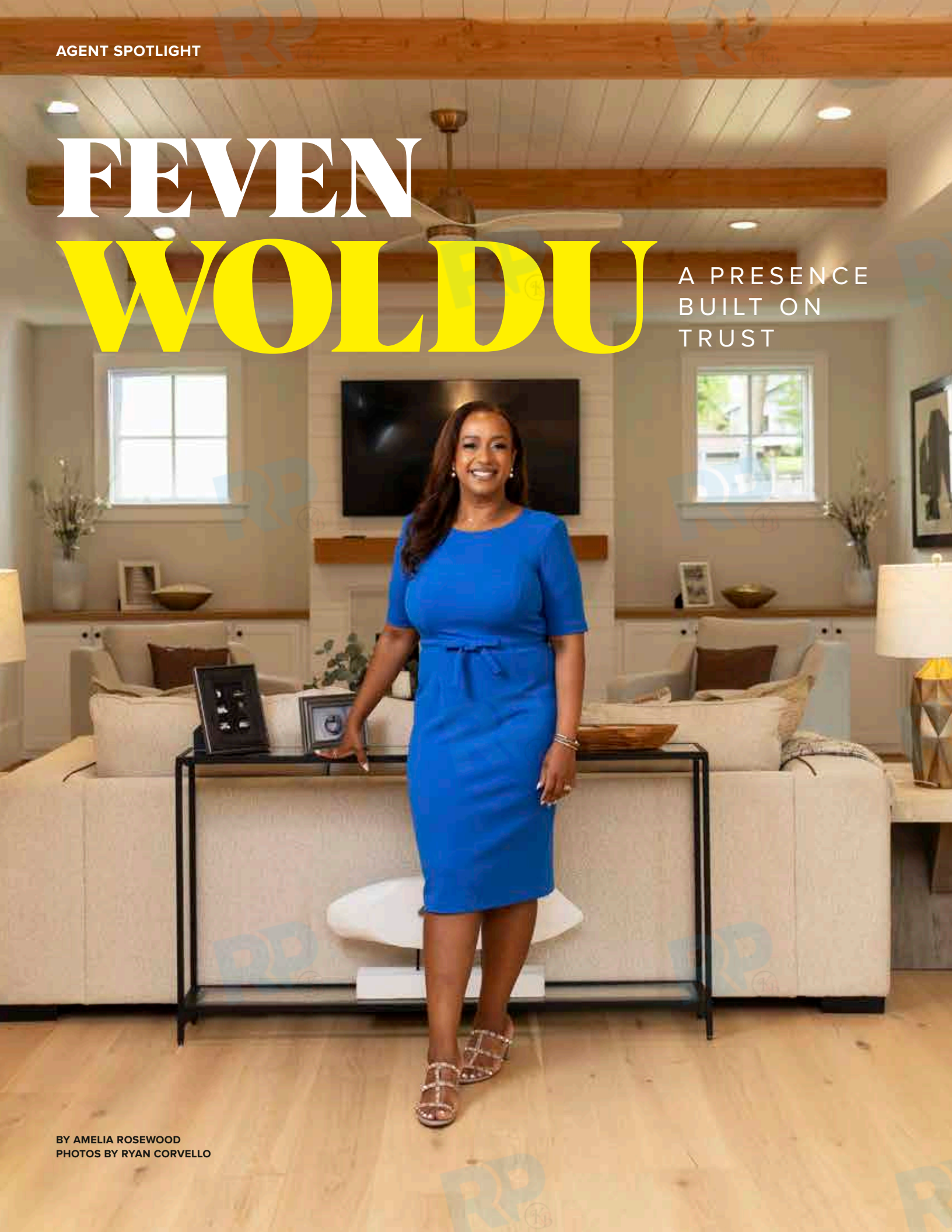
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FEVEN WOLDU

A PRESENCE
BUILT ON
TRUST



BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Feven Woldu lives next door to the house she grew up in. Her parents are on one side. Her three kids are on the other. And her phone is always ringing. That is not a coincidence; it is a philosophy. Real estate, family, community: for Feven, none of it works unless it is rooted in something real. “I believe there’s no better strength than being true to who you are. Having trust in someone means respecting them, their truth, and their experience.” In twenty years of doing this work, that has never changed.

Finding Her Calling

Feven’s story begins in Eritrea and quickly finds its home in Arlington. She immigrated to the United States at age two, attended Arlington Public Schools, and graduated from Yorktown High School. She went on to Virginia Tech and came back to the DMV ready to build something.

Before real estate, Feven served as Director of Marketing at Sunrise Senior Living in Arlington, helping seniors and their families navigate some of the biggest transitions of their lives. She

kept noticing a pattern: many residents needed to sell their homes before moving in. She was already drawn to housing, already reading market magazines for fun, already curious about pricing and neighborhoods. Real estate felt natural. While still at Sunrise, she earned her license. What began as part-time soon became a full-time calling.

The deeper pull came from watching her father. He arrived in the U.S. without a guaranteed path forward, so he made one. He took a temp job working for Arlington County, then did what most people wouldn’t: he went door to door to local businesses, introduced himself, handed out his card, and made genuine connections with the people he met. Those people remembered him. They would call the County office, looking for him by name. That’s how he landed his full-time role there. With a steady income now supporting his wife and two young daughters, he and Feven’s mother bought the family’s first home. Feven watched all of it. “Homeownership changed our lives,” she says. “It wasn’t

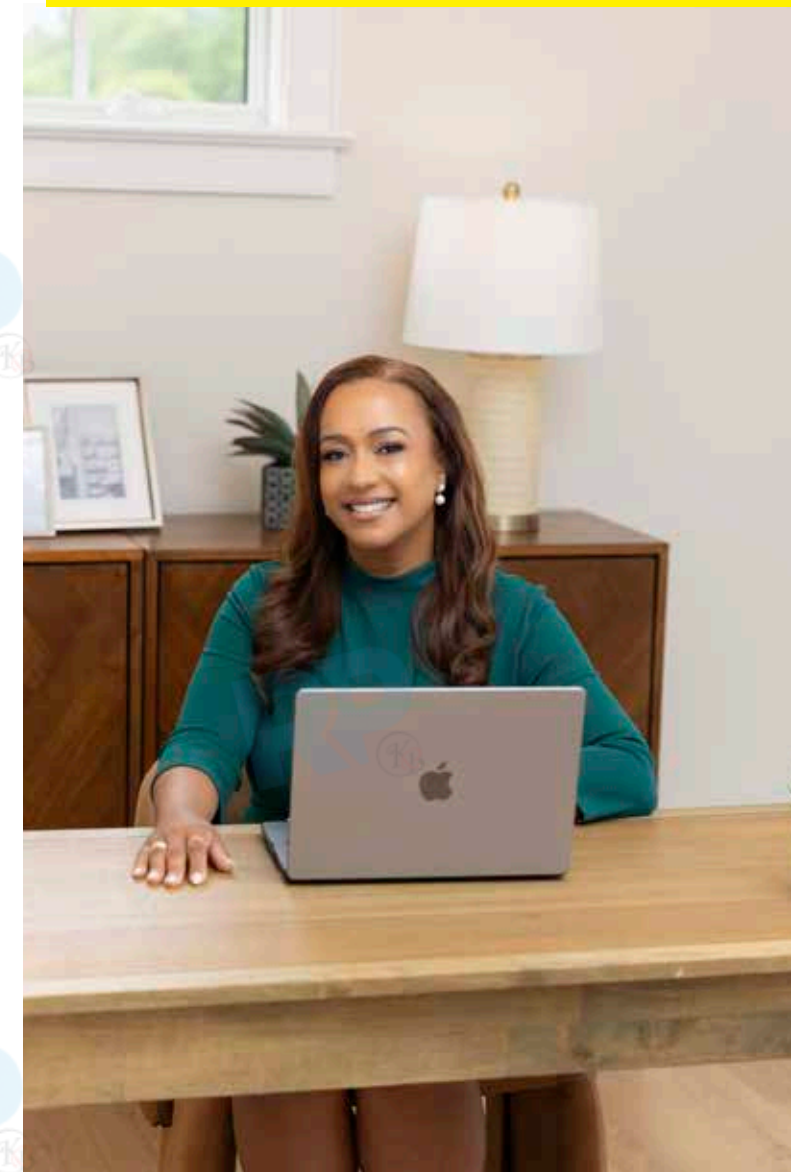
just a house. It was stability. It was a possibility. It was proof that we belonged here.” That feeling is what she shows up to recreate, every single time. She started in 2005 at the height of the market, then navigated the 2008 downturn and every cycle since.

A Referral-Based Business

“My business is one hundred percent referral-based. That trust is everything to me.” That is not a tagline; it is the whole model. Every client, every closing, every relationship Feven has built

over twenty years has come from someone knowing her, trusting her, and sending the people they love her way.

Now with RE/MAX Allegiance, Feven is known for pricing strategy, thoughtful marketing, and steady negotiation. She listens carefully, explains the why behind each choice, and keeps everyone calm when things get complicated. “I am relational, and I am professional. That balance is how we deliver results while making the experience feel smooth and supported.”





“My business is one hundred percent referral-based. That trust is everything to me.”

The numbers reflect the approach. Year after year, Feven continues to surpass her own production, consistently closing over \$20 million in volume with more always in the pipeline. She holds the CRS designation, is a RE/MAX Hall of Fame member, and has been recognized by Washingtonian, Arlington Magazine, and Northern Virginia Magazine as a top agent, year after year, not once. The awards confirm what her clients already know.

Life Beyond the Listings

Feven’s life is anchored by family and community. She and her husband, Sam, have been married for 17 years and are raising three children. Elias is a sophomore in high school. Mellae is in seventh grade. Yenabi is in fifth grade. They live next door to the house where Feven grew up, where her parents still live alongside her older sister. Her younger sister recently returned to Arlington with her husband and baby. “We wanted to stay close,” Feven says.

Weekends are full. The kids play travel basketball and soccer, and Feven teaches Sunday school and now serves on the board at her Eritrean Orthodox Church. When she carves out time for

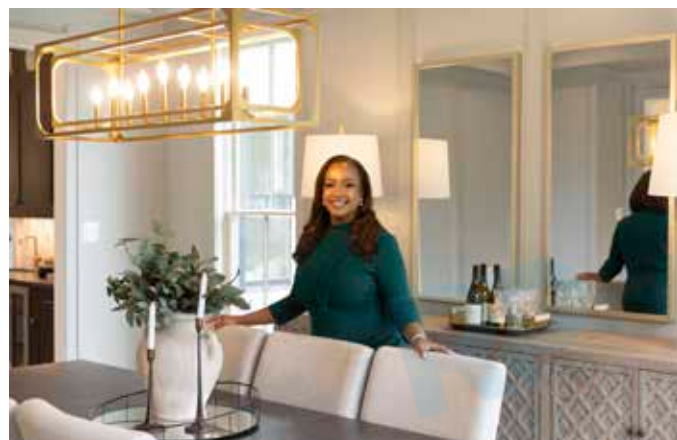
herself, she heads to Pilates. She travels when she can: Caribbean trips with the family, lake weekends, and ski getaways closer to home.

Future Vision and Daily Principles

Over the next five to ten years, Feven plans to continue serving families across DMV while growing her investment portfolio. She and Sam have completed a full gut renovation investment project and manage their long-term investment rentals. The next step is a multifamily property, another move toward building generational wealth for their family. Her guiding ideas are simple: work hard, play hard, don’t wait for opportunity, create it.



If she is being honest with a newer agent, the advice is not complicated. Be yourself, not who you think a real estate agent is supposed to be. Listen more than you talk. Follow through on the small things, because that is where trust is actually built. And don’t try to shortcut the timeline. “This business is not built overnight,” she says. “It’s built one conversation at a time. One closing at a time. And if you do it right, people come back, and they bring everyone they know.”



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ALEXANDER MOORE

BUILT TO GO THE DISTANCE

Some agents enter real estate carefully. Alexander “Alex” Moore came into the business already moving at full speed. Energetic, persistent, and relentlessly curious, Alex has built his career the same way he approaches everything else in life: by diving in headfirst and figuring it out along the way. Now an Associate Broker with Compass and the Principal Broker of Moore Home Management, he’s quickly becoming known not just for his production, but for the grounded, relationship-first mindset behind it.

Learning the Business Early

Long before he officially earned his license, real estate was already part of Alex’s world. Growing up in Coos Bay, Oregon, he watched his father build a career that evolved across multiple paths. Alex’s parents both worked as fish biologists for the Bureau of Land Management before moving to Washington, D.C. After his parents separated, his father eventually left that career and later transitioned into real estate, becoming an agent in 2015. While working at Keller Williams, he met Alex’s stepmother, and the two married seven years ago. Their work ethic and commitment to clients left a lasting impression on Alex from an early age.

At 16, Alex got his first taste of the industry by putting out open house signs for a local Realtor. It was a small job, but it gave him an early understanding of the pace and unpredictability of the business. By December 2020, after high school and one semester of community college, he officially became licensed himself.

He entered the industry during one of the most competitive and uncertain housing markets in recent memory, but rather than backing away from the challenge, Alex leaned into it. The fast-moving environment pushed him to develop resilience early and taught him how to stay focused under pressure.

“Becoming a Realtor made me more motivated and taught me not to give up no matter what gets thrown my way,” he says.



BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO



That persistence has already paid off. Over his career, Alex has done a little over \$40 million in sales volume across 48 transactions. In 2025, he closed roughly \$13 million in volume across 15 transactions

What separates Alex from many rising agents is the perspective he brings into every client relationship. He approaches real estate less like a salesperson and more like a trusted advisor.

“I run my business as if I’m helping a family member,” he explains. “I want people to feel comfortable and supported, not overwhelmed.”



That mindset shapes the way he communicates with clients, especially first-time buyers.

While he does not have a background in property management, he built Moore Home Management after getting his footing in real estate, approaching it the same way he approaches everything else—by diving in and figuring it out along the way.

Alex’s drive also led to another milestone early in his career: after earning his broker’s license, he became the youngest broker in Virginia history.

Grounded in Relationships

Alex remains deeply grounded in the people closest to him. He speaks often about the support system that keeps him moving forward, especially his girlfriend, Allison, whom he describes as “the most amazing human on the face of the earth.”

His family continues to play an important role as well. His mother and stepfather, who still live in Oregon, remain people he can always turn to for advice, while his father and stepmother continue to serve as trusted professional resources, and her sister is a constant source of encouragement.

That same sense of loyalty carries into his community involvement. Alex supports Washington Liberty High School’s robotics team, a program he

participated in during high school, and he looks for ways to help neighbors whenever he can.

He is also unapologetically a car guy, especially when it comes to classic BMWs. One of his proudest projects is his 1991 BMW E30 318is, which he bought in high school for \$700 when it was not running. He restored it himself, doing all the work by hand.

Cars are also a family connection. His grandfather restored a 1957 Chevy 3100 completely from the ground up through a frame-off restoration. Alex grew up helping him work on it and other cars. It has since been passed down to him, something he considers both an honor and a reminder of their time together.

Outside of work, he spends time at Cars and Coffee events or fly fishing when he can unplug. If he had not gone into real estate, he says he likely would have become a mechanic.



Looking Ahead

Alex’s favorite quote comes from Theodore Roosevelt’s “Man in the Arena” speech, a reflection of the mindset that has carried him through his career. He believes growth requires risk, persistence, and a willingness to keep moving forward even when things get difficult.

Looking ahead, he hopes to eventually own a custom BMW shop, combining his entrepreneurial drive with his passion for cars. In the shorter term, he plans to grow Moore Home Management, build a small team, and continue investing in rental properties and flips. Somewhere in that vision sits a BMW 507, one of the rarest and most iconic classic cars ever made. 🚗

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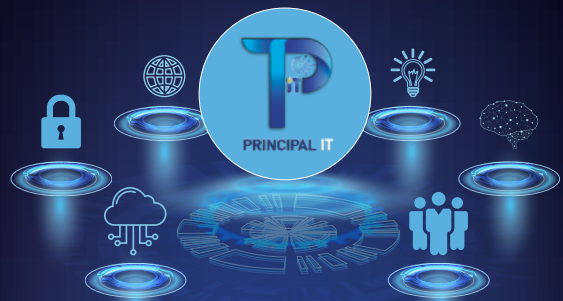


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NATALIE & CURT MCARTOR

Creating The Next Chapter

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Some businesses are built through transactions. Others are built through trust earned slowly over time through handwritten notes, thoughtful conversations, and relationships that continue long after closing day has passed.

For nearly twenty-five years, Natalie and Curt McArtor have built their real estate business the second way.

Long before Gateway Property Group existed, before succession plans and team structures became part of the conversation, the two were simply focused on taking care of people. Over time, that consistency transformed

“The Natalie & Curt Team” into one of the most relationship-driven referral businesses in Northern Virginia, rooted not only in professionalism and experience, but in genuine care for every client they serve.

Now, after decades of building a life and business together, Natalie and Curt are stepping into a new chapter through the launch of Gateway Property Group at Samson Properties, a move designed to protect the



“
Creating
Friends
for Life.”

relationships and legacy they have spent years creating.

A Partnership That Started at Home

Natalie and Curt’s story began long before real estate entered the picture. Both raised in Alexandria, Virginia, they built their marriage on loyalty, work ethic, and shared values, qualities that would later become the foundation of their business.

Before entering real estate, Natalie worked as a regional sales manager in retail. With a background in marketing and a natural ability to connect with people, she thrived in leadership roles. But as the retail industry began changing in the early 2000s, she started looking for a more people-focused career.

“I thought I would try out real estate,” Natalie recalls. “Little did I know that real estate actually tries you out.”

She entered the business in 2001, answering phones, hosting open houses, and learning every aspect of the industry from the ground up. A turning point came in 2003 after attending a Brian Buffini & Company seminar that reshaped her approach to business and introduced her to a referral-based system centered around consistency, accountability, and relationship-building.



“All because I decided to get a one-to-one coach,” Natalie says. “That brought all my skills from my past together and shaped me into a successful real estate agent.”

At the time, Curt was working as an accounting comptroller, a career that sharpened his precision and attention to detail. But after watching Natalie’s success and seeing the life they could build together, he decided to join her in real estate in 2003.

“My wife Natalie became a real estate agent in 2001, and I witnessed her success,” Curt shares. “I thought if I

became a real estate agent too, we could become a powerhouse team.”

Together, they built exactly that.

Built by Referral, Sustained by Care

Over the years, Natalie and Curt built their business almost entirely by referral, creating lifelong relationships with clients who continued returning to them year after year.

For the McArtors, success has never been about chasing transactions. It has always been about staying connected.



Creating the Next Chapter

After years of working seven days a week, Natalie and Curt began thinking about what the future of their business should look like. They wanted more flexibility to travel and enjoy life together while ensuring their clients would continue receiving the same level of care they had always known.

For Natalie, succession planning became deeply important.

“When you have spent decades building relationships, you need someone you trust to take outstanding care of your clients,” she says.

That search eventually led her to fellow real estate agent Jay Rowzie. Natalie spent years observing Jay’s professionalism, systems, leadership style, and the way he cared for clients before deciding he was the right person to help lead the next chapter of the business.

Beginning in 2023, the businesses slowly started blending together, eventually leading to the official launch of Gateway Property Group on January 1, 2026.

“It took me twelve years to find the right person to partner with,” Natalie explains. “I trust Jay’s knowledge, honesty, ethics, systems, and coaching abilities.”

Jay now plays a major role in the team’s operational growth, overseeing systems, social media, and best practices while helping create the structure needed for long-term sustainability. His collaborative mindset and steady leadership have helped make the transition feel natural, not forced, allowing the business to continue evolving while still protecting the relationship-first culture Natalie and Curt spent decades building.

Today, Gateway Property Group includes Jay Rowzie, Calvin and Illia Kwon, Josh Mathews, operations manager Christina Welker, and Curt himself, with Natalie and Jay serving as team leaders.



“We keep our client relationships for life,” Curt says. “Our clients are always hearing from us and seeing us several times during the year.”

That commitment shows up in everything they do. Throughout the year, they host client appreciation events that have become beloved traditions in their community, from movie nights and Easter egg hunts to their annual Thanksgiving pie giveaway and Christmas celebration hosted at their home.

The handwritten notes, thoughtful pop-by gifts, and consistent follow-up conversations are not marketing tactics

to Natalie and Curt. They are reflections of who they are.

Natalie often refers to it as “activities equal results,” a philosophy that has guided her career since the beginning.

That consistency has translated into remarkable success. In 2025 alone, the team closed 49 transactions totaling \$34.5 million in sales, with projected volume expected to reach \$40 million this year.

Still, both Natalie and Curt believe their greatest accomplishment is the trust they have built with clients over decades of service.



For Natalie and Curt, the new team is not about replacing what they built. It is about protecting it.

Life Beyond the Business

Outside of real estate, Natalie and Curt have built a life centered around faith, family, travel, and service.

Travel has become one of their greatest shared passions, whether exploring the country in their forty-foot motorhome, hiking scenic trails, relaxing on beaches, or taking Viking cruises around the world. This year alone, they have already traveled to Norway and Hawaii, with additional trips planned throughout the East Coast.

At home, their two Shih Tzu puppies, Bella and Gracie, bring constant joy and companionship.

Faith and community involvement also remain central to their lives. Natalie serves on the board of trustees at her church and is heavily involved in the

Gainesville-Haymarket Rotary Club, supporting local schools, families, and community initiatives. Together, Natalie and Curt also support several charitable causes through their trust, including St. Jude Children’s Research Hospital, The Humane Society, and The American Cancer Society.

Looking Ahead

As Natalie and Curt look toward the future, their focus is no longer centered solely on growth. Instead, it is about sustainability, mentorship, and creating a business that continues thriving long after they eventually slow down.

Natalie hopes to spend more time traveling while continuing to mentor and support the team she helped build. Curt looks forward to seeing the successful transition of the business they spent decades creating together.

Because for Natalie and Curt McArtor, real estate was never simply about homes. It is about people.

“Always keep in touch with your past clients and always work by referral. That’s where your business will come from.”

And after nearly twenty-five years in business together, that remains the foundation of everything they do.

“Always keep in touch with your past clients and always work by referral,” Curt says. “That’s where your business will come from.”



NOVA Real Producers' PICKLEBALL CLASSIC

MAY 7, 2026

PHOTOS BY RYAN CORVELLO

Pickleball Classic: A Celebration of Connection and Community

The NOVA 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 Thursday, May 7, 2026, at Dill Dinkers in Chantilly, 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

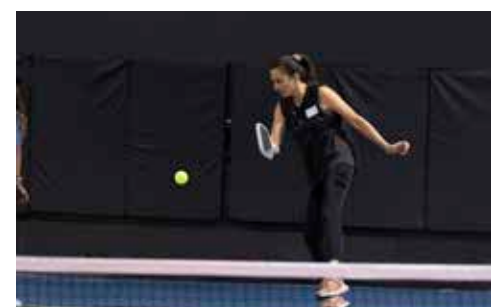
community, reinforcing a culture built on support, excellence, and shared success.

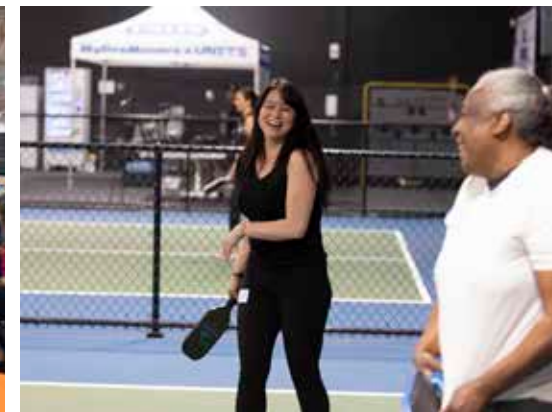
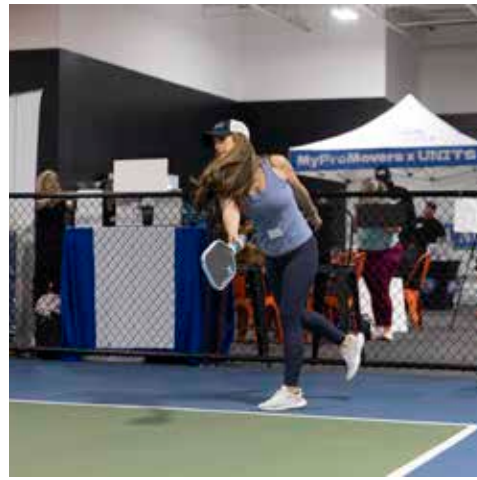
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A special thank you to **Ryan Corvello** for photography and **Axcess Studios, LLC** for videography in capturing the highlights of the day.

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 NOVA Real Producers events, please email us at info@novarealproducers.com.





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

Individual Closed Data as reported to MLS from Jan. 1 to May. 31, 2026

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

Individual Closed Data as reported to MLS from Jan. 1 to May. 31, 2026

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TOP 250 STANDINGS - BY VOLUME

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TOP 100 STANDINGS - BY UNITS

Individual Closed Data as reported by MLS from Jan. 1 to May. 31, 2026

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TOP 100 STANDINGS - BY UNITS

Individual Closed Data as reported by MLS from Jan. 1 to May. 31, 2026

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

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