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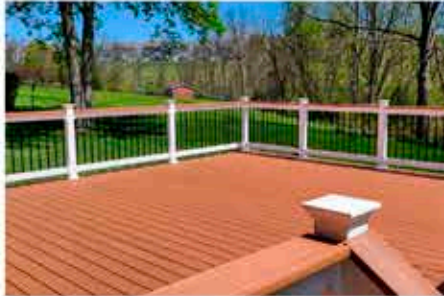
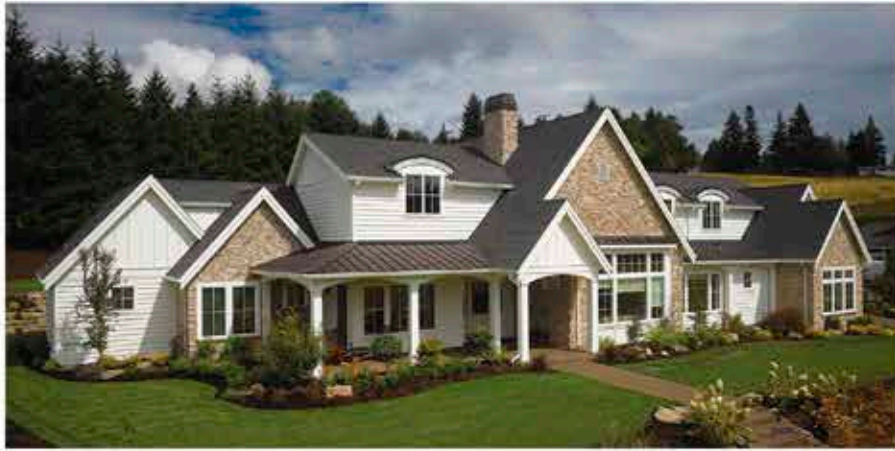
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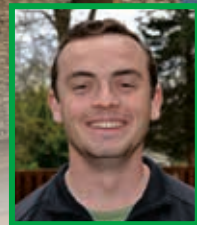
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PUBLISHER'S NOTE

MAY

THE SEASON OF CELEBRATION!

May is a time to celebrate — the hard work, dedication, and heart that each of you brings to this industry and community. It's also a moment to pause and appreciate how far we've come, both individually and together.

We're still reflecting on what an incredible evening our Awards Gala was. Bringing together both our DC Metro and NOVA communities for a night of recognition and elegance was truly special. Congratulations to all of our winners — your commitment to excellence continues to inspire this entire community.

This issue is especially meaningful as we are honored to share the stories of those who build not only businesses, but legacies together in this "All in the Family" special issue. These stories are a true reflection of what makes this community so unique — connection, support, and shared success.

We're also excited to welcome our newest preferred partner, **My Pro Movers & Storage** and **Units NOVA**. We're thrilled to have them in the community and look forward to the value and collaboration they'll bring.

We can't wait to see everyone at our upcoming **Pickleball Classic on May 6th!** It's going to be a fun and energetic event filled with connection, competition, and great moments together.

As we move through May, let's carry this reminder: **"Joy multiplies when shared with others."**

Here's to continued celebration — in business, in community, and in life.



Kristin Brindley
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AI Marketing for Real Estate:



What's Changing— & What's Coming Next

BY TODD LEBOWITZ

Artificial Intelligence is no longer a buzzword in real estate marketing—it's becoming the engine behind it. Over the next few years, AI won't just enhance what agents are doing; it will fundamentally change how they attract listings, nurture leads, and dominate their neighborhoods.

What's Already Changing

First, content creation is becoming instant. AI can now generate listing descriptions, social media captions, email campaigns, and even personalized neighborhood reports in seconds. What used to take hours now takes minutes—and it's only getting better.

Second, personalization is moving to another level. Instead of blasting the same postcard or email to everyone, AI can

segment audiences based on behavior, property type, equity position, or likelihood to sell. Marketing will become smarter, more targeted, and more efficient.

Third, automation is eliminating busywork. From triggered campaigns when a listing goes live to automated follow-ups when someone scans a QR code, AI allows agents to stay top-of-mind without manually managing every touch point.

What's Coming Next

The next wave of AI in real estate marketing will be predictive and conversational.

Predictive AI will help agents identify which homeowners are most likely to move based on data patterns—giving them a head start before a listing even hits the market. Instead of reacting, agents will proactively target opportunity.

Conversational AI will also change engagement. Property chatbots, instant valuation tools, and AI-powered assistants will answer client questions 24/7—capturing and qualifying leads while agents focus on high-value conversations.

Design will evolve too. AI-generated graphics, automated branding alignment, and dynamic print personalization will make marketing materials smarter and more visually powerful.

The Competitive Shift

Here's the reality: AI won't replace great agents—but agents who use AI will replace those who don't.

The future belongs to agents who combine local expertise with intelligent marketing systems. That's why companies like **My Marketing Matters** are already building AI-powered tools that integrate print, digital, automation, and lead capture into one seamless platform. From smart neighborhood farming to AI-driven content and QR-based lead generation, the tools of tomorrow are being developed today.

The question isn't whether AI will change real estate marketing—it's how quickly you'll adopt it. The agents who lean in now won't just keep up.

They'll dominate their neighborhoods.



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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Keeping It in the Family

— PLANNING FOR BUSINESS SUCCESSION

As real estate professionals, we spend our careers helping families navigate one of the biggest transactions of their lives. But when it comes to our own businesses, many of us put off planning for the day when we want to hand the keys to the next generation. Whether you run a brokerage, a property management firm, or a real estate team, business succession planning is not just smart, it is essential.

Family-run real estate businesses are a proud tradition in our industry. Parents pass down not only their knowledge of the local market but also hard-earned client relationships and a reputation built over decades. Yet without a clear succession plan, that legacy can unravel quickly. Disputes among family members, tax consequences, and regulatory complications can turn a smooth transition into a costly and emotional ordeal.

Start the Conversation Early

The single most important step in succession planning is starting the conversation long before you are ready to step away. Sit down with family members who are involved or who may want to be involved in the business and discuss expectations openly. Who wants to take over? Who has the right licenses and qualifications? Are there family members who are not interested in running the business but still expect a financial stake? These are difficult but necessary questions, and addressing them early prevents misunderstandings down the road.

Put It in Writing

A handshake agreement between parent and child may feel natural, but it is a recipe for trouble. Every succession plan

should be memorialized in a formal written agreement. This document should address ownership transfer, management responsibilities, compensation structures, buyout provisions, and what happens if the successor leaves the business or passes away. If your business is structured as an LLC or corporation, your operating agreement or bylaws should be updated to reflect the transition plan as well.

Mind the Regulatory Requirements

Real estate is a heavily regulated industry, and a change in ownership or control of a brokerage triggers specific obligations under state licensing laws. Make sure that any successor holds the appropriate broker's license and that you notify your state regulatory authority of the ownership change within the required time-frame. Failing

to do so can put your brokerage's license and your clients' transactions at risk.

Do Not Forget the Tax Implications

Transferring a business to a family member can have significant tax consequences, including gift tax, estate tax, and capital gains considerations. Work with a qualified tax advisor and an attorney who understands both business law and real estate to structure the transfer in the most tax-efficient way possible. Tools such as family limited partnerships, installment sales, and grantor trusts may help minimize the tax burden while keeping the business in the family.

The Bottom Line

Your real estate business is more than a source of income it is a legacy. Taking the time now to develop a thoughtful, well-documented succession plan ensures that legacy will endure for the next generation. Talk to your family, consult with your attorney, and make a plan. Your future self and your family will thank you.



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



or considering a bigger change can naturally lead into discussions about moving, upsizing, or downsizing. It's subtle, but incredibly powerful.

VIP Wine Tasting Event

For a more focused and relationship-driven approach, a smaller VIP event like a wine tasting or happy hour can be a game changer. Unlike larger gatherings, these events allow for deeper, more meaningful conversations. By keeping the guest list intentionally small and curated—past clients, strong referral partners, and potential movers—you create an environment where trust can grow quickly. The setting matters here. A comfortable, conversational atmosphere encourages people to open up about their future plans. Often, it's in these moments that clients share thoughts they haven't yet voiced elsewhere, like considering a move in the next year or exploring new opportunities.

What ties all of these events together is not just the experience itself, but the follow-up. The real value is unlocked in the days after, when you reach out, reference your conversation, and offer help in a genuine way. When done consistently, these events become more than just a nice gesture—they become a reliable pipeline for referrals, listings, and long-term relationships. In a market as competitive as spring, the agents who win are the ones who stay top of mind, and there's no better way to do that than by creating moments your clients won't forget.

BY WADE VANDER MOLEN

Spring is where real estate momentum truly comes alive. The weather shifts, inventory begins to rise, and homeowners start thinking seriously about what's next. For realtors, it's more than just a busy season—it's an opportunity to deepen relationships and position themselves as the go-to expert in their community. One of the most effective ways to do that isn't through more cold calls or aggressive marketing, but through thoughtful, well-executed client appreciation events.

Easter Egg Hunt and Picnic

The first and perhaps most universally appealing option is a spring family fun event, like an Easter egg hunt or a casual picnic in a local park. These gatherings create an environment where clients can relax, bring their families, and enjoy themselves without feeling like they're being sold to. That's the key. When you become the person who creates memorable experiences rather than just transactions, your relationship with clients shifts. You're no longer just their realtor—you're part of their community.

Adding simple touches like music, a coffee cart, or even a photographer elevates the event and makes it feel intentional. More importantly, it opens the door for natural conversations. A simple, genuine question like "How's everything going with the house?" can lead to opportunities without ever feeling forced.

Spring Shredding Event

Another highly effective event is a spring home refresh day, centered around services like document shredding and donation drives. This type of event taps directly into what many homeowners are already thinking about—decluttering and starting fresh. By offering something practical and valuable, you position yourself as someone who understands their needs beyond just buying or selling. As clients bring boxes to shred or items to donate, they're already in a mindset of evaluating their space. That creates the perfect opportunity for light, strategic conversations. Asking whether they're simply cleaning



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.

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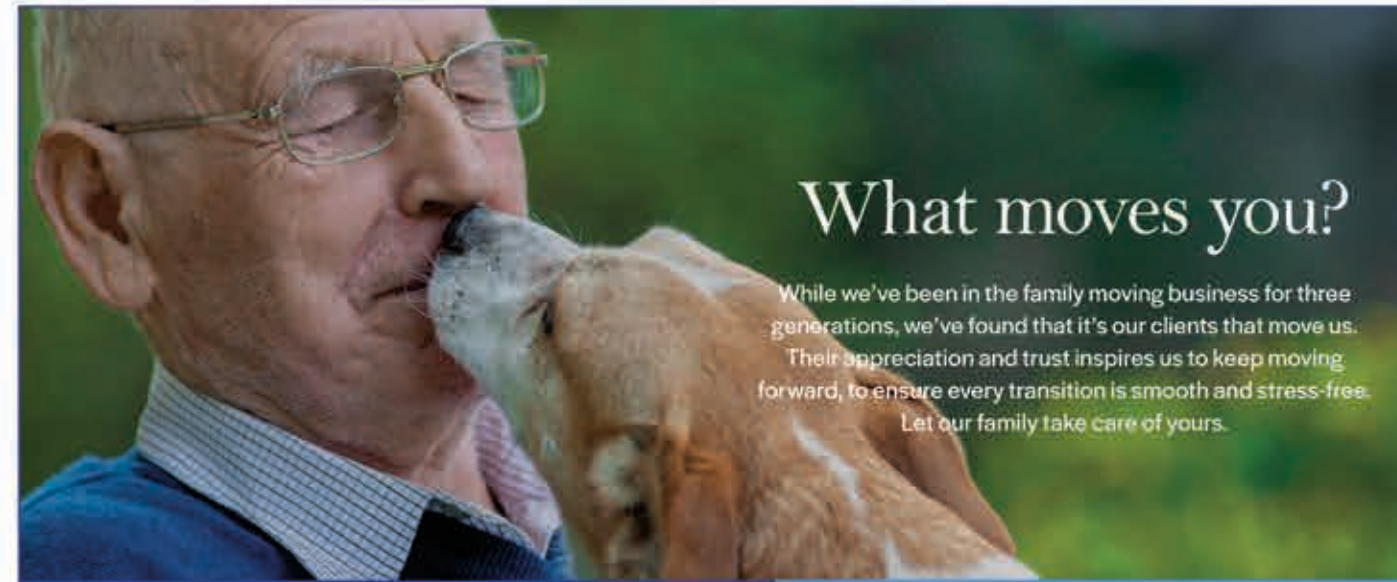
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ALL IN THE FAMILY

WHERE REAL ESTATE IS MORE THAN A CAREER

Real estate is often described as a relationship business. But for some, those relationships begin long before the first client call or closing table.

They begin at home.

On the following pages, we're proud to present a special feature highlighting families who have built their lives—and their businesses—side by side. Some followed in the footsteps of parents who laid the foundation years ago. Others found their way into the industry together, growing businesses as partners, siblings, or spouses. And for many, real estate has become a shared language—one that connects generations through purpose, work ethic, and a commitment to serving others.

While each story is different, a common thread runs through them all: real estate is not just what they do—it's something they've experienced together.

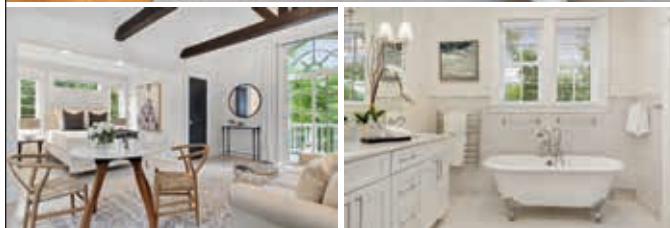
In some families, that looks like decades of knowledge passed down through mentorship and example. In others, it's collaboration—building something meaningful alongside the people they trust most. Across every story, there is a deeper layer of accountability, pride, and connection that shapes how they show up for their clients and their communities.

These families remind us that success in real estate isn't only measured in transactions or volume. It's measured in trust, in relationships, and in the impact they make over time.

Whether working together daily or simply sharing the same foundation, these professionals demonstrate that when family is part of the journey, the work carries a different kind of meaning.

We are honored to share their stories.

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WALKER & BARRERA

LEGACY

TWO GENERATIONS OF REAL ESTATE IN MOTION

BY LARRA ROQUE

Yvonne Walker
Realtor
Compass
20+ Years

Michele Barrera
Realtor
Compass
10 Years

For some families, real estate is more than a profession. It becomes a shared story passed from one generation to the next, shaped by perseverance, relationships, and the desire to serve others well. For Michele Barrera and her mother, Yvonne Walker, that

legacy began nearly two decades ago in Houston and continues today across multiple states and markets.

Together, their journey reflects what happens when entrepreneurship, family values, and a deep commitment to people intersect.

The Trailblazer

Every legacy begins with someone willing to take the first step. For the Barrera family, that person was Yvonne Walker.

Nearly twenty years ago, Yvonne began her real estate career in Houston while raising a young son. She was searching for a career that would allow her to

provide for her family while still being present as a mother. Real estate offered that possibility, even if the early days required creativity and resilience.

Showings and client meetings sometimes included her son tagging along because that was simply what life required at the time.

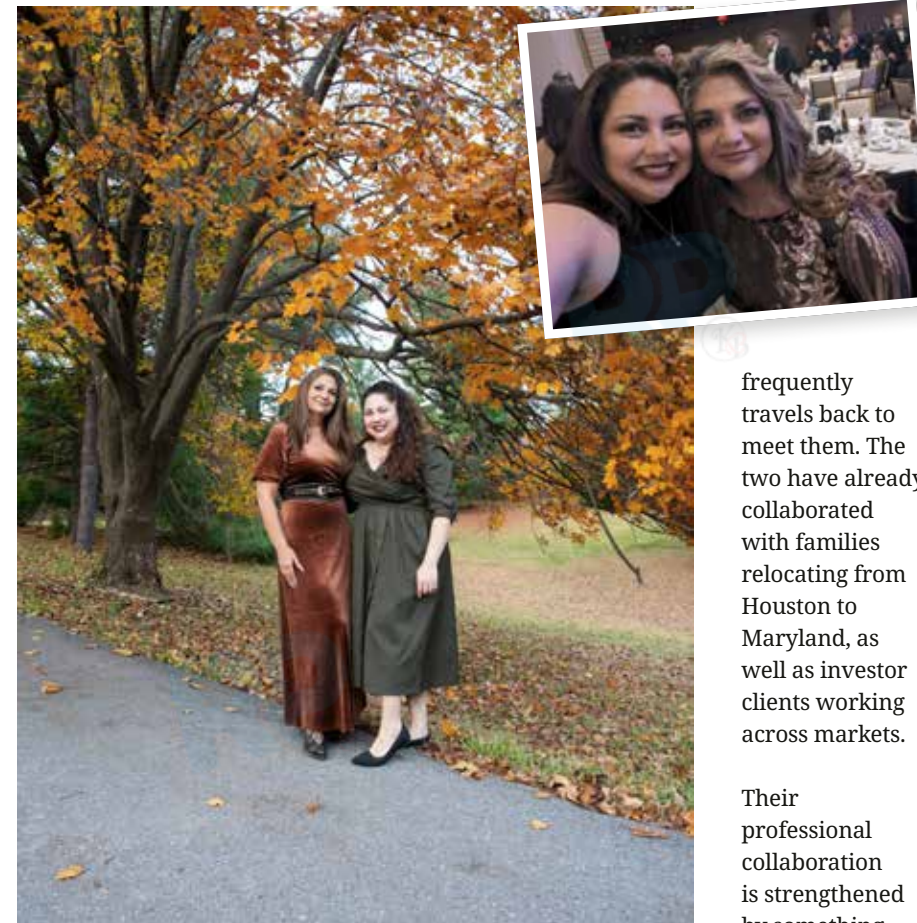
Before entering real estate, Yvonne worked in insurance sales, which helped her build strong relationships with homeowners. Being bilingual also allowed her to connect with a wide range of clients throughout the Houston community. Her business grew quickly, earning recognition and even magazine features along the way.

Yet what truly defined her career was not accolades but heart. At one point she founded a nonprofit organization supporting battered women, blending her success in business with a mission to help others rebuild their lives.

The Next Generation

Growing up around real estate left a lasting impression on Michele Barrera, even though her path to the industry took a few detours.

After marrying a Marine serving in the military and gaining experience as a property manager and transaction coordinator in a new state, Michele also built her own cleaning company with 22 employees. Entrepreneurship was



frequently travels back to meet them. The two have already collaborated with families relocating from Houston to Maryland, as well as investor clients working across markets.

Their professional collaboration is strengthened by something unique: they now live under the

same roof. Conversations shift easily between family life and real estate, often blending together in ways that feel natural rather than forced.

When life brought her to Maryland instead of Japan, Michele recognized an opportunity to step fully into real estate. With her license already in hand and years of operational experience behind her, the transition felt natural.

Today, Michele is a top-producing agent with Compass in the DMV region, closing \$15 million across 31 transactions last year. Her business continues to grow, shaped by both her own entrepreneurial drive and the example her mother set years earlier.

Working Together

Recently, the family story came full circle. Yvonne joined Compass and is now onboarding to Michele's team while working toward obtaining her Maryland license in addition to her Texas license.

Even with the move, she still maintains several loyal Houston clients and

dramatically different price points and trends. Those differences have sparked ongoing conversations about strategy, financing options, and market conditions.

Rather than competing, they constantly learn from one another, sharing insights about policies, taxes, and client needs across states. Those exchanges have strengthened both of their businesses.

Family Values in Business

At the heart of their approach to real estate is a simple belief: relationships matter more than transactions.

“Real estate didn't just build our careers. It built a shared purpose for our family.”

Both Michele and Yvonne take their fiduciary responsibilities seriously, often advising clients to hold off on buying or selling when it is not in their best interest. Walking away from a deal may cost a commission, but it builds something far more valuable in the long run.

Trust.

For them, service comes first, and the business naturally follows.

The Future of the Legacy

As Michele looks toward the future, she hopes the family's entrepreneurial spirit continues with the next generation. Whether her children eventually pursue real estate or build something of their own, she hopes they carry forward the same determination and integrity that shaped both her career and her mother's.

The Barrera legacy is still being written, one relationship at a time.



THE BASS FAMILY DIFFERENCE

ONE FAMILY'S MISSION TO MAKE
REAL ESTATE MORE PERSONAL

BY LARRA ROQUE

Jim Bass
Team Leader/Realtor
Jim Bass Group
of Real Estate Teams, LLC
33 Years

Cheryl Bass
Chief Relationship Officer
Jim Bass Group
of Real Estate Teams, LLC
30+ Years

Christian Bass
Realtor
Jim Bass Group
of Real Estate Teams, LLC
1 Year

Long before serving thousands, the Bass family's business was born from frustration. Jim Bass didn't start in real estate with a plan but with a promise. In 1993, after selling his electrical business, he entered real estate while returning to college, driven by a bad home-buying experience that left him disillusioned. At closing, after hours of complications, he was told, "It's not personal. It's just business." Jim decided it would always be personal. Without a roadmap, he learned success principles, hired a coach, and committed to growth. His parents became his first clients, and momentum grew quickly. Years of consistency built a business and reputation based on care, accountability, and service.

Carrying the Vision Forward

As the business grew, so did the presence of real estate in everyday

family life. Cheryl Bass, Jim's wife, joined early on, initially as his assistant before stepping into her role as Chief Relationship Officer. Her influence helped shape the client experience into something deeply personal and relationship-driven.

Their children grew up surrounded by the rhythms of the business. Brittany and Mariah spent summers working in administrative roles, learning firsthand what it meant to support clients behind the scenes. Their son, Christian, took a step further, earning his real estate license at just 19 while attending the University of Maryland Business School.

The influence went beyond exposure. The family was intentional about the lessons they shared. Conversations around financial literacy, discipline, and personal growth were part of everyday life. Books like Rich Dad Poor Dad were not optional. They were expected.

Where Family and Business Intersect

Working together as a family has never been accidental. It has been structured with clarity and purpose. Each member understands their role, allowing the business to function with both efficiency and harmony.

Jim and Cheryl operate as complementary forces. Jim focuses on vision, growth, and leadership, while Cheryl ensures that every client relationship is nurtured and maintained. Their shared mindset keeps the business aligned, even as responsibilities differ.

Despite the overlap between home and work, boundaries have always mattered. The Bass family built their business while raising their children with intention. They prioritized family dinners, attended every major event, and stayed actively involved in their lives.

"We worked hard, but we were just as intentional about being present," Jim reflects.

"It was never just business. It was always about making it personal and doing it better."

A Changing Industry

Over three decades, Jim has witnessed real estate evolve in ways few can fully appreciate. Once the youngest agent in his office, he now brings the perspective of experience in an industry shaped by constant change.

From handwritten notes and face-to-face networking to today's technology-driven environment, each era has required adaptation. With the rise of AI and modern tools, Jim sees a leveling effect, where both seasoned professionals and newcomers are learning at the same time.



The next generation, represented by Christian, enters the business with a different lens. He brings a digital mindset, fresh energy, and a forward-looking perspective that will help shape what comes next.

Built on Relationships

At its core, the Bass family business has never been about transactions. It has always been about people.

Their mission is simple but powerful. They strive to become their clients' Real Estate Consultants for Life. Every interaction is approached with that long-term perspective in mind.

That philosophy has created a ripple effect. Many team members who have

been with the business for decades first came through as clients. Relationships built on trust have naturally evolved into something deeper, forming an extended family united by shared values.

Each day begins with the same question. How can we make a difference for someone today?

Looking Ahead

For the Bass family, legacy is not measured in numbers. It is measured in impact.

After helping more than 3,000 families, the vision moving forward is clear. Continue building something that lasts. With Christian stepping into the industry and the possibility of future generations to follow, the foundation is firmly in place.

"It's not about the transactions. It's about the difference you make in people's lives," Jim says.

If that mission continues, rooted in integrity, service, and care, the Bass family legacy will extend far beyond real estate.

THE EKUBAN STORY IN REAL ESTATE

BY LARRA ROQUE

A NAME BUILT OVER TIME, CARRIED FORWARD WITH PRIDE

Alfred Ekuban
Associate Broker
EXIT Realty Enterprises
52 Years

Vincent Ekuban
Broker
EXIT Realty Enterprises/ EXIT Deluxe Realty / EXIT Realty National Harbor
28 Years

Frederick Ekuban
Salesperson
EXIT Realty Enterprises
34 Years

A last name can carry weight, especially when it becomes known far beyond the walls of a home. For the Ekuban family, that recognition did not happen overnight. It was built over decades of work, consistency, and a reputation that reached into the community in ways few could have predicted. Long before Vincent Ekuban stepped fully into the business, the name already meant something.

Today, he continues to carry that name forward, shaped by the example set before him and driven by the responsibility that comes with it.

The One Who Started It All

The story begins with Alfred Ekuban, a true trailblazer whose career spans more than five decades. He entered the real estate world in 1974 with Shannon & Luchs and, just a few years later, took a bold step by opening his own firm, Associates of Ekuban Realty Services, Inc.

During his time with Shannon & Luchs, Alfred quickly rose to prominence, earning recognition as a top producer from 1975 to 1978. His success was highlighted through weekly Saturday features in The Washington Post. In 1978, he was also named Top Producer in real estate by the Prince George's County Association of Realtors, an achievement that ultimately earned him a place in their Hall of Fame.

Through years of dedication, Alfred built not only a successful business but a

recognizable presence in the community. His name became synonymous with real estate in the area, known for his persistence, expertise, and ability to navigate complex transactions with confidence.

Even now, his presence remains strong, both in the business and within the family dynamic. As Vincent jokes, “He works for me now, but still thinks he runs the show,” a reflection of both humor and deep respect.

Following a Familiar Name

Growing up, Vincent was always aware that his family's name carried significance. It showed up in unexpected ways, from classmates asking about it to professionals recognizing it instantly.

“It means everything to carry a name that was built long before me—and to keep building on it.”

“It's actually an honor,” Vincent shares. “People would ask, ‘Are you related to the real estate guy?’ and I realized just how far my father's reputation had reached.”

That recognition, paired with witnessing his father's success firsthand, became a powerful motivator. While several siblings were involved in the business at different points, Vincent and his brother, Frederick, were the ones who chose to pursue real estate more deeply, stepping into the sales side and continuing the work in a new era.

Where Family and Business Intersect

Working alongside family has been both natural and meaningful for the Ekubans. Their careers overlap, with collaboration happening when needed, yet each maintains their own rhythm within the business.

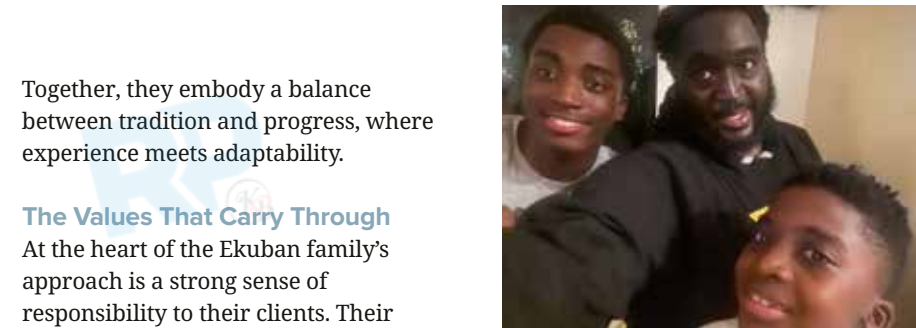
There is a shared understanding that comes from years of exposure, but also a recognition that each generation must find its own way. The dynamic is shaped by both experience and individuality, allowing them to support one another while continuing to grow independently.

At its core, it is a partnership grounded in respect, built over time through both personal and professional connections.

Two Generations, One Industry

The real estate industry has evolved significantly over the years, and the Ekuban family reflects that shift. Alfred built his career in an era where relationships and reputation were everything, long before digital tools and modern marketing strategies reshaped the landscape.

Vincent represents a more current approach, embracing technology and adapting to the changing demands of the market. While their methods may differ, the foundation remains the same.



Together, they embody a balance between tradition and progress, where experience meets adaptability.

The Values That Carry Through

At the heart of the Ekuban family's approach is a strong sense of responsibility to their clients. Their philosophy is simple but powerful: advocate fully, work tirelessly, and always act in the client's best interest.

“Fighting for our clients is what we do,” Vincent explains. It is a value that has been passed down, shaping not just how they conduct business, but how they build relationships.

That commitment has created a sense of pride within the family, not only in what they have achieved, but in how they have achieved it.

Looking Toward the Next Generation

As Vincent looks ahead, the focus is not just on continuing the business but on

extending the legacy. There is a hope that the next generation will step in and carry the name forward, building on what has already been established.

One moment stands out as especially meaningful: hearing his father express pride in his work. It is a reminder that legacy is not only about what is built, but also about what is passed down.

The Ekuban story is still unfolding, shaped by each generation that chooses to step into it, carry it forward, and make it their own.

THE McCORMICK GREGORY FAMILY STORY

GENERATIONS OF EXPERIENCE
BUILT AROUND HELPING FAMILIES

BY LARRA ROQUE

Delia McCormick
Realtor
Washington Fine Properties
30 Years

John Gregory
Realtor
Washington Fine Properties
20 Years

James Gregory
Realtor
Washington Fine Properties
15 Years

Helping people build stability and wealth through homeownership has shaped the McCormick Gregory family's work for decades. What began as one woman's desire to serve her community has grown into a three-generation real estate team rooted in service, community, and relationships.

Today, the McCormick Gregory Team at Washington Fine Properties includes Delia McCormick, her husband John Gregory, and their son James Gregory. To-

gether, they have helped more than 1,000 families buy, sell, and invest in real estate.

The industry has evolved dramatically during that time, but the family's philosophy has remained steady. Real estate is still a people business. Strong relationships and honest guidance help clients make decisions that support their families and their futures.

Laying the Foundation

The story begins with Delia McCormick.

Before entering real estate, Delia worked at the U.S. Department of Housing and Urban Development. Her work there revealed how deeply housing can shape a family's future. She saw how homeownership could provide stability, opportunity, and financial security.

Inspired to make that impact more directly, Delia earned her real estate license in 1995. From the beginning, her focus was on helping families navigate important life decisions with confidence.

Her dedication to service steadily built a strong client base and reputation within

the community. In 2005, her husband, John Gregory, joined the business, and together they established the McCormick Gregory Team.

The partnership strengthened the business and set the stage for the next generation to join the family's work.

Following the Path

James Gregory grew up surrounded by real estate.

He watched his parents guide clients through major milestones and saw firsthand how those moments could shape a family's future. Those experiences left a lasting impression.

After graduating from Franklin and Marshall College, James joined the family business in 2009. His entry into the industry came just after the financial crisis, a challenging period that provided a powerful early education.

Working through that market showed him how thoughtful guidance could help clients find opportunity even during uncertain times. Over time,



James developed a focus on working with investors, helping clients identify opportunities in development, renovations, and long-term rental properties.

Where Family and Business Meet

The McCormick Gregory family chose to build their careers together rather than operating separate businesses.

Working as a team allows them to combine experience and perspective across generations. Each member contributes different strengths, which helps them guide clients through complex decisions with confidence.

Real estate can be demanding, but the shared commitment within the

“Helping families build stability and opportunity through real estate is what drives everything we do.”

family helps keep the business moving forward even on challenging days. The collaboration also creates moments of reflection, particularly after helping a client overcome a difficult obstacle or successfully complete a transaction.

Two Eras of Real Estate

The industry Delia and John entered in the 1990s looked very different from the one agents navigate today.

At that time, success relied heavily on personal connections, community knowledge, and word-of-mouth referrals. Those relationships helped the team build a strong client base that has remained with them through many market cycles.

James entered the profession during a more technology-driven era. Online platforms, digital marketing, and data analysis now play a central role in the business.

The combination of these perspectives benefits their clients. The team provides attentive service grounded in long-standing relationships while also embracing modern tools that enhance efficiency and communication.

Built on Trust

Trust remains the foundation of the McCormick Gregory approach.

The team believes clients deserve honest advice, even when that advice means slowing down the process. They

may encourage buyers to walk away from a home that is not the right fit or suggest that sellers wait until their property is better prepared for the market.

Their philosophy is simple. Protect the client's long-term outcome rather than chasing a quick transaction.

That mindset has helped them build a strong referral network of past clients and local professionals who value straightforward guidance and personal attention.

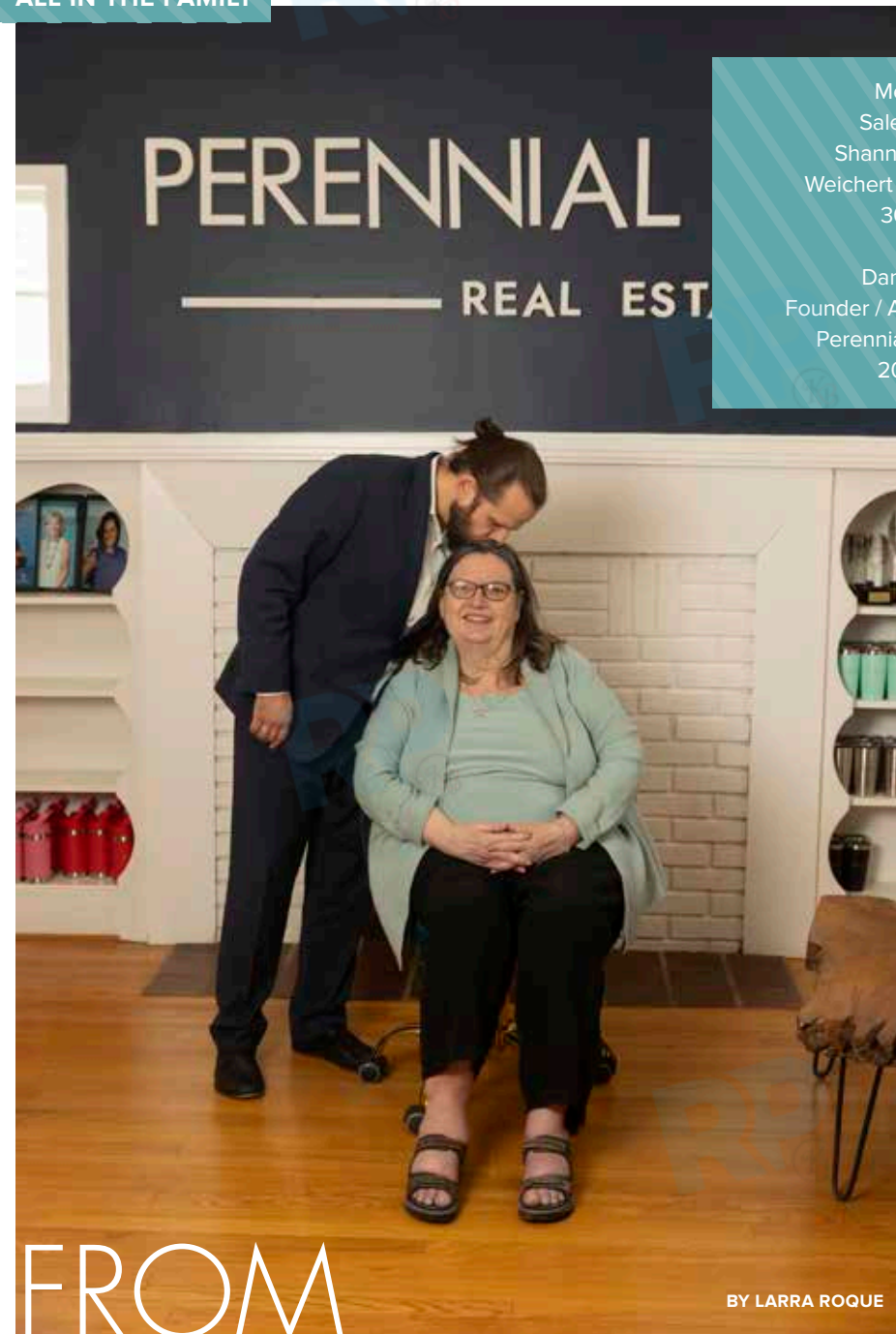
Looking Toward Tomorrow

After more than five decades of combined experience, the McCormick Gregory family continues to focus on what matters most. They want to strengthen relationships within their community and help families from all walks of life build stability through real estate.

Each client represents a new story and a new opportunity to make a difference.

Working together as a family, they remain committed to carrying that mission forward for many years to come.





FROM FINN TO METCALF:

A LEGACY IN MOTION

BY LARRA ROQUE

Meg Finn
Salesperson
Shannon & Luchs
Weichert Long & Foster
30Years

Dan Metcalf
Founder / Associate Broker
Perennial Real Estate
20 Years

There is a quiet rhythm that comes from growing up around real estate, a cadence shaped by conversations at the dinner table, weekend showings, and the steady hum

of service to others. For the Finn-Metcalf family, that rhythm was not just observed; it was absorbed. What began with one woman's dedication to doing the work well became a standard that would guide the next generation, not through pressure, but through example.

Today, that influence continues through Dan Metcalf, whose career reflects both the weight and the honor of carrying forward something that was built long before him.

Where the Foundation Was Set

The story begins with Dan's mother, Meg Finn, who carved out her place in the industry over three decades with a reputation rooted in consistency and care. She entered real estate at a time when success demanded grit, relationship-building, and a willingness to stay the course through shifting markets.

Her approach was simple, but never easy. She believed in doing things the right way, even when it required more time, more effort, or more patience. That commitment to excellence became her calling card, earning the trust of clients and establishing a standard that extended far beyond transactions.

It was not long before that standard made its way into her home.

Stepping Into a Standard

Dan's introduction to real estate came early, not as a formal decision, but as an extension of the environment he was raised in. He started playing 'the pricing game' with her around 12 or 13. At his mother's encouragement, he became licensed right after high school, long before he would fully step into the



“Legacy isn’t just what you build. It’s how you carry it forward.”

together,” Dan shares, noting that time and experience ultimately helped them find their rhythm.

That evolution led to a meaningful transition when Meg retired, passing the torch in a way that felt both intentional and earned.

Values That Endure

At the heart of the Finn Family, and now Perennial Real Estate story is a shared understanding of responsibility. Real estate is not just about closing deals, but about guiding clients through some of the most important decisions of their lives.

That sense of purpose has created a lasting impact, not only within their business but within their family. Dan speaks to the pride his own children feel, seeing firsthand the integrity and care that define their work. “There’s a real sense of legacy, and my kids feel proud of what we do and how we do it,” he says.

It is a reminder that legacy is not built through volume or accolades alone, but through the way people are treated along the way.

Looking Ahead

Today, Dan continues that legacy through Perennial Real Estate, a vision shaped by both experience and intention. His goal is to create a home for agents who share the same commitment to quality, service, and stewardship that defined his mother’s career.

It is about more than growth. It is about preserving a standard and creating space for others to carry it forward.

profession. “It’s just a good thing to have, Danny,” he recalls her saying.

After college, he spent three and a half years in the Peace Corps, gaining a broader perspective on service and community before returning to real estate full-time in 2006. By then, he had already held his license for nearly a decade, a quiet testament to how deeply the profession had been woven into his life.

More than anything, it was his mother's example that shaped his path. “Her commitment to excellence in service made it a standard to live up to,” Dan reflects. It was not a path he felt forced into, but one he chose to honor in his own way.

A Partnership That Evolved

For years, their professional dynamic was one of collaboration, learning, and experimentation. Dan stepped into the role of buyer's agent, supporting the business while also taking on key responsibilities behind the scenes. He often handled negotiations during inspections and played a central role in maintaining and evolving the brand his mother had built.

It was not always seamless. Like many family partnerships, there were seasons of adjustment as they worked to find the right balance between independence and collaboration. “We had numerous experiments in how we worked

THE SPICER FAMILY

INDEPENDENT PATHS,
SHARED ROOTS



Photo by Toby Angel

BY LARRA ROQUE

Jack Spicer
Former Broker / Investor
Independent
60+Years

Matthew Spicer
Associate Broker
RLAH
28 Years

Cara Pearlman
Realtor
Compass
23 Years

Cassandra McKeivitt
Photographer/Videographer
REAL
10 Years

Ryan McKeivitt
Realtor
REAL
10 Years

Nikki Spicer
Realtor
RLAH
11 Years

Long before real estate became a shared thread across generations, it was simply one man's calling, and one he never really put down. Cara Pearlman's father, Jack Spicer, built his career in Washington, D.C., arriving in his early twenties with ambition and a natural instinct for the business. What began as selling homes on Capitol Hill grew into something much larger: a thriving career as a broker, a prolific track record of more than 200 units a year at his peak, and eventually a passion for renovating and flipping homes that continues to this day.

Even now, at nearly 84 years old, his enthusiasm hasn't faded. He still wakes up eager to work, not out of necessity, but out of genuine love for the craft. That drive didn't just shape his own

career. It quietly set the tone for the generations that followed.

His entrepreneurial spirit extended beyond his own ventures. In Delaware, he opened a brokerage in Georgetown, where Cara's grandmother, Evelyn Spicer, once a highly successful Mary Kay salesperson, joined him. She was so successful with her endeavors that her husband Charles Spicer, as well as Jack's brother C.P. Spicer, and his wife Winnie, all eventually joined her as well. Together, they built a business rooted in relationships, hustle, and trust.

Finding Her Own Way In

For Cara, real estate wasn't an automatic choice—it was, in fact, something she initially resisted. After college, she deliberately pursued a different path,

only to find herself unfulfilled. It was her father who encouraged her to give real estate a chance, offering not just advice, but a safety net and unwavering belief in her ability to succeed.

That support made all the difference. Her first six transactions came through him. Properties he trusted her to handle as part of his renovation pipeline. Those early opportunities became the foundation for a 23-year career that Cara has since built into her own success story.

"He's one of my biggest supporters," she shares. "Every call either begins or ends with, 'Got any new deals?'"

His guidance was often simple but powerful. One of his most memorable pieces of advice still sticks with her today: stay focused, block out distractions, and keep moving forward.

Independent Careers, Shared DNA

What makes the Spicer family story unique isn't just the number of family members in real estate. It's how differently each has chosen to approach it.

"We've all taken different paths, but we share the same foundation. And that's what makes it so special."

Cara leads her own business with Compass. Her brother, Matthew Spicer, now an associate broker, blends traditional sales with renovation projects. Her brother-in-law, Ryan McKeivitt, focuses on residential clients, while her sister, Cassandra McKeivitt, has carved out a niche in real estate photography and videography after previously working alongside Cara.

Though their careers occasionally intersect, often through properties connected to Cara's father's renovation projects, each operates independently, building their own reputation within the industry.

Evolving the Business

Across generations, the way the Spicer family approaches real estate has naturally evolved.

Cara's father now focuses exclusively on flipping and renovation, relying on decades of experience and instinct. Her brother, Matt, has adopted a hybrid model, combining client representation with investment opportunities. Meanwhile, Cara and her brother-in-law, Ryan, operate in a more client-centered, modern landscape, where relationships, responsiveness, and digital presence play a larger role than ever before.

And then there's her sister, Cassandra, who has embraced the visual side of the industry, capturing homes through photography and videography, bringing listings to life in a way that reflects today's market expectations.

The Heart Behind the Hustle

If there's one value that runs consistently through every branch of the family, it's simple: treat clients like family.

That philosophy has been the cornerstone of their reputation for years. Early in her career, Cara benefited from the credibility associated with the Spicer name; clients already trusted it because of the experiences they'd had with her father and brother.

"It gave me instant credibility," she says. "But it also meant I had to live up to it."

What Comes Next

As Cara looks ahead, she sees more than just continued success in real estate—



Photo by Toby Angel

she sees opportunity for something deeper. With her children growing older and her business evolving, she's beginning to think about how the family's collective talents could come together in new ways.

One idea already taking shape is the possibility of launching a family-driven charitable initiative focused on housing and the local community, something that reflects not just what they do, but why they do it.

The legacy, after all, isn't just about transactions. It's about impact.

And perhaps the most meaningful moment came when her father, once the undeniable "big fish" in the business, looked at her and said she had taken on that role.

She still laughs it off, but the sentiment lingers.



BY LARRA ROQUE

**BUILDING A BUSINESS TOGETHER,
ONE GENERATION AT A TIME**

THE REEDER FAMILY IN REAL ESTATE

Chris Reeder
Realtor
Long & Foster Real Estate, Inc.
23 Years

Robin Reeder
Realtor
Long & Foster Real Estate, Inc.
16 Years

Leah Duncan
Associate Broker
Long & Foster Real Estate, Inc.
12 Years

Josh Reeder
Realtor
Long & Foster Real Estate, Inc.
6 Years

Amy Reeder
Realtor
Long & Foster Real Estate, Inc.
4 Years

Growth has a way of revealing what is possible. For the Reeder family, real estate began with momentum that never slowed down. What started with one person quickly expanded into a team effort, as opportunity, demand, and trust brought the entire family into the business, creating a story still unfolding today.

Where It All Began

Chris Reeder was the one who set everything in motion. At the time, she and her husband, Robin, were flipping houses while she maintained a full-time job. Real estate was not yet the primary focus, but it was clear that something was building.

That turning point came when she decided to get licensed. What followed happened quickly. Her business began to grow at a pace that made it impossible to ignore, eventually leading her to leave her full-time role and commit fully to real estate.

From there, momentum took over. What started as a one-person endeavor soon expanded into something much larger, and the team has now reached an incredible milestone of \$1 billion in total sales.

Stepping Into the Business

As the business grew, it became clear that Chris could not do it alone. She invited her husband to get licensed, bringing him into the fold as the first step toward what would become a true family operation.

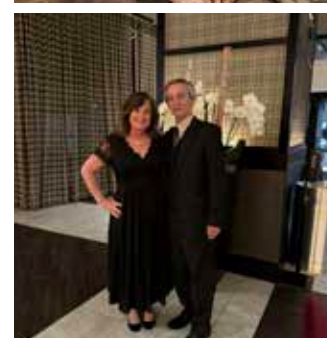
Over time, that circle widened. Their daughter joined and quickly established herself as a top producer, followed by their son and daughter-in-law, who each found their own place within the business. What began as a practical solution to growing demand turned into a multi-generational team.

“It’s wonderful,” Chris shares. “We can all help each other out and bounce ideas and issues off each other.” That collaboration has become a defining part of how they operate.

Working as One Team

Unlike some family businesses that operate independently, the Reeder family has built their success on collaboration. They work closely together, sharing responsibilities, supporting one another, and stepping in wherever needed.

There is an unspoken understanding that comes with working alongside family. Everyone knows the pace, the expectations, and the level of commitment required. It creates a sense of alignment that is difficult to replicate outside of a family dynamic.



“We treat our clients like family, and that’s what keeps everything moving forward.”

family. Loyalty, responsiveness, and consistency guide every interaction, creating relationships that often extend far beyond a single transaction.

This approach has also strengthened the family itself. They understand the demands of the business because they are living it together, supporting one another through both the challenges and the successes.

Beyond transactions, they are also building something tangible for the future, including investment properties that can be passed down to the next generation, creating long-term opportunities for their family.

Looking Toward Tomorrow

As the Reeder family looks ahead, the focus remains on both growth and stability. Their goal is not just to continue expanding their business, but to create lasting financial security and opportunities for future generations.

There is a clear sense that what they are building today will extend well beyond the present moment, shaped by the same work ethic and commitment that started it all.

For the Reeder family, real estate is more than a career. It is a shared journey, one that continues to evolve with each generation that steps into it.

At the same time, each member brings something different to the table. Their daughter balances a growing business with raising a young family, while their son has developed a strong interest in commercial and multi-unit investing. These differences allow the team to expand its reach while staying connected.

The Business Then and Now

Over the years, real estate has evolved, but one thing has remained constant for the Reeder family: the level of dedication required to succeed. Whether it is answering calls at all hours, responding to clients while on vacation, or dropping everything to meet a deadline, the

demands are understood and accepted by everyone in the family.

Chris has set a clear standard for how the business is run. “If you show up on time, you’re late,” she says, a mindset that reflects the level of discipline and professionalism she expects from the entire team.

That standard has helped shape not only their success but also their reputation.

Built on Loyalty and Commitment

At the core of the Reeder family’s business is a simple but powerful philosophy: treat every client like

THE STEINHOFF FAMILY

WHERE SHARED PURPOSE AND SERVICE BRING GENERATIONS TOGETHER



BY LARRA ROQUE

Eric Steinhoff
Realtor
LPT Realty, LLC
14 Years

Amy Steinhoff
Professional Certified Stager
Independent
13 Years

Brooke Steinhoff
Realtor
LPT Realty, LLC
8 Years

Erica Steinhoff
Realtor
LPT Realty, LLC
2 Years

There is something powerful about a family that chooses to build not just a business, but a shared purpose. For the Steinhoff family, real estate became that common ground, a place where individual paths, talents, and perspectives could come together in meaningful ways. What began as one man's vision has grown into a family-driven enterprise rooted in connection, service, and a deep appreciation for the people they serve.

Today, Steinhoff Properties is more than a team. It is a reflection of how a family works, grows, and succeeds together.

The First Step Into Real Estate

The foundation was laid in 2012, when Eric Steinhoff transitioned from a successful career in commercial franchising into residential real estate. With more than two decades of experience in sales and leadership, he brought with him a sharp understanding of negotiation and strategy, along with a desire to guide people through important life decisions.

What began as helping neighbors and friends steadily grew through referrals, built on trust and results. Over time, his approach became known for its consistency and care, and the business expanded naturally. As demand increased, he invited his family to join him, transforming a growing practice into something more enduring.

Following the Path

For the next generation, the decision to enter real estate was shaped by what they witnessed firsthand. They saw not only the success their father achieved, but the relationships he built along the way. Clients returned again and again, not simply for transactions, but for guidance they trusted.

“Once someone becomes our client, they’re a client for life.”

“We watched our father thrive while helping people through meaningful milestones,” the family shares. That exposure made it clear that real estate was not just a profession, but an opportunity to serve others in a lasting way.

Each family member brought a unique background into the business. From aviation and biology to healthcare, their experiences shaped how they approached clients, allowing them to offer thoughtful, well-rounded support at every stage of the process.

Independent Strengths, Shared Roots

Working together as a family comes naturally for the Steinhoffs. They enjoy one another's company, and that connection carries into their professional lives. Still, their success is not built on doing everything the same way.



Each member operates with a level of independence, focusing on their strengths while stepping in collaboratively when needed. Whether navigating complex negotiations or offering multiple perspectives on a transaction, their ability to balance autonomy with teamwork allows them to deliver a higher level of service.

As they explain, “We balance individual focus with purposeful collaboration so every client gets exactly what they need.” It is a model that has strengthened both their business and their relationships.

Experience Across Generations

Like many family businesses, the Steinhoff team benefits from a blend of experience and innovation. The earlier generation emphasizes personal connection, strong negotiation, and relationship-building, while the next generation brings fresh energy through digital tools, marketing strategies, and evolving technologies.

Together, they create a well-rounded approach that meets clients wherever they are. While the tools may change, the core of the work remains rooted in trust, communication, and understanding.

The Values Behind the Business

At the center of everything the Steinhoffs do is a genuine commitment to people. They treat clients like family, not as a slogan, but as a standard



that shapes every interaction. That philosophy shows up in both large and small ways, from guiding clients through major life transitions to maintaining relationships long after the transaction is complete.

Their annual Thanksgiving pie giveaway has become a cherished tradition, offering a chance to reconnect with clients and celebrate the relationships they have built over time.

Their impact extends beyond real estate. Through volunteer work, fundraising efforts, and ongoing community involvement, they have made giving back a natural extension of their business. “Being able to serve our community together as a family is what makes this work so meaningful,” they share.

A Legacy in Motion

Looking ahead, the Steinhoff family is focused on building something that will last. Their goal is not only continued success, but a legacy defined by trust, integrity, and lasting relationships.

They envision a future where their business remains a place of connection, where clients return not just for real estate needs but as part of an extended community. Whether it is lending a moving truck years after a transaction or celebrating life milestones alongside their clients, they are committed to staying present long after the deal is done.

In every sense, the story of the Steinhoff family is still being written, shaped by shared values and a commitment to something greater than business alone.



BY LARRA ROQUE

THE LAVETTE-SHORB STANDARD OF SERVICE

A LEGACY THAT KEEPS EVOLVING

Liz Lavette Shorb
Associate Broker
Washington Fine Properties
39 Years

Murphy Shorb
Realtor
Washington Fine Properties
Early Career

There is something uniquely powerful about a business built between generations, especially when it is shaped by both shared history and evolving perspective. For Liz Lavette Shorb

and her daughter Murphy, real estate is not just a profession they share, but a partnership that continues to grow, blending decades of experience with a new generation's voice.

Their story stretches back far beyond Liz's own 39-year career. It begins with a grandmother whose determination left a lasting imprint on the family, and it continues today with a mother-daughter partnership that brings both continuity and new energy to the business.

The One Who Rebuilt It All

Long before Liz entered the industry, her grandparents were already deeply rooted in real estate as developers and investors. That early success, however, was wiped out during the Great Depression, forcing them to start over from scratch.

After the loss of her husband at a young age, Liz's grandmother refused to step away. Instead, she returned to the office every day, rebuilding not only her portfolio but her future. She shifted her focus to acquiring and managing residential properties, steadily growing her business again through persistence and discipline.

At a time when most women were expected to stay at home, she carved out her own professional path. Her work ethic and resilience became a defining influence in the family, setting a standard that would echo through the generations.

Finding Her Own Way

Despite her early exposure, Liz did not immediately follow the family path. She began her career working as an assistant



to the CEO of a major commercial real estate firm. It was there, at 25, that she made a pivotal decision. She wanted a career where success was directly tied to her own performance.

Initially hesitant, she was encouraged to consider residential sales. What once felt like a step away from her original plan soon revealed itself as an opportunity. Liz recognized a gap in the market and leaned into it, combining her competitive nature with a desire to build something meaningful.

She never looked back.

Years later, Murphy would face a similar crossroads. After graduating from the University of Chicago and beginning a career in copywriting, she found herself drawn back to the industry that had always been part of her life. What began as a long-running family joke about working together quickly became reality.

A Partnership That Clicks

Working side by side has brought a new dimension to their relationship. What stands out most is not just their shared work ethic, but the way they genuinely enjoy the process together.

“We want our name to mean something. Trust, collaboration, and a truly positive experience on every side of the deal.”

“It’s a lot of fun. We laugh all day,” they share.

Their roles are clearly defined. Liz leads the business, bringing decades of experience and strategic insight. Murphy supports across all areas, from marketing to client interaction, while steadily building her own book of business with Liz’s guidance close behind.



That balance allows both independence and collaboration. It also creates a rare dynamic where professional wins are deeply personal.

Each success carries a shared sense of pride, grounded in a full understanding of what it took to achieve it.

Rooted in Care

At the heart of their work is a deep commitment to care. Murphy sees it

clearly, not just as a professional value but as something she experienced growing up.

“She has always gone above and beyond in every possible way,” Murphy says of her mother. “Now I see that same level of care in how she serves her clients.”

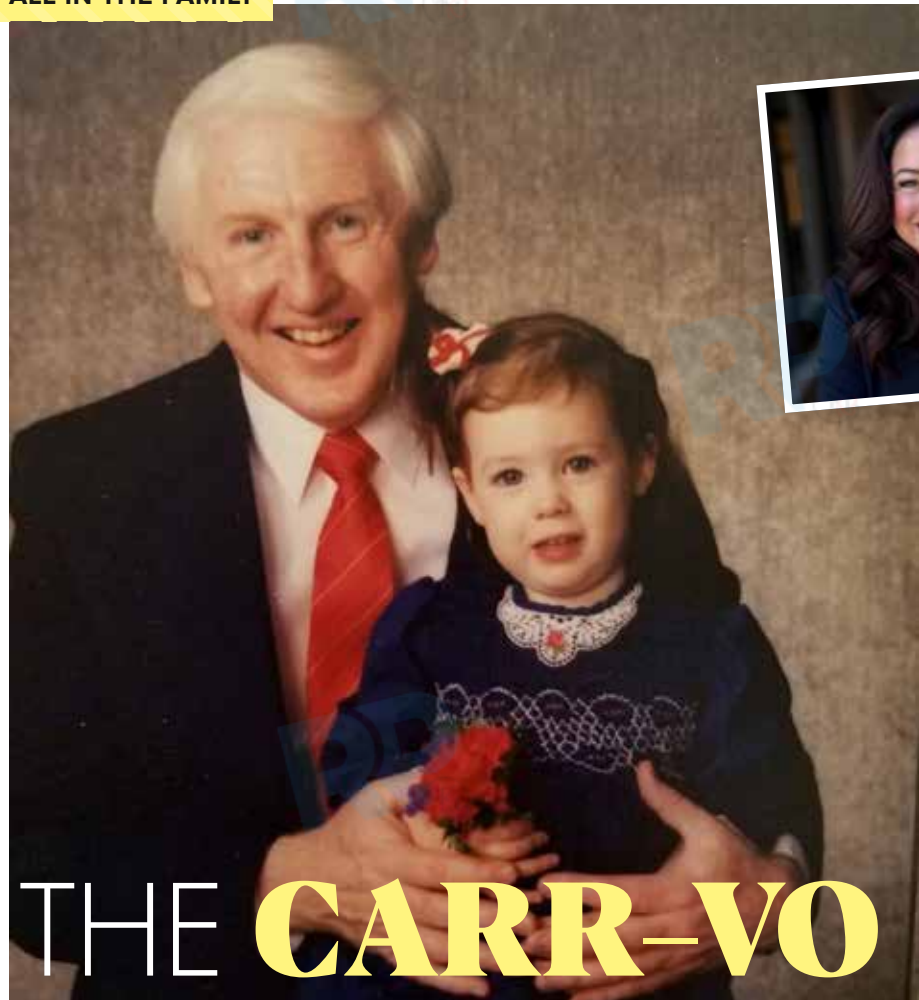
That mindset extends into every interaction. Problem-solving, creativity, and a strong sense of responsibility shape the way they guide clients through major life decisions. It is not simply about closing deals. It is about doing the job well, every time, with intention and integrity.

Looking Toward What’s Next

As their partnership continues to grow, so does their vision for the future. The goal is not only to build on what has already been established, but to ensure that the Lavette and Shorb name continues to represent something meaningful in the industry.

They want clients to feel immediate trust and confidence. They want other agents to welcome working alongside them, knowing the process will be smooth and collaborative.

In the end, their legacy is not defined by how long they have been in the business. It is defined by how they show up.



THE CARR-VO

LEGACY CONTINUING A LEGACY BUILT ON INTEGRITY

BY LARRA ROQUE

Bernie Carr
Founder
CARR Real Estate
30+ years

Jen Vo
Realtor
Keller Williams
Capital Properties

For Jen Vo, real estate was never something she stumbled into. Long before she ever considered the profession for herself, it was already woven into the fabric of her life.

Dinner table conversations often drifted toward negotiations, market shifts, and

the challenges of building a business. The industry was not just a career path in her family. It was part of their everyday world.

At the center of that world was her father, Bernie Carr. His journey into real estate did more than shape his own life. It built a foundation that continues to influence the way Jen approaches her work today.

In the Carr-Vo family, real estate has always represented more than transactions. It reflects resilience, integrity, and the belief that treating people well is the strongest strategy of all.

Where the Story Began

The family legacy began with Bernie Carr, a man whose path into real

estate was defined by determination and personal transformation.

After becoming sober, a commitment he maintained for 51 years until his passing in 2017, Bernie set out to create a stable future for his family.

Real estate became the vehicle that allowed him to build that future.

What started as a practical career choice soon turned into something extraordinary.

Over time, Bernie built CARR Real Estate into the largest brokerage in the Philadelphia suburbs, holding that distinction for thirty consecutive years in Delaware County, Pennsylvania. His influence extended well beyond his brokerage. He taught real estate at Temple University and served as President of the Pennsylvania Realtors Association, helping guide the profession for generations of agents.

Through every stage of his career, Bernie grounded his business in one simple principle: treat people right.

Growing Up in Real Estate

For Jen Vo, real estate was never unfamiliar territory. She grew up surrounded by conversations about listings, negotiations, and the ever-changing housing market. While other families might gather around the table discussing sports or television, the Carr household often found itself diving into business strategy.

“We always joked that while other families were sitting around the Thanksgiving table talking about



football, we were talking negotiation strategies,” Jen recalls.

Those early experiences gave her a natural comfort with the industry. The language of real estate was something she had been hearing her entire life.

Today, Jen carries the family legacy forward as an agent with Keller Williams Capital Properties, building her own business while honoring the lessons she learned from her father.

A Legacy That Continues

Although Jen and her father worked in different markets and at different stages of their careers, their connection through real estate remained constant.

For Jen, entering the same profession was more than just a career decision. It was a meaningful way to continue something her father built with such dedication.

Even after Bernie’s passing in 2017, his influence continues to shape the way she approaches her work. Every negotiation, every client relationship, and every professional decision reflects the values she watched him demonstrate throughout her life.

In many ways, her career has become a continuation of his story.

Changing Times, Shared Values

Like any industry, real estate has evolved significantly over the years.

For Bernie, success was rooted in relationships, reputation, and community presence. For Jen, those same principles still apply, though the tools surrounding the business have transformed.

Technology now plays a central role in how agents market homes, communicate with clients, and manage transactions.

Despite these shifts, the core of the business remains unchanged. Relationships continue to drive results.

Carrying the Values Forward

The most enduring lesson Jen carries from her father is simple: treating people right will always lead to success.

That philosophy guides the way she interacts with clients and colleagues alike. It shapes her approach to negotiations and reinforces the idea that integrity and respect are

“Treating people right will ensure you’re winning.”

not only personal values but powerful business principles.

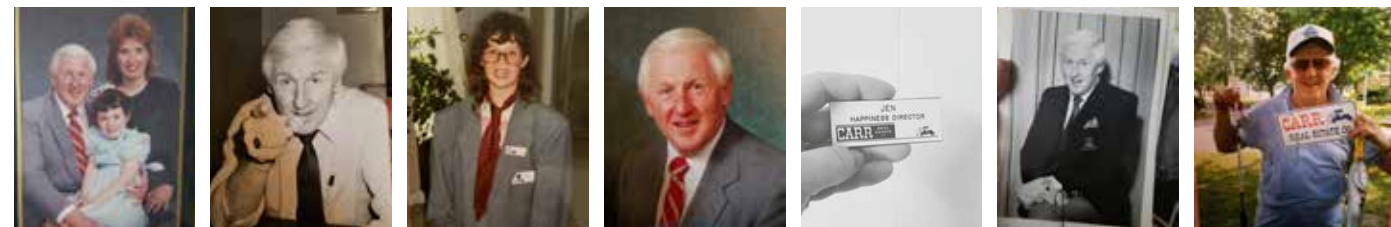
Growing up in a real estate family gave Jen an instinctive understanding of the industry. More importantly, it gave her perspective on what truly sustains a long career. Reputation matters.

The Next Chapter

Jen already represents the next generation of the Carr-Vo real estate story, but the legacy may continue even further.

Her daughter has already expressed interest in becoming a Realtor someday, hinting that a third generation may eventually carry the family tradition forward.

If that happens, it will mark another chapter in a story that began decades ago with a man determined to build a better life for his family.



DC METRO & NOVA REAL PRODUCERS'

Awards Gala

March 12, 2026

PHOTOS BY RYAN CORVELLO

A Night of Recognition: DC & NOVA Real Producers Awards GALA

The DC & NOVA Real Producers Awards GALA was a breathtaking celebration of excellence, leadership, and community — an evening designed to honor the agents and partners who continue to elevate the real estate industry across both markets.

Hosted at Culture in Washington, DC, the GALA welcomed top-producing agents and trusted partners into an elegant, elevated atmosphere worthy of the achievements being celebrated. From the anticipation of award announcements to the pride shared among peers, the evening was filled with moments that reflected the strength and unity of the Real Producers community.

The Awards GALA stands as a cornerstone event for DC & NOVA Real Producers — not only recognizing success, but celebrating the stories, dedication, and relationships behind it. Winners were honored, nominees applauded, and the entire room shared in the joy of collective achievement.

We extend our deepest thanks to our event sponsors — **Units NOVA, My Pro Movers & Storage, Pruitt Title, J & J Painting, CMG Home Loans, Moyer & Sons Moving & Storage, SERVPRO, Chalet Settlements, Ink'd** — whose generous support made this premier celebration possible.

Every unforgettable moment was beautifully preserved through **Ryan Corvello's photography**, while **Studio R's video coverage** captured the emotion and elegance of the evening, allowing the experience to live on long after the final award was presented.

Thank you to everyone who attended and helped make this GALA such a powerful celebration of excellence. We are honored to serve this community and look forward to continuing to recognize and celebrate its leaders in the years ahead.

For more information on upcoming DC & NOVA Real Producers events, please contact info@dcmetrorealproducers.com or info@novarealproducers.com.



Congratulations to Our

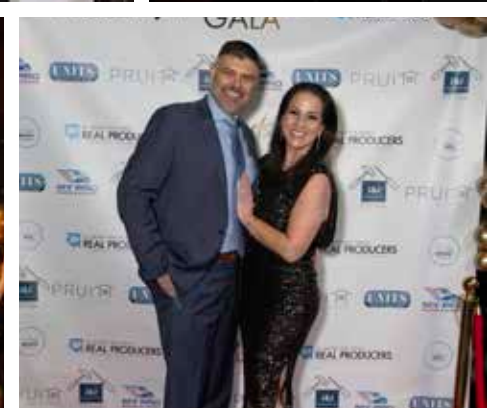
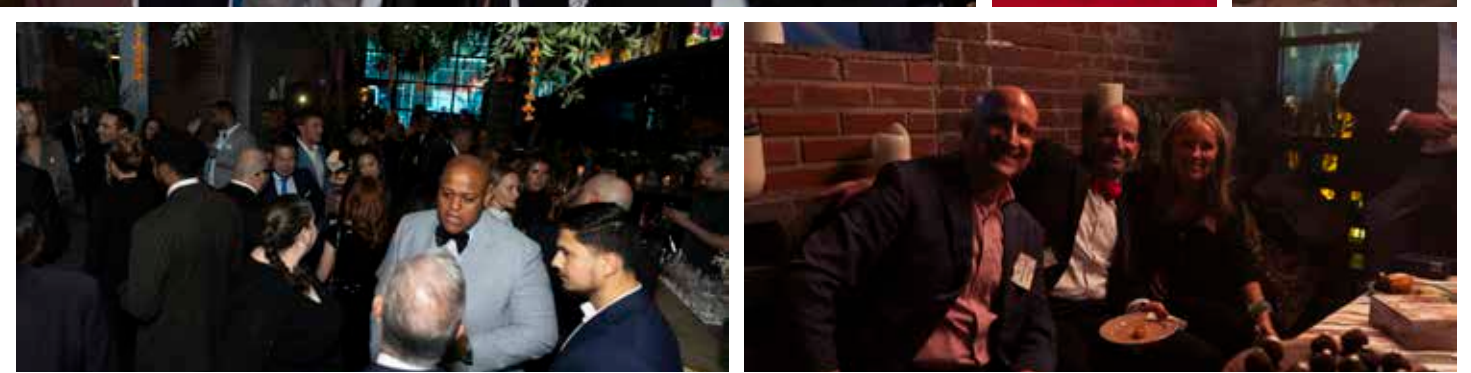
DC METRO REAL PRODUCERS' WINNERS

With thousands of votes cast, this truly represents the strength and voice of our community. Congratulations to this year's winners:

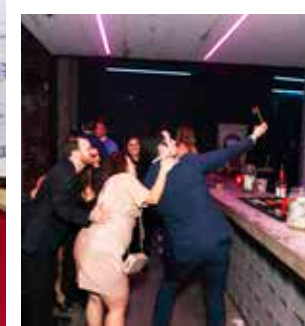
- Real Producer of the Year:** Keith James
- Team of the Year:** Jonathan Lahey
- Rising Star of the Year:** Moti Shiferaw
- Broker/Owner of the Year:** Kymber Lovett-Menkiti
- Partner of the Year:** Kayla Pereira
- Social Media Marketer of the Year:** Dustin Cabrera
- Class Act Award:** Christine Nieva
- Leader of the Year:** Harrison Beacher
- Impact Award:** Cheryl Abrams Davis
- Ultimate Connector:** Molly Branson
- Legends in Real Estate:** Vincent Ekuban

Your dedication, leadership, and impact continue to elevate this industry and inspire those around you.





CONTINUED ▶



CULTURE

CULTURE

DC

Where Creativity, Energy,
and Experience Collide

Tucked into the evolving Ivy City corridor, Culture DC is more than just a venue—it's an immersive experience designed to bring people together through music, art, and connection. Located at 2066 Fenwick Street NE, this dynamic space has quickly become one of Washington, DC's most versatile destinations for unforgettable events.

At its core, Culture is built around the idea of transformation. The space effortlessly shifts from a high-energy concert hall to an interactive art gallery or an elevated private event setting, creating a backdrop that feels fresh and engaging every time you walk through the doors.

With soaring ceilings, a customizable layout, and full-scale production capabilities, Culture is designed to host everything from intimate gatherings to large-scale celebrations. The venue accommodates hundreds of guests, while still maintaining a sense of intimacy that keeps the energy personal and connected.

What truly sets Culture apart is its commitment to experience. Every detail—from the lighting and sound

to the flow of the space—is curated to encourage interaction and elevate the moment. Whether it's a live DJ set, a networking event, or a curated social gathering, the environment invites guests to engage, connect, and stay present.

The venue also embraces a wide range of cultural influences, regularly hosting events that span genres and communities, from electronic music and hip-hop to art-driven experiences. This diversity is intentional, reflecting Culture's mission to create a space rooted in creativity, inclusivity, and shared energy.

For our most recent event, Culture delivered exactly what its name promises—a vibrant atmosphere, seamless execution, and an energy that carried throughout the night. It's the kind of place that doesn't just host an event—it becomes part of it.

Culture DC proves that when the right space meets the right people, the result is something unforgettable.

*Culture: 2066 Fenwick St NE,
Washington, DC
<https://www.culturedc.com/>*



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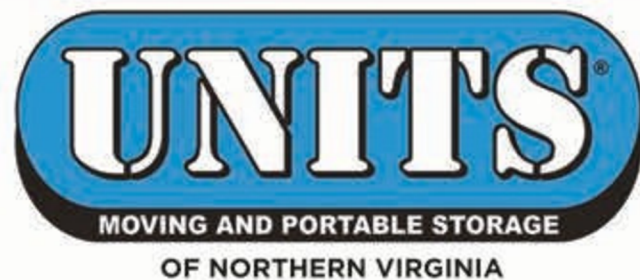


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TOP 250 STANDINGS - BY VOLUME

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
1	Michael W Rankin	TTR Sotheby's International Realty	3	\$11,250,000	3	\$32,049,000	6	\$43,299,000
2	Daniel M Heider	TTR Sotheby's International Realty	5.5	\$30,019,000	3	\$4,082,625	8.5	\$34,101,625
3	Kira Epstein Begal	Washington Fine Properties	6.5	\$12,075,000	10	\$16,903,000	16.5	\$28,978,000
4	Christopher Craddock	eXp Realty	33	\$16,190,659	14	\$9,717,475	47	\$25,908,134
5	Dana Rice	Compass	11	\$15,400,438	4.5	\$10,241,421	15.5	\$25,641,859
6	Jay Day	LPT Realty	32.5	\$22,250,636	1	\$379,900	33.5	\$22,630,536
7	Erich W Cabe	Compass	8.5	\$16,736,500	2.5	\$4,132,629	11	\$20,869,129
8	Michael Aubrey	BHHS PenFed Realty	0	\$0	16	\$19,740,200	16	\$19,740,200
9	Nancy S. Itteilag	Washington Fine Properties	9	\$16,570,000	3	\$3,166,500	12	\$19,736,500
10	Barak Sky	Serhant	6	\$7,437,000	14	\$11,662,500	20	\$19,099,500
11	Mandy Kaur	Redfin Corporation	16	\$10,152,500	11	\$8,320,000	27	\$18,472,500
12	Karen D Rollings	eXp Realty	22	\$16,251,725	4	\$1,835,000	26	\$18,086,725
13	Rong Ma	Libra Realty	5	\$5,047,000	12	\$12,275,500	17	\$17,322,500
14	Cara Pearlman	Compass	5.5	\$9,890,000	5	\$7,120,200	10.5	\$17,010,200
15	Robert Hryniewicki	TTR Sotheby's International Realty	6	\$13,192,500	1	\$3,068,750	7	\$16,261,250
16	Angie Hashempour	Hometime Realty	3	\$3,525,000	1	\$11,840,000	4	\$15,365,000
17	Sina Mollaani	Compass	1	\$402,500	19	\$14,843,887	20	\$15,246,387
18	Craig P Marsh	Marsh Realty	12.5	\$4,790,856	31	\$10,453,239	43.5	\$15,244,095

Disclaimer: Information based on closed MLS data and supplemental data provided by Everynook, as of April 6, 2026, for residential sales from January 1, 2026, to March 31, 2026, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C.; and Frederick, Montgomery, and Prince Georges counties in Maryland. Numbers not reported by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report data under an individual agent's MLS ID.

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- Add any off-market transactions
- Confirm your preferences

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TOP 250 STANDINGS - BY VOLUME

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
19	Chris R Reeder	Long & Foster Real Estate	17	\$7,918,799	13	\$6,543,000	30	\$14,461,799
20	Avi Galanti	Compass	2	\$7,800,000	4	\$6,385,000	6	\$14,185,000
21	Nathan J Guggenheim	Washington Fine Properties	5	\$4,542,725	11	\$9,578,500	16	\$14,121,225
22	Eric P Stewart	Long & Foster Real Estate	11.5	\$13,697,000	0	\$0	11.5	\$13,697,000
23	Lenore G Rubino	Washington Fine Properties	4	\$6,493,750	4	\$6,930,000	8	\$13,423,750
24	Anne Stevenson	Washington Fine Properties	1.5	\$3,105,000	3	\$10,124,000	4.5	\$13,229,000
25	Kara K Sheehan	TTR Sotheby's International Realty	2	\$9,462,000	1	\$3,765,000	3	\$13,227,000
26	Jessica G Evans	Compass	4	\$3,043,500	6	\$9,951,500	10	\$12,995,000
27	Sheena Saydam	Keller Williams Capital Properties	10.5	\$6,401,450	8.5	\$6,580,300	19	\$12,981,750
28	Nurit Coombe	The Agency DC	10	\$9,441,500	3.5	\$3,002,400	13.5	\$12,443,900
29	Nancy W Taylor Bubes	Washington Fine Properties	4	\$10,982,500	1	\$1,300,000	5	\$12,282,500
30	Barbara C Nalls	TTR Sotheby's International Realty	6	\$9,655,000	2	\$2,481,355	8	\$12,136,355
31	Hans L Wydler	Compass	3.5	\$8,495,998	0.5	\$3,600,000	4	\$12,095,998
32	Molly Branson	TTR Sotheby's International Realty	9.5	\$7,108,450	4	\$4,670,000	13.5	\$11,778,450
33	Tracy D. Goins	Keller Williams Preferred Properties	28	\$11,570,090	0	\$0	28	\$11,570,090
34	Shari R Gronvall	Compass	2	\$2,960,000	5	\$8,497,500	7	\$11,457,500
35	Megan Stohner Conway	Compass	2.5	\$3,968,500	6	\$7,329,500	8.5	\$11,298,000
36	Trent D Heminger	Compass	9.5	\$8,609,950	2.5	\$2,231,000	12	\$10,840,950
37	Kimberly A Cestari	Long & Foster Real Estate	8	\$10,787,000	0	\$0	8	\$10,787,000
38	Joel S Nelson	Keller Williams Capital Properties	9	\$9,272,500	2	\$1,461,000	11	\$10,733,500
39	Carl G Becker	Premier Properties	2	\$7,445,000	2	\$3,250,000	4	\$10,695,000
40	Charles Dudley	Compass	5	\$6,803,950	3.5	\$3,712,500	8.5	\$10,516,450
41	Karen A Barker	TTR Sotheby's International Realty	1	\$1,337,500	1.5	\$9,025,000	2.5	\$10,362,500
42	James M Coley	Long & Foster Real Estate	7	\$8,362,500	4	\$1,939,200	11	\$10,301,700
43	Alejandro Martinez	The Agency DC	11	\$7,279,250	7	\$2,964,500	18	\$10,243,750
44	Carlos A Garcia	Keller Williams Capital Properties	5	\$6,865,000	4	\$3,316,000	9	\$10,181,000
45	Jacqueline T Appel	Washington Fine Properties	0.5	\$3,750,000	3	\$6,324,000	3.5	\$10,074,000
46	Jeremy Lichtenstein	RLAH @properties	5	\$10,019,000	0	\$0	5	\$10,019,000
47	Carolyn Sappenfield	TTR Sotheby's International Realty	3	\$4,113,000	5	\$5,811,270	8	\$9,924,270
48	Maryanne P Fiorita	Long & Foster Real Estate	6	\$4,163,900	4	\$5,640,900	10	\$9,804,800
49	Theodore Adamstein	TTR Sotheby's International Realty	1.5	\$7,605,000	1	\$2,075,000	2.5	\$9,680,000
50	Samuel Medvene	Century 21 Redwood Realty	4.5	\$3,890,000	6	\$5,688,595	10.5	\$9,578,595
51	Adam T Rackliffe	TTR Sotheby's International Realty	1.5	\$4,175,000	1.5	\$5,161,250	3	\$9,336,250
52	Lauren M Hatten	Long & Foster Real Estate	0	\$0	1	\$9,050,000	1	\$9,050,000
53	Mehrnaz Bazargan	Redfin Corporation	4	\$3,338,000	11	\$5,639,500	15	\$8,977,500
54	Andrew J Hopley	Keller Williams Realty Centre	9.5	\$5,115,250	6.5	\$3,850,000	16	\$8,965,250

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
55	William C.D. Burr	TTR Sotheby's International Realty	4.5	\$6,581,000	1.5	\$2,199,500	6	\$8,780,500
56	Kimberly A. Casey	TTR Sotheby's International Realty	4	\$4,405,450	2	\$4,275,000	6	\$8,680,450
57	Tyler F Siperko	Compass	3	\$4,001,700	3.5	\$4,620,000	6.5	\$8,621,700
58	Lisa R Stransky	Washington Fine Properties	2.5	\$3,470,000	3	\$5,135,000	5.5	\$8,605,000
59	Meredith L Margolis	Compass	6	\$6,313,500	3	\$2,289,999	9	\$8,603,499
60	Lauren E Davis	TTR Sotheby's International Realty	3	\$6,555,000	1	\$1,995,000	4	\$8,550,000
61	Sara Azani	Compass	3.5	\$1,927,500	4	\$6,590,000	7.5	\$8,517,500
62	Jonathan S Lahey	eXp Realty	8	\$3,807,000	7	\$4,709,000	15	\$8,516,000
63	Stephen E Schuck	Compass	4	\$4,645,500	2.5	\$3,600,500	6.5	\$8,246,000
64	Miguel Jubiz	eXp Realty	9	\$4,926,980	6	\$3,285,855	15	\$8,212,835
65	Jennifer S Smira	Compass	9	\$7,148,750	1	\$1,062,500	10	\$8,211,250
66	Eva M Davis	Compass	1.5	\$2,123,500	4.5	\$6,072,500	6	\$8,196,000
67	Helen Trybus	Long & Foster Real Estate	5	\$7,146,000	1	\$1,030,000	6	\$8,176,000
68	James Bass	Real Estate Teams	9.5	\$4,677,000	5	\$3,460,000	14.5	\$8,137,000
69	Xuri Wang	Hometown Elite Realty	5	\$8,005,000	0	\$0	5	\$8,005,000
70	Jennifer Touchette	Compass	4.5	\$4,424,500	4	\$3,562,899	8.5	\$7,987,399
71	William Fastow	TTR Sotheby's International Realty	1	\$1,900,000	1	\$6,075,000	2	\$7,975,000
72	Patricia A Smith	Compass	0	\$0	7	\$7,913,900	7	\$7,913,900

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TOP 250 STANDINGS - BY VOLUME

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
73	Robert Jenets	Stuart & Maury	3	\$5,556,000	1	\$2,295,000	4	\$7,851,000
74	Deanna Smith Rippeon	Charis Realty Group	8	\$5,855,997	2	\$1,990,000	10	\$7,845,997
75	Janice A Pouch	Compass	4	\$4,245,000	2	\$3,598,500	6	\$7,843,500
76	Andre Margutti	Redfin Corporation	5	\$4,465,000	4	\$3,259,900	9	\$7,724,900
77	Jeffrey M Wilson	TTR Sotheby's International Realty	2.5	\$4,532,000	2	\$3,153,000	4.5	\$7,685,000
78	Michelle C Yu	Long & Foster Real Estate	5.5	\$6,901,250	1	\$736,500	6.5	\$7,637,750
79	Omer Muktar Reshid	Real Broker	5	\$4,957,437	4	\$2,657,500	9	\$7,614,937
80	Jan Brito	Compass	7.5	\$7,447,500	0	\$0	7.5	\$7,447,500
81	Nathan B Dart	RE/MAX Realty Group	8	\$7,441,000	0	\$0	8	\$7,441,000
82	Marjorie S Halem	Compass	2.5	\$2,356,000	3	\$5,070,000	5.5	\$7,426,000
83	Delaney Clarke	RE/MAX United Real Estate	7	\$3,283,400	8	\$4,107,050	15	\$7,390,450
84	Brenda J Mejia	Compass	3	\$3,755,000	6	\$3,585,000	9	\$7,340,000
85	Mark Oliver Meyerdirk	Urban Brokers	7	\$4,745,000	2	\$2,580,000	9	\$7,325,000
86	Kyle Meeks	TTR Sotheby's International Realty	2	\$3,840,000	2	\$3,345,000	4	\$7,185,000
87	Daniel Brewer	Compass	3	\$3,480,000	3	\$3,673,730	6	\$7,153,730
88	Adewemimo D Collins	Redfin Corporation	9	\$5,158,000	3.5	\$1,982,500	12.5	\$7,140,500
89	Marin Hagen	Coldwell Banker Realty	2.5	\$4,181,000	2.5	\$2,908,000	5	\$7,089,000
90	Aryan Frizhandi	Long & Foster Real Estate	2.5	\$1,103,500	5	\$5,902,000	7.5	\$7,005,500
91	Patricia G Mills	Charis Realty Group	8	\$4,922,000	6	\$2,064,535	14	\$6,986,535
92	Lori M Leasure	Washington Fine Properties	2	\$3,683,500	3	\$3,295,000	5	\$6,978,500
93	Pamela B Wye	Compass	1.5	\$2,477,000	2	\$4,490,000	3.5	\$6,967,000
94	Annabel Burch-Murton	Compass	3	\$3,425,000	2	\$3,434,000	5	\$6,859,000
95	Keith James	Keller Williams Capital Properties	2	\$851,004	11	\$5,978,600	13	\$6,829,604
96	Silvana P Dias	RLAH @properties	2	\$1,600,000	6	\$5,222,500	8	\$6,822,500
97	Kevin Gray	Compass	3	\$4,885,000	2	\$1,890,000	5	\$6,775,000
98	Susan Van Nostrand	Compass	5	\$6,770,000	0	\$0	5	\$6,770,000
99	Meredith M Fogle	The List Realty	7	\$6,744,899	0	\$0	7	\$6,744,899
100	Karen A Kelly	Compass	4	\$5,984,605	1	\$759,000	5	\$6,743,605
101	Marco Stilli	TTR Sotheby's International Realty	1	\$460,000	2	\$6,170,000	3	\$6,630,000
102	Chelsea Lanise Traylor	Redfin Corporation	10	\$6,154,000	1	\$466,000	11	\$6,620,000
103	Jeannie J. Kim	Coldwell Banker Realty	3	\$1,597,500	7	\$4,993,500	10	\$6,591,000
104	Alex Guckenberger	Compass	0	\$0	5.5	\$6,533,500	5.5	\$6,533,500
105	Adam M Isaacson	TTR Sotheby's International Realty	2	\$874,000	3	\$5,625,000	5	\$6,499,000
106	Tiernan J Dickens	Redfin Corporation	3	\$3,290,000	3	\$3,145,000	6	\$6,435,000
107	Tim Barley	Barley & Barley Real Estate	4.5	\$5,437,500	1.5	\$990,250	6	\$6,427,750
108	Pamela M Powers	Coldwell Banker Realty	2	\$782,000	5	\$5,608,265	7	\$6,390,265

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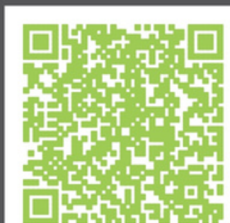
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TOP 250 STANDINGS - BY VOLUME

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
109	Samantha Johnson	Keller Williams Preferred Properties	4	\$5,660,000	2	\$688,900	6	\$6,348,900
110	Katherine Hennigan	Corcoran McEneaney	2	\$3,345,000	2	\$2,925,513	4	\$6,270,513
111	Thomas G Wilson	Long & Foster Real Estate	3	\$5,779,950	1	\$470,000	4	\$6,249,950
112	Anslie Stokes Milligan	Corcoran McEneaney	3	\$4,627,664	1	\$1,575,000	4	\$6,202,664
113	Tyler A Jeffrey	TTR Sotheby's International Realty	2	\$1,083,250	3.5	\$5,117,500	5.5	\$6,200,750
114	Micah Smith	TTR Sotheby's International Realty	1.5	\$2,165,000	1.5	\$4,032,500	3	\$6,197,500
115	Cheryl R Leahy	Compass	4.5	\$4,963,750	1.5	\$1,233,500	6	\$6,197,250
116	Sylvia Bergstrom	Coldwell Banker Realty	2.5	\$4,181,000	1.5	\$2,008,000	4	\$6,189,000
117	Christopher R Leary	TTR Sotheby's International Realty	2	\$6,072,500	0	\$0	2	\$6,072,500
118	Dagmawi Alemayehu	Samson Properties	3	\$1,449,900	8	\$4,609,000	11	\$6,058,900
119	Gail A. Chisholm	Compass	3	\$5,144,999	1	\$900,000	4	\$6,044,999
120	Melanie Davis	Samson Properties	5	\$3,483,000	5	\$2,492,000	10	\$5,975,000
121	Colin R Mckevitt	Real Broker	4	\$2,809,900	2	\$3,155,000	6	\$5,964,900
122	Robert Alexander Scott	Samson Properties	0.5	\$334,950	13	\$5,623,900	13.5	\$5,958,850
123	Jennifer K Knoll	Compass	1	\$2,495,000	1	\$3,450,000	2	\$5,945,000
124	Itamar Simhony	The Agency DC	3.5	\$4,509,000	1.5	\$1,427,500	5	\$5,936,500
125	Ellen G Abrams	TTR Sotheby's International Realty	0	\$0	1.5	\$5,910,000	1.5	\$5,910,000
126	John Coleman	Keller Williams Capital Properties	3	\$1,255,500	5	\$4,637,000	8	\$5,892,500
127	Paniz Asgari	Compass	4	\$3,666,001	3	\$2,211,150	7	\$5,877,151
128	Bobbi Prescott	RE/MAX Results	6	\$4,618,100	3	\$1,258,000	9	\$5,876,100
129	Michael R Brennan	Compass	5.5	\$5,872,500	0	\$0	5.5	\$5,872,500
130	Ronald S. Sitrin	Long & Foster Real Estate	2	\$1,259,000	4.5	\$4,587,500	6.5	\$5,846,500
131	Amirreza Eslamnejad	Compass	2	\$2,219,639	3	\$3,625,000	5	\$5,844,639
132	Cari H. Jordan	RLAH @properties	6	\$4,502,555	2	\$1,338,000	8	\$5,840,555
133	Alan Chargin	Keller Williams Capital Properties	0	\$0	7	\$5,831,756	7	\$5,831,756
134	Daniel Kotz	Serhant	2	\$3,625,000	2	\$2,200,000	4	\$5,825,000
135	Elaine S. Koch	TTR Sotheby's International Realty	6	\$4,191,525	2	\$1,630,000	8	\$5,821,525
136	Judy G Cranford	Cranford & Associates	2	\$1,330,000	3	\$4,475,000	5	\$5,805,000
137	Thomas S Buerger	Compass	5.5	\$3,255,000	5	\$2,543,000	10.5	\$5,798,000
138	Leah Fernandez	Compass	1	\$1,060,000	2	\$4,715,000	3	\$5,775,000
139	Hazel Shakur	Redfin Corporation	9	\$4,795,000	3	\$960,000	12	\$5,755,000
140	Casey C Aboulafia	Compass	2.5	\$2,216,500	2.5	\$3,511,000	5	\$5,727,500
141	Arina A Voznesenskaya	Compass	2	\$2,535,000	4	\$3,164,000	6	\$5,699,000
142	Jeremy Rosenthal	Long & Foster Real Estate	7	\$3,779,262	1	\$1,890,000	8	\$5,669,262
143	Hope A Cullen	Coldwell Banker Realty	2	\$2,850,000	1	\$2,800,000	3	\$5,650,000
144	Stephanie Bredahl	Compass	1	\$439,000	3	\$5,210,000	4	\$5,649,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
145	Mary Noone	Compass	0.5	\$1,400,000	2	\$4,215,000	2.5	\$5,615,000
146	Rebecca Weiner	Compass	3.5	\$3,397,500	2.5	\$2,216,681	6	\$5,614,181
147	Daniel W Hozhabri	Keller Williams Realty Centre	6	\$2,846,636	5.5	\$2,764,000	11.5	\$5,610,636
148	Victor R Llewellyn	Long & Foster Real Estate	5.5	\$3,779,000	2.5	\$1,829,500	8	\$5,608,500
149	Arash Shirazi	Compass	0.5	\$462,500	3	\$5,135,000	3.5	\$5,597,500
150	Kevin Anthony Conto	Redfin Corporation	2	\$1,010,000	4	\$4,576,210	6	\$5,586,210
151	Tohmai Smith	RLAH @properties	6	\$2,996,101	4	\$2,482,855	10	\$5,478,956
152	Reginald E Harrison	Redfin Corporation	1	\$415,000	8	\$5,043,300	9	\$5,458,300
153	Daniel A Llerena	RLAH @properties	4	\$5,065,000	1	\$390,000	5	\$5,455,000
154	Dorothy M Bistransin	Redfin Corporation	9	\$4,769,700	2	\$676,500	11	\$5,446,200
155	Ioannis Konstantopoulos	TTR Sotheby's International Realty	1	\$2,515,000	5	\$2,894,500	6	\$5,409,500
156	Courtney Abrams	TTR Sotheby's International Realty	2	\$1,620,000	2.5	\$3,784,500	4.5	\$5,404,500
157	Lauren B Pillsbury	Washington Fine Properties	1.5	\$5,402,500	0	\$0	1.5	\$5,402,500
158	Kalonji Foreman	Compass	3.5	\$1,492,000	7.5	\$3,906,250	11	\$5,398,250
159	Mary G Ehrgood	Washington Fine Properties	1	\$2,295,000	1	\$3,100,000	2	\$5,395,000
160	Jocelyn I Vas	RLAH @properties	1	\$477,000	5	\$4,892,500	6	\$5,369,500
161	Christopher D Ritzert	TTR Sotheby's International Realty	0.5	\$1,600,000	1.5	\$3,757,500	2	\$5,357,500
162	Wendy I Banner	Compass	3	\$5,332,500	0	\$0	3	\$5,332,500

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LOANS CLOSED

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AMOUNT

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TOP 250 STANDINGS - BY VOLUME

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
163	Amanda J Provost	Compass	2	\$2,600,000	2	\$2,695,000	4	\$5,295,000
164	Kyle Jason Colliflower	Charis Realty Group	1.5	\$408,750	11	\$4,867,967	12.5	\$5,276,717
165	Keene Taylor Jr.	Compass	3.5	\$2,761,000	1.5	\$2,515,000	5	\$5,276,000
166	Jennifer T Chow	RLAH @properties	1.5	\$950,000	5.5	\$4,315,000	7	\$5,265,000
167	Christopher Junior	Redfin Corporation	1	\$680,000	7	\$4,582,350	8	\$5,262,350
168	Katherine Krevor	RLAH @properties	2.5	\$2,865,680	2	\$2,375,000	4.5	\$5,240,680
169	Theresa Taylor	TTR Sotheby's International Realty	5	\$4,928,018	1	\$261,000	6	\$5,189,018
170	Richard S Prigal	RLAH @properties	3.5	\$3,377,500	3	\$1,790,000	6.5	\$5,167,500
171	Amanda Briggs	Compass	2	\$1,087,500	4	\$4,077,500	6	\$5,165,000
172	Dallen Barry Russell	Long & Foster Real Estate	1	\$265,000	5	\$4,885,000	6	\$5,150,000
173	Samuel Dweck	TTR Sotheby's International Realty	4	\$3,080,000	2	\$2,042,018	6	\$5,122,018
174	Lisa C. Sabelhaus	RE/MAX Town Center	4.5	\$3,613,250	2.5	\$1,494,500	7	\$5,107,750
175	Kayla Skurski	Century 21 Redwood Realty	3	\$1,074,000	12	\$4,008,787	15	\$5,082,787
176	Veronique Onteniente	TTR Sotheby's International Realty	1.5	\$1,598,500	2	\$3,450,000	3.5	\$5,048,500
177	Shaila S Sharmeen	HomeSmart	0	\$0	4	\$5,040,000	4	\$5,040,000
178	Hugh Mcdermott	TTR Sotheby's International Realty	1	\$2,180,000	1	\$2,850,000	2	\$5,030,000
179	Eduardo Daboud	Homeview Real Estate	3	\$939,900	10	\$4,086,362	13	\$5,026,262
180	Cami Elizabeth Noble	eXp Realty	8	\$4,360,772	1	\$642,500	9	\$5,003,272
181	Joshua D Ross	RE/MAX Realty Services	1	\$620,000	2	\$4,365,000	3	\$4,985,000
182	Katherine Foster-Bankey	Compass	0.5	\$1,400,000	4	\$3,575,000	4.5	\$4,975,000
183	Phoenix E Wright	Compass	5	\$3,616,999	1	\$1,350,000	6	\$4,966,999
184	Daniel F Metcalf	Perennial Real Estate	5.5	\$4,960,000	0	\$0	5.5	\$4,960,000
185	George Papakostas	Long & Foster Real Estate	3	\$1,682,500	4	\$3,273,000	7	\$4,955,500
186	Eileen Mcgrath	Washington Fine Properties	0.5	\$1,537,500	1	\$3,400,000	1.5	\$4,937,500
187	Kiros Asmamaw	Heymann Realty	2	\$750,000	8	\$4,185,000	10	\$4,935,000
188	Jack W Wang	RLAH @properties	3	\$2,000,000	3	\$2,926,900	6	\$4,926,900
189	Jami Rankin	Redfin Corporation	1	\$555,000	5	\$4,368,500	6	\$4,923,500
190	Thomas P Daley	Keller Williams Capital Properties	2	\$2,675,000	1	\$2,240,000	3	\$4,915,000
191	Daryl Gayhardt	Central Properties	5	\$2,936,400	6	\$1,967,990	11	\$4,904,390
192	Adam J Murphy	RE/MAX Realty Centre	6	\$3,329,700	3.5	\$1,574,500	9.5	\$4,904,200
193	Joan Stansfield	Samson Properties	5	\$4,373,000	1	\$530,000	6	\$4,903,000
194	Bret L Merson	Keller Williams Realty Centre	5	\$3,297,499	4	\$1,597,000	9	\$4,894,499
195	Christopher Polhemus	Long & Foster Real Estate	1	\$2,155,000	1	\$2,725,000	2	\$4,880,000
196	Jessica G Kreiser	RE/MAX Town Center	1	\$1,265,000	4	\$3,584,500	5	\$4,849,500
197	Margaret M. Babbington	Compass	8	\$3,552,400	1.5	\$1,289,500	9.5	\$4,841,900
198	Brian P Maury	Compass	1	\$3,568,139	1	\$1,265,000	2	\$4,833,139

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
199	David C Shotwell	Compass	1	\$710,000	2	\$4,084,000	3	\$4,794,000
200	Katri I Hunter	Compass	1	\$499,500	5	\$4,291,450	6	\$4,790,950
201	Vilasini Wright	Wright Real Estate	6	\$3,132,501	2	\$1,655,000	8	\$4,787,501
202	Colleen Rose Kerrigan	Redfin Corporation	2	\$890,000	6	\$3,894,000	8	\$4,784,000
203	Gali Jeanette Sapir	Perennial Real Estate	2.5	\$1,282,000	4	\$3,478,000	6.5	\$4,760,000
204	Sarah Jacobs	Washington Fine Properties	1	\$2,850,000	1	\$1,902,664	2	\$4,752,664
205	Wentong Chen	Libra Realty	4.5	\$2,127,750	1	\$2,623,500	5.5	\$4,751,250
206	Maureen C Weaver	Compass	1	\$765,000	3	\$3,970,000	4	\$4,735,000
207	Lupe M Rohrer	Redfin Corporation	1	\$345,000	8	\$4,387,500	9	\$4,732,500
208	Lisa Abeel	TTR Sotheby's International Realty	2	\$2,940,000	1	\$1,789,900	3	\$4,729,900
209	Sondra S Mulheron	Compass	2.5	\$3,175,000	1.5	\$1,543,500	4	\$4,718,500
210	Blake Hering	Samson Properties	2	\$4,344,000	1	\$370,000	3	\$4,714,000
211	Jacob Anderson	Compass	3	\$3,797,000	1	\$910,000	4	\$4,707,000
212	Eric M Broermann	Compass	3	\$3,539,000	2	\$1,165,000	5	\$4,704,000
213	Katrina Abjornson	Compass	2	\$1,135,000	4	\$3,567,075	6	\$4,702,075
214	Charles S Cornell	Compass	2	\$1,504,990	4	\$3,185,000	6	\$4,689,990
215	Bryan Kerrigan	Redfin Corporation	8	\$3,889,000	2	\$800,000	10	\$4,689,000
216	Kathryn M Dwyer	Compass	0	\$0	3	\$4,682,629	3	\$4,682,629

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TOP 250 STANDINGS - BY VOLUME

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
217	Julia Fortin	Compass	5	\$4,087,000	1	\$565,000	6	\$4,652,000
218	Christine M Koons-Byrne	Compass	2	\$777,500	4	\$3,860,000	6	\$4,637,500
219	Robert Walker Moir	RLAH @properties	1	\$1,305,000	3	\$3,329,000	4	\$4,634,000
220	Chad F Morton	Maverick Realty	3	\$1,525,000	7	\$3,090,000	10	\$4,615,000
221	Lawrence M. Lessin	Save 6, Incorporated	10.5	\$3,042,500	4	\$1,567,000	14.5	\$4,609,500
222	Dana Cruz	TTR Sotheby's International Realty	1	\$325,000	4	\$4,265,000	5	\$4,590,000
223	Maribelle S Dizon	Redfin Corporation	4	\$2,518,000	3	\$2,066,000	7	\$4,584,000
224	Victor P Llewellyn	Long & Foster Real Estate	4.5	\$2,879,000	2.5	\$1,698,800	7	\$4,577,800
225	Michael J Schaeffer	Coldwell Banker Realty	0.5	\$625,000	1	\$3,951,000	1.5	\$4,576,000
226	Rashidah S Martin	Keller Williams Preferred Properties	7	\$3,817,770	1	\$739,000	8	\$4,556,770
227	Sarah Abigail Schulten	TTR Sotheby's International Realty	1	\$1,059,950	2	\$3,495,500	3	\$4,555,450
228	Eris Norman	TTR Sotheby's International Realty	0.5	\$575,000	2.5	\$3,975,000	3	\$4,550,000
229	Heather Foley	Compass	2	\$1,047,000	4	\$3,495,000	6	\$4,542,000
230	Mary Lynn White	Compass	2	\$1,600,000	2	\$2,930,000	4	\$4,530,000
231	Kelly Losquadro	Long & Foster Real Estate	5.5	\$3,255,000	2	\$1,265,000	7.5	\$4,520,000
232	Jeremiah Abu-Bakr	Own Real Estate	5.5	\$2,824,939	4.5	\$1,690,990	10	\$4,515,929
233	Conchetta P Park	Urban Pace Polaris	3	\$3,930,000	1	\$575,000	4	\$4,505,000
234	Floyd Gomez-Starnes	RLAH @properties	2	\$1,850,000	3	\$2,616,900	5	\$4,466,900
235	Darnell Eaton	CENTURY 21 New Millennium	2.5	\$1,141,600	5	\$3,319,900	7.5	\$4,461,500
236	Michael W Seay Jr.	Compass	2	\$1,087,500	4	\$3,373,000	6	\$4,460,500
237	Robert A Sanders	TTR Sotheby's International Realty	2.5	\$3,652,836	1	\$805,000	3.5	\$4,457,836
238	Marion Smith Buglione	Washington Fine Properties	0.5	\$1,147,500	1	\$3,300,000	1.5	\$4,447,500
239	Esther H. Caulton	Potomac View Realty	6	\$3,781,000	1	\$665,000	7	\$4,446,000
240	Laura London	Compass	3	\$1,789,900	6.5	\$2,655,000	9.5	\$4,444,900
241	Mark J Frazier	Serhant	3.5	\$2,487,450	3	\$1,947,000	6.5	\$4,434,450
242	H. Joe Faraji	Long & Foster Real Estate	0	\$0	3	\$4,430,000	3	\$4,430,000
243	Jose Robert Garcia	Long & Foster Real Estate	0	\$0	5	\$4,430,000	5	\$4,430,000
244	Michael J Muren	Long & Foster Real Estate	6	\$4,417,000	0	\$0	6	\$4,417,000
245	Lori W Rogers	Keller Williams Realty Centre	6	\$3,424,000	2	\$985,001	8	\$4,409,001
246	Kevin Rowe	Compass	1	\$440,000	6	\$3,948,000	7	\$4,388,000
247	Jennifer A Angotti	Compass	5	\$2,972,000	1	\$1,380,000	6	\$4,352,000
248	James Tedeschi	TTR Sotheby's International Realty	0	\$0	4	\$4,340,000	4	\$4,340,000
249	Thomas A Whiteman	Whiteman Real Estate	0.5	\$780,000	1	\$3,550,000	1.5	\$4,330,000
250	John L Lesniewski	RE/MAX United Real Estate	5	\$2,612,500	2	\$1,700,000	7	\$4,312,500

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TOP 100 STANDINGS - BY UNITS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
1	Christopher Craddock	eXp Realty	33	\$16,190,659	14	\$9,717,475	47	\$25,908,134
2	Craig P Marsh	Marsh Realty	12.5	\$4,790,856	31	\$10,453,239	43.5	\$15,244,095
3	Jay Day	LPT Realty	32.5	\$22,250,636	1	\$379,900	33.5	\$22,630,536
4	Chris R Reeder	Long & Foster Real Estate	17	\$7,918,799	13	\$6,543,000	30	\$14,461,799
5	Tracy D. Goins	Keller Williams Preferred Properties	28	\$11,570,090	0	\$0	28	\$11,570,090
6	Mandy Kaur	Redfin Corporation	16	\$10,152,500	11	\$8,320,000	27	\$18,472,500
7	Karen D Rollings	eXp Realty	22	\$16,251,725	4	\$1,835,000	26	\$18,086,725
8	Barak Sky	Serhant	6	\$7,437,000	14	\$11,662,500	20	\$19,099,500
9	Sina Mollan	Compass	1	\$402,500	19	\$14,843,887	20	\$15,246,387
10	Sheena Saydam	Keller Williams Capital Properties	10.5	\$6,401,450	8.5	\$6,580,300	19	\$12,981,750
11	Alejandro Martinez	The Agency DC	11	\$7,279,250	7	\$2,964,500	18	\$10,243,750
12	Rong Ma	Libra Realty	5	\$5,047,000	12	\$12,275,500	17	\$17,322,500
13	Kira Epstein Beagal	Washington Fine Properties	6.5	\$12,075,000	10	\$16,903,000	16.5	\$28,978,000
14	Michael Aubrey	BHHS PenFed Realty	0	\$0	16	\$19,740,200	16	\$19,740,200
15	Nathan J Guggenheim	Washington Fine Properties	5	\$4,542,725	11	\$9,578,500	16	\$14,121,225
16	Andrew J Hopley	Keller Williams Realty Centre	9.5	\$5,115,250	6.5	\$3,850,000	16	\$8,965,250
17	Cesar Tellez	Samson Properties	6	\$1,553,900	10	\$540,900	16	\$2,094,800
18	Dana Rice	Compass	11	\$15,400,438	4.5	\$10,241,421	15.5	\$25,641,859
19	Mehrnaz Bazargan	Redfin Corporation	4	\$3,338,000	11	\$5,639,500	15	\$8,977,500
20	Jonathan S Lahey	eXp Realty	8	\$3,807,000	7	\$4,709,000	15	\$8,516,000
21	Miguel Jubiz	eXp Realty	9	\$4,926,980	6	\$3,285,855	15	\$8,212,835
22	Delaney Clarke	RE/MAX United Real Estate	7	\$3,283,400	8	\$4,107,050	15	\$7,390,450
23	Kayla Skurski	Century 21 Redwood Realty	3	\$1,074,000	12	\$4,008,787	15	\$5,082,787
24	James Bass	Real Estate Teams	9.5	\$4,677,000	5	\$3,460,000	14.5	\$8,137,000
25	Lawrence M. Lessin	Save 6, Incorporated	10.5	\$3,042,500	4	\$1,567,000	14.5	\$4,609,500
26	Patricia G Mills	Charis Realty Group	8	\$4,922,000	6	\$2,064,535	14	\$6,986,535
27	Nurit Coombe	The Agency DC	10	\$9,441,500	3.5	\$3,002,400	13.5	\$12,443,900
28	Molly Branson	TTR Sotheby's International Realty	9.5	\$7,108,450	4	\$4,670,000	13.5	\$11,778,450
29	Robert Alexander Scott	Samson Properties	0.5	\$334,950	13	\$5,623,900	13.5	\$5,958,850
30	Keith James	Keller Williams Capital Properties	2	\$851,004	11	\$5,978,600	13	\$6,829,604
31	Eduardo Daboud	Homeview Real Estate	3	\$939,900	10	\$4,086,362	13	\$5,026,262
32	Adewemimo D Collins	Redfin Corporation	9	\$5,158,000	3.5	\$1,982,500	12.5	\$7,140,500

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TOP 100 STANDINGS - BY UNITS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
33	Kyle Jason Colliflower	Charis Realty Group	1.5	\$408,750	11	\$4,867,967	12.5	\$5,276,717
34	Nancy S. Itteilag	Washington Fine Properties	9	\$16,570,000	3	\$3,166,500	12	\$19,736,500
35	Trent D Heminger	Compass	9.5	\$8,609,950	2.5	\$2,231,000	12	\$10,840,950
36	Hazel Shakur	Redfin Corporation	9	\$4,795,000	3	\$960,000	12	\$5,755,000
37	Gabby Robinson	Keller Williams Realty Centre	1	\$510,000	11	\$3,486,432	12	\$3,996,432
38	Daniel W Hozhabri	Keller Williams Realty Centre	6	\$2,846,636	5.5	\$2,764,000	11.5	\$5,610,636
39	Erich W Cabe	Compass	8.5	\$16,736,500	2.5	\$4,132,629	11	\$20,869,129
40	Joel S Nelson	Keller Williams Capital Properties	9	\$9,272,500	2	\$1,461,000	11	\$10,733,500
41	James M Coley	Long & Foster Real Estate	7	\$8,362,500	4	\$1,939,200	11	\$10,301,700
42	Chelsea Lanise Traylor	Redfin Corporation	10	\$6,154,000	1	\$466,000	11	\$6,620,000
43	Dagmawi Alemayehu	Samson Properties	3	\$1,449,900	8	\$4,609,000	11	\$6,058,900
44	Dorothy M Bistransin	Redfin Corporation	9	\$4,769,700	2	\$676,500	11	\$5,446,200
45	Kalonji Foreman	Compass	3.5	\$1,492,000	7.5	\$3,906,250	11	\$5,398,250
46	Daryl Gayhardt	Central Properties	5	\$2,936,400	6	\$1,967,990	11	\$4,904,390
47	Cara Pearlman	Compass	5.5	\$9,890,000	5	\$7,120,200	10.5	\$17,010,200
48	Eric P Stewart	Long & Foster Real Estate	10.5	\$11,697,000	0	\$0	10.5	\$11,697,000
49	Samuel Medvene	Century 21 Redwood Realty	4.5	\$3,890,000	6	\$5,688,595	10.5	\$9,578,595
50	Thomas S Buerger	Compass	5.5	\$3,255,000	5	\$2,543,000	10.5	\$5,798,000
51	Jessica G Evans	Compass	4	\$3,043,500	6	\$9,951,500	10	\$12,995,000
52	Maryanne P Fiorita	Long & Foster Real Estate	6	\$4,163,900	4	\$5,640,900	10	\$9,804,800
53	Jennifer S Smira	Compass	9	\$7,148,750	1	\$1,062,500	10	\$8,211,250
54	Deanna Smith Rippeon	Charis Realty Group	8	\$5,855,997	2	\$1,990,000	10	\$7,845,997
55	Jeannie J. Kim	Coldwell Banker Realty	3	\$1,597,500	7	\$4,993,500	10	\$6,591,000
56	Melanie Davis	Samson Properties	5	\$3,483,000	5	\$2,492,000	10	\$5,975,000
57	Tohmai Smith	RLAH @properties	6	\$2,996,101	4	\$2,482,855	10	\$5,478,956
58	Kiros Asmamaw	Heymann Realty	2	\$750,000	8	\$4,185,000	10	\$4,935,000
59	Bryan Kerrigan	Redfin Corporation	8	\$3,889,000	2	\$800,000	10	\$4,689,000
60	Chad F Morton	Maverick Realty	3	\$1,525,000	7	\$3,090,000	10	\$4,615,000
61	Jeremiah Abu-Bakr	Own Real Estate	5.5	\$2,824,939	4.5	\$1,690,990	10	\$4,515,929
62	Tracy Vasquez	Redfin Corporation	4	\$1,814,900	6	\$2,460,000	10	\$4,274,900
63	Melissa L Lambert	Long & Foster Real Estate	9	\$3,569,338	1	\$340,000	10	\$3,909,338
64	Kimberly McBride	RLAH @properties	5	\$1,885,000	5	\$1,358,000	10	\$3,243,000
65	Adam J Murphy	RE/MAX Realty Centre	6	\$3,329,700	3.5	\$1,574,500	9.5	\$4,904,200
66	Margaret Babbington	Compass	8	\$3,552,400	1.5	\$1,289,500	9.5	\$4,841,900

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
67	Laura London	Compass	3	\$1,789,900	6.5	\$2,655,000	9.5	\$4,444,900
68	James M Keating Jr.	Keller Williams Realty Centre	4.5	\$1,663,053	5	\$2,354,890	9.5	\$4,017,943
69	Carlos A Garcia	Keller Williams Capital Properties	5	\$6,865,000	4	\$3,316,000	9	\$10,181,000
70	Meredith L Margolis	Compass	6	\$6,313,500	3	\$2,289,999	9	\$8,603,499
71	Andre Margutti	Redfin Corporation	5	\$4,465,000	4	\$3,259,900	9	\$7,724,900
72	Omer Muktar Reshid	Real Broker	5	\$4,957,437	4	\$2,657,500	9	\$7,614,937
73	Brenda J Mejia	Compass	3	\$3,755,000	6	\$3,585,000	9	\$7,340,000
74	Mark Oliver Meyerdirk	Urban Brokers	7	\$4,745,000	2	\$2,580,000	9	\$7,325,000
75	Bobbi Prescott	RE/MAX Results	6	\$4,618,100	3	\$1,258,000	9	\$5,876,100
76	Reginald E Harrison	Redfin Corporation	1	\$415,000	8	\$5,043,300	9	\$5,458,300
77	Cami Elizabeth Noble	eXp Realty	8	\$4,360,772	1	\$642,500	9	\$5,003,272
78	Bret L Merson	Keller Williams Realty Centre	5	\$3,297,499	4	\$1,597,000	9	\$4,894,499
79	Lupe M Rohrer	Redfin Corporation	1	\$345,000	8	\$4,387,500	9	\$4,732,500
80	Yu Jun Sun	Redfin Corporation	3	\$1,255,000	6	\$3,033,000	9	\$4,288,000
81	Gyimah Kyei	Keller Williams Preferred Properties	3.5	\$1,969,900	5.5	\$2,252,980	9	\$4,222,880
82	Robert J Krop	Keller Williams Realty Centre	8	\$3,399,250	1	\$524,000	9	\$3,923,250
83	Alexandra L Vasquez	Charis Realty Group	3	\$1,209,800	6	\$2,682,000	9	\$3,891,800
84	Angela Kinna	Redfin Corporation	4	\$1,435,000	5	\$2,342,500	9	\$3,777,500
85	Ronald E Wolfe	Charis Realty Group	6	\$2,182,650	3	\$1,439,460	9	\$3,622,110
86	Wilmer Bucarelo	Douglas Realty	0	\$0	9	\$3,529,700	9	\$3,529,700
87	Russell Carter	Keller Williams Capital Properties	2.5	\$1,044,000	6.5	\$2,036,000	9	\$3,080,000
88	Caron S Prideaux	Redfin Corporation	4	\$1,555,000	5	\$1,429,900	9	\$2,984,900
89	Daniel M Heider	TTR Sotheby's International Realty	5.5	\$30,019,000	3	\$4,082,625	8.5	\$34,101,625
90	Megan Stohner Conway	Compass	2.5	\$3,968,500	6	\$7,329,500	8.5	\$11,298,000
91	Charles Dudley	Compass	5	\$6,803,950	3.5	\$3,712,500	8.5	\$10,516,450
92	Jennifer Touchette	Compass	4.5	\$4,424,500	4	\$3,562,899	8.5	\$7,987,399
93	Stacy M Allwein	Real Broker	6.5	\$3,376,500	2	\$889,899	8.5	\$4,266,399
94	Wai Lun L Leung	Century 21 Redwood Realty	8	\$2,490,749	0.5	\$282,500	8.5	\$2,773,249
95	Lenore G Rubino	Washington Fine Properties	4	\$6,493,750	4	\$6,930,000	8	\$13,423,750
96	Barbara C Nalls	TTR Sotheby's International Realty	6	\$9,655,000	2	\$2,481,355	8	\$12,136,355
97	Kimberly A Cestari	Long & Foster Real Estate	8	\$10,787,000	0	\$0	8	\$10,787,000
98	Carolyn N Sappenfield	TTR Sotheby's International Realty	3	\$4,113,000	5	\$5,811,270	8	\$9,924,270
99	Nathan B Dart	RE/MAX Realty Group	8	\$7,441,000	0	\$0	8	\$7,441,000
100	Silvana P Dias	RLAH @properties	2	\$1,600,000	6	\$5,222,500	8	\$6,822,500

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