

NOVA

JUNE 2026

# REAL PRODUCERS<sup>®</sup>

## Casi Carey

CONNECTION  
IN CONSTANT  
MOTION



Agent Spotlight  
**KAYLI MICHELS**

Rising Star  
**TAYLOR  
MITCHELL**



Partner Spotlight  
**CATHY POUNGMALAI**  
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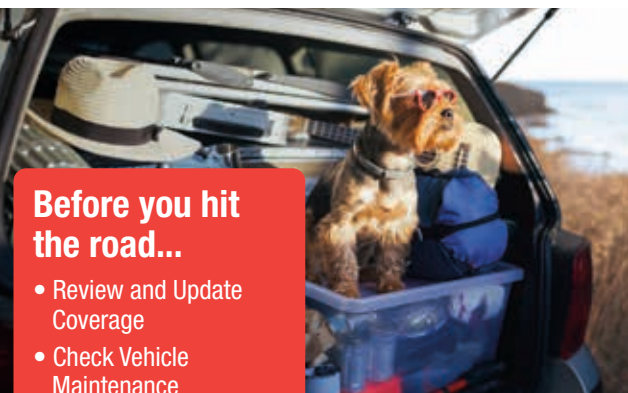
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# HELLO JUNE, A Season of Growth!

June marks the halfway point of the year — a moment to pause, reflect, and recognize the growth that has already taken root. It's easy to get caught up in the rhythm of busy days, but this season reminds us to appreciate how far we've come and the journey that continues to unfold.

This issue is a special one as we look back on **8 years in print**, featuring a collection of covers that tell the story of this community's growth, connection, and success over time. Each issue represents the people, relationships, and moments that have shaped what Real Producers has become today.

At the same time, we're looking ahead to a major moment — our **Walk of Fame: Celebrating 100 Issues event this September**. Reaching 100 issues is a powerful reflection of the consistency, collaboration, and community that have carried this publication forward. We can't wait to celebrate it with all of you.

We're also proud to welcome our newest preferred partners, **All American Painting Plus** and **Acess Studios, LLC**. We're

thrilled to have them join the Real Producers community and look forward to the value and collaboration they'll bring.

As we move into the second half of the year, let's stay intentional—continuing to invest in our relationships, our growth, and the community that makes it all possible.

As we move through June, let's remember: **"Gratitude and growth go hand in hand."**

Here's to honoring the journey — and celebrating what's still ahead.



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# CATHY POUNGMALAI

INSPIRED HOME DESIGN

BY GEORGE PAUL THOMAS  
PHOTOS BY RYAN CORVELLO



## PUTTING THE LUXURY IN YOUR LISTINGS

Meet Cathy Pongmalai, a vibrant, skilled, and creative leader in the world of home staging. As the owner of Inspired Home Design, Cathy has built a thriving business dedicated to transforming properties into stunning, market-ready spaces. With a fine arts background and a passion for real estate, she has carved out a distinctive presence in a competitive industry.

“What staging does is not only make homes look luxurious, but it also helps buyers understand how a space can be used, especially since many struggle to visualize it on their own,” Cathy explains. “We walk through each property identifying opportunities to fill voids, enhance strengths, and transform challenges into assets.”

### Staging for Success

Cathy’s journey into home staging began with a simple belief in its power. As a Realtor working in a fast-paced

environment, she needed a staging solution that could match her standards and timeline. Starting with just a handful of pieces, she set out to elevate her listings.

“Over time, I realized I needed staging that aligned with my schedule and design style,” she shares. “It’s not an easy or instantly lucrative business, but what kept me going was the undeniable impact. Staging helps homes sell faster and for more money.”

What began modestly has grown into a full-scale operation. Today, Inspired Home Design operates out of a 15,000-square-foot warehouse in Alexandria, VA, filled with high-end furnishings and decor. From sofas and beds to florals and accessories, every piece is curated to create a cohesive, elevated look.

“The success staging brought to my listings is something I wanted to help

other agents experience,” Cathy adds. “That’s why I always recommend leaving it to professionals who have already built the infrastructure and inventory.”





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coordination, decluttering, estate sales, and more. Our staging managers lead communication and oversee each project to ensure everything runs smoothly."

With a foundation in real estate, Cathy and her team bring added insight to every listing.

"We understand the full sales process, which allows us to better support our Realtor partners," she explains.

Their slogan, "We put the luxury in your listings," reflects their commitment to delivering high-end results across all price points. Whether staging a condo or a luxury estate, their goal remains the same: to elevate every property without unnecessary expense.



**Empowered Business**

Inspired Home Design offers a wide range of services, including vacant and occupied staging, move planning, design consulting, estate sales, contractor coordination, senior moves, and more. The team approaches each project with a focus on storytelling, using thoughtful design to captivate buyers.

"You only get one chance to make a great first impression," Cathy says. "From the moment buyers pull up, they are

already forming opinions. Our goal is to create an experience that wows them the second they walk through the door."

Her team handles every detail with precision, blending luxury aesthetics with practical value. This balance has positioned Inspired Home Design as a trusted partner for agents seeking faster sales and stronger returns.

"We're truly a one-stop shop," Cathy notes. "We handle staging, renovation



**After Staging**

Beyond her professional success, Cathy finds deep fulfillment in her role as a single mother and active supporter of her family.

"My daughter played on her high school and club volleyball teams for four years. It has been a priority for me to be there for every tournament and game," Cathy reveals. "I have loved being a volleyball mom. Knowing that one day she is going to graduate and head off to college, I wanted to savor every moment with her, despite the busy schedule of running two businesses," she adds.

Supporting her daughter's endeavors and spending time with family and

friends are among her greatest joys outside of work. In her downtime, she also enjoys gardening and anything creative, whether it's photography, videography, or diving into interior design books. Most of all, she believes it's important to live an inspired life – thus the name of her company. Whether it's architecture from around the world or a unique design in a book, she's always on the hunt for inspiration and the chance to learn something new.

Looking ahead, Cathy is focused on continued growth while staying grounded in her core values.

"My goal is to help more agents experience the power of staging and

grow their listings as a result," she says. "We focus on quality and relationships over volume." ❖

**CONTACT US!**



Put the luxury in your listings! Focus on what you do best and leave the staging to Inspired Home Design. Visit their website at [inspiredhomedesignihd.com](http://inspiredhomedesignihd.com) to get your FREE consultation today! You can also call (703) 775-8777 or email [info@inspiredhomedesign.com](mailto:info@inspiredhomedesign.com).



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# KAYLI Michels

DANCING THROUGH LIFE WITH PURPOSE

BY AMELIA ROSEWOOD  
PHOTOS BY RYAN CORVELLO

From the stage to the closing table, Kayli Michels knows what it means to perform under pressure. A former professional dancer and choreographer turned powerhouse Realtor, Kayli brings energy, precision, and heart to everything she does. Today, as co-owner and CEO of Your Right Move Team with KW Metro Center in Arlington, Virginia, she leads with authenticity, creativity, and a fierce devotion to her clients, team, and family.



### From the Stage to Real Estate

Born and raised in Michigan, Kayli grew up surrounded by the values of family, hard work, and community. Her early years in the Midwest taught her that success is built on perseverance and purpose. That foundation carried her through more than a decade as a professional performer after earning her Bachelor of Fine Arts from George Mason University. Dance wasn't just a passion; it was a discipline that shaped her drive, resilience, and confidence.

"I learned how to show up, stay consistent, and give my all no matter the setting," she shares. "Those same principles apply to real estate."

### Finding Her Next Stage

In 2016, Kayli found herself at a crossroads. She was newly married, teaching dance at night, and beginning to think about her future family. A string of "dance mom drama" moments at the studio became a catalyst for change. "I wanted something more stable," she says. "I wanted a life that allowed me to be both a professional and a present mom."

Originally considering a career in mortgage processing, Kayli took the advice of a friend who suggested she would make an incredible Realtor. That conversation sparked a new passion. "Real estate checked all the boxes," she says. "It combined my love for people, education, and strategy. Once I got started, I never looked back."

Kayli's leap into real estate quickly turned into a calling. She earned her license in 2016 and began building what would become Your Right Move Team. Her vision was clear: to provide concierge-level service that empowers clients and uplifts fellow agents.

Her team's model blends data-driven precision with personal connection. "We're not just selling homes — we're guiding people through one of the biggest transitions of their lives," she says. Known for her transparency and strong leadership, Kayli takes pride in being direct, honest, and strategic. "I don't sugarcoat. I tell clients what they need to hear, not just what they want to hear. My job is to help them win."



In 2025, Kayli and her team closed 61 transactions totaling over \$47 million in volume. This year, they're on track for 100 units and over \$80 million. Her achievements have earned her recognition as a Washingtonian Top Producer, NVAR Platinum Producer, and KW Culture Award recipient.

Beyond sales, Kayli is a natural leader. She has served as a team leader, productivity coach, and mentor within the KW Metro Center. Her favorite title, however, is being a "present leader." She and her business partner, Jennifer Powell-Christoff, are building multiple business divisions, including staging, coaching, and investment. Together, they are passionate about creating opportunities for other working moms in real estate.

"Empowerment is everything," Kayli says. "I want to help women realize they can build thriving businesses while being present with their families. You don't have to choose one or the other."

#### Family, Faith, and Fulfillment

Outside of real estate, Kayli's world revolves around her husband, Evan, and their three children — Maylie (6), Mason (4), and baby MaKinley (1). "Life is full, loud, and beautiful," she says with a smile. The family loves taking vacations, watching sports, visiting wineries, and spending time by the water — especially the lakes in Michigan that remind Kayli of home.

Her story is also shaped by resilience. Growing up with an alcoholic father taught her strength, grit, and compassion. "My mom showed me what it meant to protect and persevere," she reflects. "Because of her, I learned that survival can turn into success when you choose to thrive."

That same heart fuels her philanthropic work. Kayli's family and team support Umps Care, an organization that provides support and joy to children and families through baseball experiences, hospital visits, and scholarships. Her team also participates in community events like school drives, fall



festivals, and annual holiday giveaways, all centered on giving back and staying connected to our local community

#### Looking Ahead

The future is bright for Kayli, Jennifer and Your Right Move Team. Over the next decade, Kayli and Jennifer hope to expand into a high-functioning, multi-division real estate organization while launching a coaching platform designed to empower women and moms. Kayli also dreams of founding a non-profit that offers emotional and financial support to families overcoming trauma — using dance and movement as therapy.



"Violence is never the answer," she says. "Movement can heal. I want to give others the same outlet that once saved me."

For Kayli, success is not defined by numbers alone, but by the lives she impacts along the way. "For me, it's not about being the biggest or loudest — it's about being real," she says. "I show up for my clients the same way I show up for my family and my team: with honesty, compassion, and commitment. That's what creates trust and lasting relationships."

Her advice for aspiring agents is simple yet powerful: "Be consistent. Build real relationships. Master your systems. The fundamentals done well, over time, are what create greatness."

Kayli would especially like to recognize her husband, Evan, as her true partner in every sense—the steady support, the sounding board, and, without question, the better half behind it all. She's equally grateful to her family, friends, and team, whose constant support, encouragement, and unwavering belief have made this journey possible. ▀

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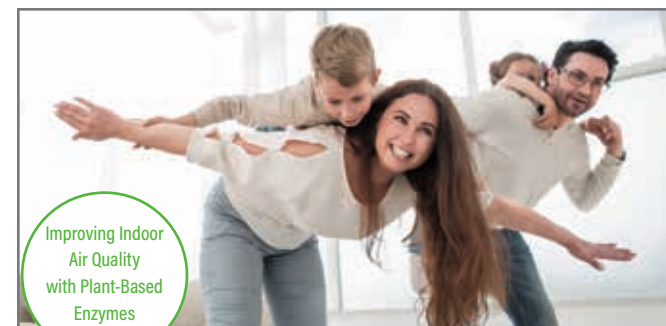
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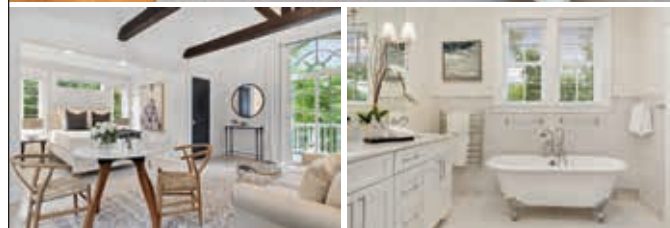
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# TAYLOR MITCHELL

BY AMELIA ROSEWOOD  
PHOTOS BY RYAN CORVELLO

## PROGRESS ON PURPOSE



Some people fall into real estate. Others are shaped for it long before they ever hold a license. Taylor Mitchell is the second kind. She grew up watching contracts being written at the kitchen table, landscaping homes with her siblings, walking properties with her mom, and flipping a house as a family before she even entered high school. Real estate was woven into her childhood, but she brought her own energy and ambition to it. She describes herself as bubbly but blunt and proudly creative, a combination that continues to shape her approach in every transaction.

Raised in Oakton, Virginia, Taylor attended James Madison University, earning a degree in Political Science with a minor in Sociology and Pre-Law. She worked as

a group exercise instructor and manager at JMU, and spent her summers nannying and shadowing agents. These experiences taught her discipline, clear communication, and the confidence to lead a room. “My background in waitressing, fitness, and nannying helped me learn how to strike a balance between being assertive and firm, yet always polite, kind, and level-headed,” she says. That ability to hold space for clients in stressful moments later became one of her greatest strengths.

### A Start Years in the Making

Although Taylor officially became licensed in June 2022, her journey began long before that. “I was born and raised in it,” she says. Her mom recognized her natural interest early and encouraged

her to help with family flips, property prep, and learning the basics of contracts. By the time she graduated from college, she was more than ready to jump in. She worked three jobs while launching her real estate career, balancing hostess shifts, assisting another agent, and representing clients of her own. She also worked alongside her mom, Angela Mitchell, who remains her mentor, guide, and teammate to this day.

Taylor’s early years were full of firsts that stretched her professionally. “There was a time when I had never done a VA assumption purchase or a new build or listed a luxury property,” she says. “Those firsts were daunting, but I knew I would never grow if I just referred everything out.” Instead, she used every

resource available to her, leaning on mentors, her brokerage, and her mom to learn fast and rise to meet each challenge.

### The Joy of Helping People Move Forward

For Taylor, the most fulfilling part of real estate is the impact she makes on her clients’ lives. “Clients are constantly thankful, and that fills me with pride,” she says. “Buying or selling a home can be one of the most stressful or exhilarating moments, and I love being able to make it more lighthearted and smooth.” She strives to treat every client as if they are her only one, providing consistent communication, attention to detail, and an unwavering readiness to help. When someone genuinely thanks her after closing, she feels the purpose of her work.



**“I am not afraid of challenges. I chase them. Growth and honesty are at the core of everything I do.”**

Real Producers, along with Samson Platinum and Diamond Club recognition.

**Family, Love, and Life Beyond the Work**

The heart of Taylor’s world is her family. As one of four siblings and a triplet, she grew up in a lively, close-knit home with group chats that still buzz all day long. Her bond with her mom is especially meaningful, strengthened even more through their partnership in real estate. “We talk on the phone every day,” Taylor says. “Working together made us even closer.”

running, or spending time with family at Lake Anna. Her fitness background fuels her current goals, including running more half marathons and eventually a full marathon. “If it doesn’t challenge you, it won’t change you,” she says, quoting the phrase that motivates her most.



One of the most important relationships in her life is with her husband, Nick Gallo. The two married on New Year’s Eve of 2024 and bought their first home earlier this year. “Nick is my biggest supporter,” she says. “He helps with everything from open house setup to reviewing my marketing videos to walking through listings with me for safety.” They run together, cook together, talk shop, and tackle projects in their new home. “He helps me stay grounded with the odd hours of real estate,” she adds.

Their home is also filled with joy thanks to their two doodles, Marley and Rocky Road. They love taking the dogs hiking, running, and on adventures around town.

When Taylor is not working, she is likely reading, cooking,



Today, at only 26, Taylor is the owner of the Mitchell Home Group at Samson Properties, working alongside her mom as a dynamic mother-daughter team. She has already earned recognition as a Washingtonian Elite Producer, an NVAR Top

Producer, and a Samson Platinum Club member. She was also runner-up for Rookie of the Year in 2022.

Taylor’s production continues to grow rapidly, with over \$21 million in sales in 2025 and a ranking in the top 2% of NOVA

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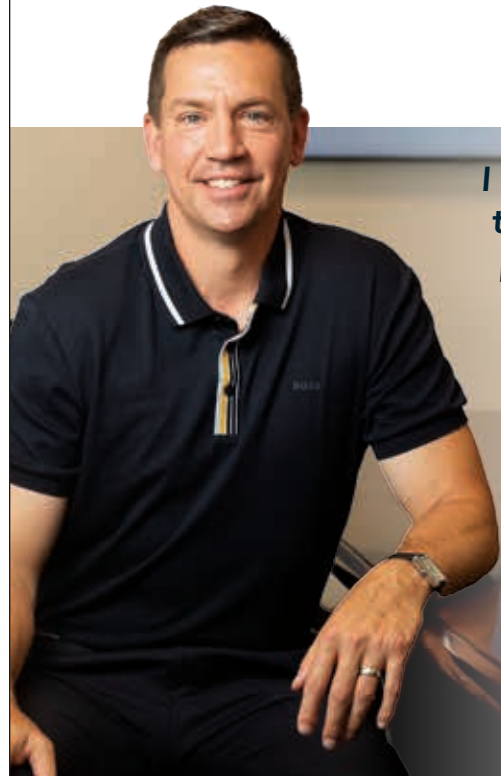
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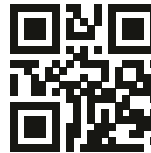
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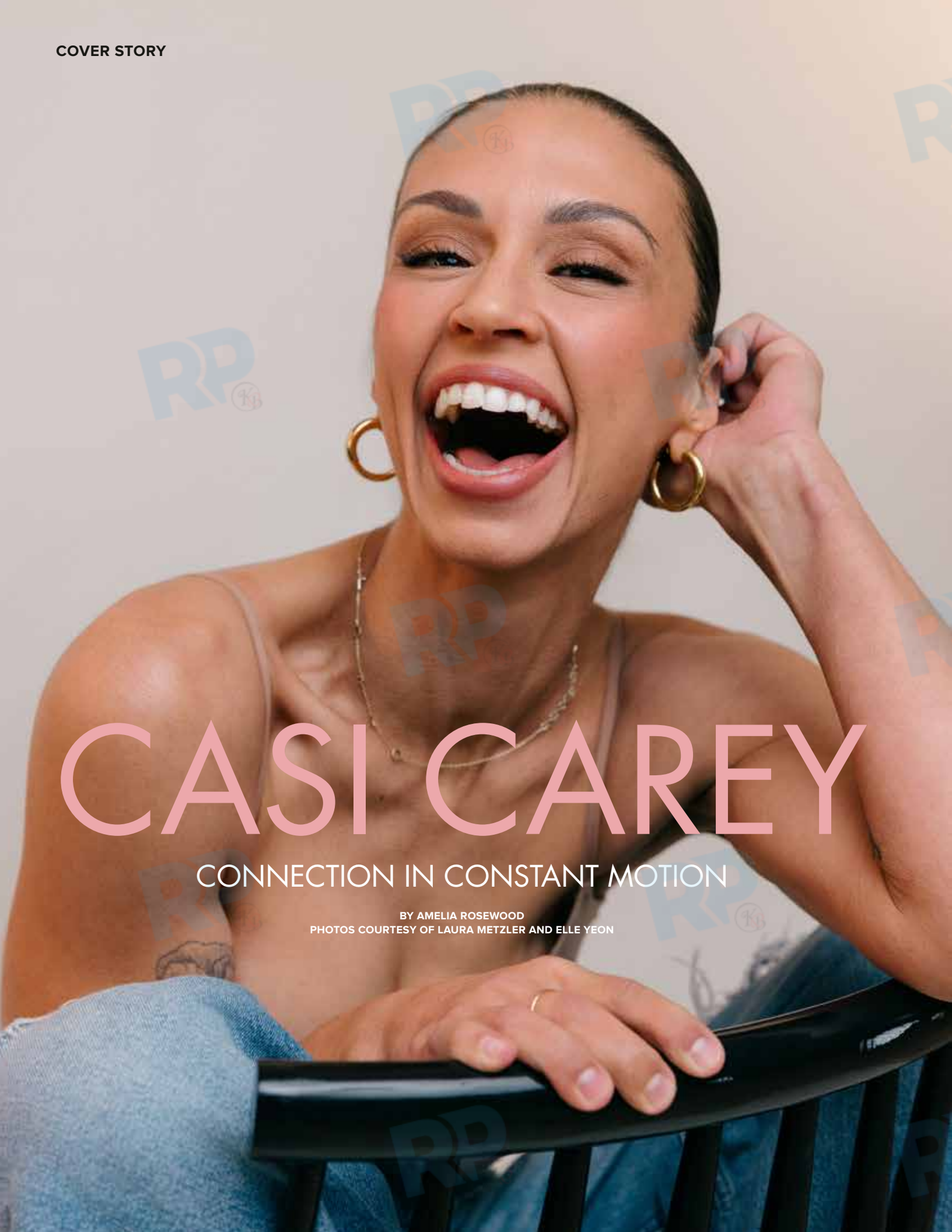
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# CASI CAREY

CONNECTION IN CONSTANT MOTION

BY AMELIA ROSEWOOD  
PHOTOS COURTESY OF LAURA METZLER AND ELLE YEON

If you ask Casi Carey where home is, the answer is not a single place. It is a feeling. A connection. A community built intentionally, no matter the ZIP code.

As an agent with Property Collective in Vienna, Virginia, Casi has turned a life of constant movement into a superpower, building a thriving real estate business rooted in optimism, resilience, and people-first energy.

“I’m an extremely outgoing and positive person,” Casi says. “And after moving so much, I’ve really learned how important community is.”

That belief fuels everything she does, from how she shows up for clients to how she leads her team and raises her family.

### From Big Science Dreams to Big Life Lessons

Originally from Ohio, Casi once envisioned a future in medicine. She studied microbiology in college with dreams of becoming a pediatric oncologist. Life, however, had a habit of redirecting her path. After marrying her husband, Tom, whose career required frequent relocations, Casi found herself packing up and starting over every few years.

“When you move that often, you don’t get comfortable,” she says. “You learn



how to rebuild quickly, and you learn how valuable community really is.”

Instead of resisting those transitions, Casi leaned into them. She earned barre and personal training certifications and began teaching fitness classes wherever they lived. It gave her instant connection, purpose, and belonging in brand-new places. Without realizing it at the time, she was sharpening the exact skills that would later define her real estate career.

Casi officially entered real estate in October 2021, but the spark came during a moment of total chaos. Her family

had just moved back to Virginia from Thailand and was living in a hotel while house hunting with four kids, including a six-month-old.

“We were in a hotel, sleep training a baby, trying to find a house,” she laughs. “And I just knew I wanted to help families going through transitions like that.”

Her first client closed in January 2022, and the momentum never stopped. Real estate did not just become a job. “Real estate became my long-term goal,” Casi says. “It opened my eyes to building wealth and community at the same time.”



“  
NO MATTER WHERE  
LIFE TAKES YOU, YOU  
CAN BUILD SOMETHING  
MEANINGFUL. YOU JUST  
HAVE TO SHOW UP.”

**Relationships First, Always**

For Casi, everything starts with relationships. “Everything I do is about relationships,” she says. “Clients, teammates, all of it.” That belief shapes every decision she makes, from how she serves clients to how she builds her business.

She believes success is created through consistency, not shortcuts. “There is no secret,” Casi explains. “Focus on the mundane. Focus on your daily habits and keep doing them even when you get bored.” That disciplined approach allows her business to grow steadily while staying aligned with her values.

That mindset shows up most clearly in the client experience. From thoughtful touches like offering a free moving van to strategic guidance long after closing, Casi and her team remain present well beyond the transaction. “We don’t disappear once the keys are handed over,” she says. “That’s when the relationship really starts.”

To support that level of care, Casi intentionally built a small but powerful team. Kim Dulik supports agent work and business operations with a talent for system optimization. Tom Carey is known for crushing open houses and creating immediate connections with buyers. From overseas, marketing and brand director Sarah Haroutunian brings the team’s vision to life through consistent branding and storytelling.

True to her relationship-first philosophy, the team itself came together organically. Casi met her operations manager at an open house where she initially walked in as a buyer, a connection that eventually evolved into

a leadership role within the business. “We’re a small powerhouse team,” Casi says proudly.

The results speak for themselves. In 2024, Casi and her team closed \$31 million across 34 transactions, following a strong 2023 with \$29 million and 31 closings. Still, when asked about those numbers, she is quick to point back to the foundation beneath them. For Casi, success has always been the outcome of doing the right things, consistently, with the right people.

**Life at Full Speed**

At home, life is anything but quiet. Casi and Tom are raising five kids,

ranging from one year old to twenty-six, with their oldest son living overseas with his wife. Tom is licensed and supports the business whenever he can, balancing a full-time job with family and real estate life.

“As a mom of five, I have to be extremely intentional with my time,” Casi says. “That intentionality is exactly how I’ve found success.”

Most days involve sports practices, school schedules, and acting as full-time Uber drivers for their kids. Their family also includes Buckeye, a dog whose name proudly reflects their Ohio roots. When she finds a spare moment, Casi



prioritizes fitness. “Working out keeps me grounded,” she says. “It’s my reset.”

**Big Goals and Unreasonable Vision**

Ask Casi about her five- to ten-year goals, and she laughs before answering honestly. “I truly want to take over the world,” she jokes. “I set unreasonable goals because they push me to become the best version of myself.”

She draws inspiration from books like *Unreasonable Hospitality*, reinforcing her belief that excellence lives in the details. As she looks ahead, her focus remains on growth, leadership, and impact.

“This business is built on time, energy, and relationships,” Casi says. “When you’re intentional with all three, everything else falls into place.”

Casi Carey’s story is one of movement, momentum, and meaning. From science classrooms to fitness studios to leading a high-performing real estate team, she has built a career fueled by optimism, resilience, and heart.

“No matter where life takes you, you can build something meaningful,” she says. “You just have to show up.”

“It’s all about relationships.”

And for Casi, that belief continues to turn every new place into home. 🏡





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## TOP 250 STANDINGS - BY VOLUME

Individual Closed Data as reported to MLS from Jan. 1 to Apr. 30, 2026

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 May 5, 2026, for residential sales from January 1, 2026, to April 30, 2026, in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



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# TOP 100 STANDINGS - BY UNITS

Individual Closed Data as reported by MLS from Jan. 1 to April. 30, 2026

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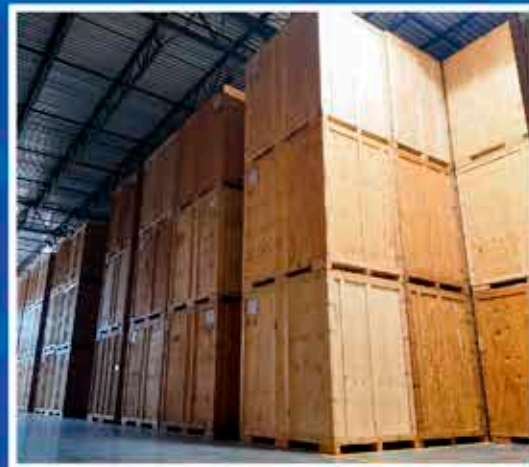
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