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NOVEMBER 2026



Agent Spotlight
KANWAL CHAUDRY

+

Partner Spotlight
WAYNE & BOBBY POWERS
BUDGET BLINDS

Rising Star
TAMMI PEACOCK

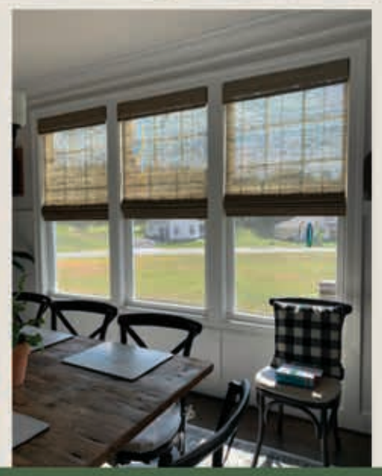
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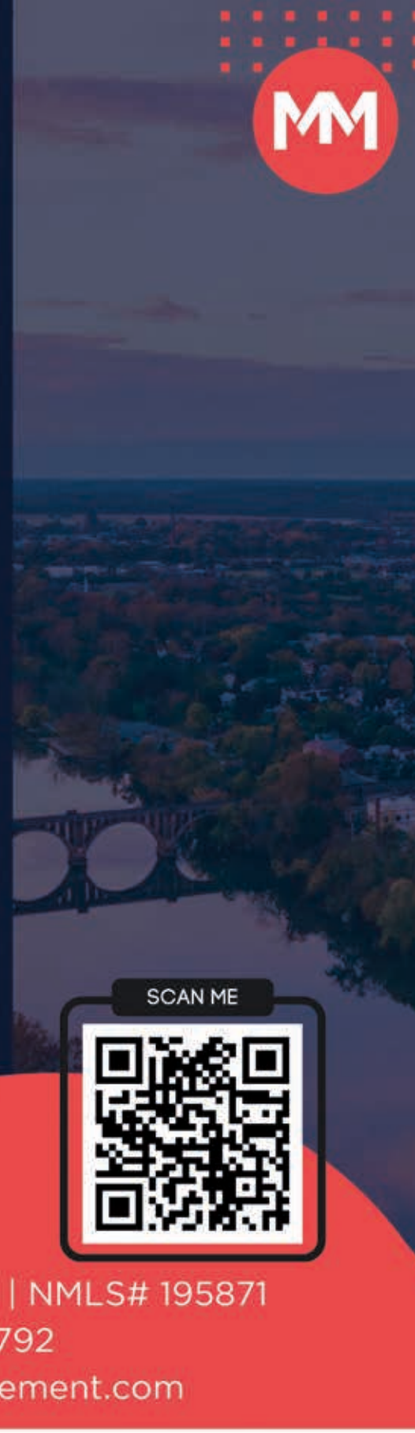
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If you are interested in nominating Realtors to be featured in the magazine, please email Wendy@RealProducersKBTeam.com.

CONDO FINANCING IS CHANGING IN 2026

New rules from Fannie Mae, Freddie Mac, and FHA affect what it takes to buy, sell, or refinance a condo. Here is what changed, and what it means for you.

8/3/26
Fannie Mae and Freddie Mac retired their simplified condo reviews

10%
Many buildings have already hit the cap on individual FHA approvals

15%
New minimum reserve funding standard arrives January 2027

WHAT IT MEANS FOR YOU

Buyers
Even strong buyers, good credit, solid income, real down payment, can be turned down if the building itself does not meet the lender's requirements.

Sellers
A building that falls short of these standards can mean fewer qualified buyers and a harder sale, through no fault of the seller.

Owners and boards
Getting sellers and their lender involved early, including sitting in on board meetings before a listing goes live, helps confirm the building meets lender guidelines before a sale is under contract, not after.

Buying, selling, or serving on a condo board?
Let's talk about what these changes mean for your building.



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Hello November,

The Season of Gratitude!

November invites us to slow down and reflect — to take stock of the people, relationships, and milestones that have shaped our year. Gratitude is more than a feeling; it's a perspective that reminds us just how much there is to celebrate.

And this year, we have an incredible milestone to be thankful for. We recently came together for our **Walk of Fame Celebration** honoring 100 issues of NOVA Real Producers, and what an amazing evening it was! Celebrating this milestone alongside so many of the agents, partners, and friends who have been part of our journey made the night even more meaningful. Be sure to check out the event recap in this issue and relive some of our favorite moments from the celebration.

While we're reflecting on an incredible year, we're already excited about what's ahead. Mark your calendars for **March 4th**, when we'll gather again for our **2nd Annual Awards Gala!** We can't wait to celebrate the accomplishments of our community and kick off another exciting year together.

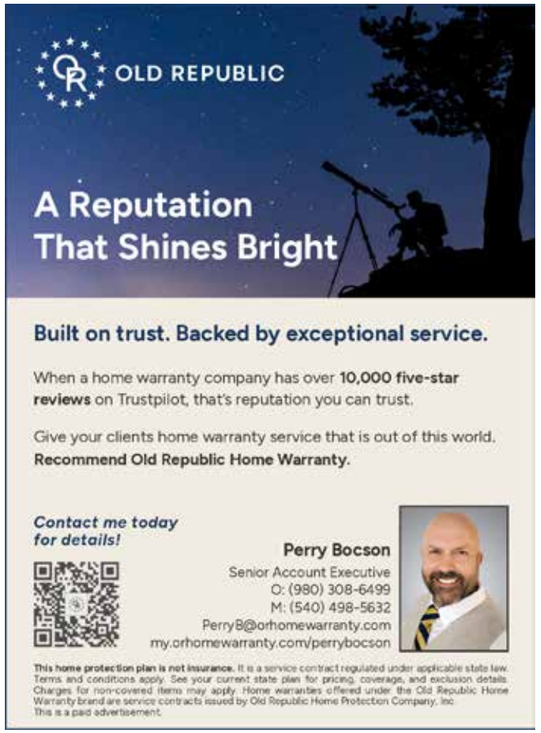
As we celebrate this season, let's remember: "Gratitude turns what we have into enough."

Here's to the milestones behind us, the people who made them possible, and all the bright things ahead.

Kristin Brindley
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FINISH STRONG:

7 MARKETING MOVES TO MAKE BEFORE YEAR-END



BY TODD LEBOWITZ

As the year winds down, it's tempting to take your foot off the marketing gas. The holidays are approaching, schedules get busy, and many real estate agents assume their clients are focused on everything except buying or selling a home.

But the final months of the year can be some of the most valuable for building relationships, generating referrals, and creating momentum for the year ahead. While other agents may be slowing down, staying visible gives you an opportunity to stand out.

Here are seven marketing moves to make before the calendar flips to a new year.

1. Reconnect With Your Database

Your past clients and sphere of influence already know you, making them one of your most valuable marketing audiences. Reach out with a personal note, email, phone call, or seasonal mailing. The goal doesn't always have to be asking for business. A genuine connection keeps the relationship—and your name—fresh.

2. Show Your Success

Take a look back at your year. Did you help a family find their first home? Sell a challenging property? Have a great client testimonial? Turn those successes into marketing opportunities. Share client stories, recent sales, testimonials, and milestones across social media, email, and print.

3. Give Your Neighborhood Marketing a Refresh

If geographic farming is part of your strategy, now is a great time to evaluate it. Are you consistently reaching the same neighborhoods? Consider a market update, neighborhood report, home-value message, or useful seasonal content. Consistency is what turns your name from familiar to memorable.

4. Make Your Marketing Helpful

Not every marketing piece needs to say, "Are you ready to sell?" Give people information they actually want to keep or share. Holiday entertaining ideas, winter home-maintenance tips, local events, market updates, and homeowner checklists give you a natural reason to stay in touch without always making a sales pitch.

5. Get Personal

Automation makes marketing easier, but personal touches build relationships. Identify your best clients, referral partners, and prospects and do something specifically for them. A handwritten card, quick phone call, small client-appreciation event, or personalized message can make a lasting impression.

6. Audit Your Online Presence

Before heading into a new year, Google yourself. Is your contact information accurate? Does your headshot still look like you? Are your social profiles active? Do your online reviews reflect the service you provide? Your digital presence is often a potential client's first impression, so make sure it represents you well.

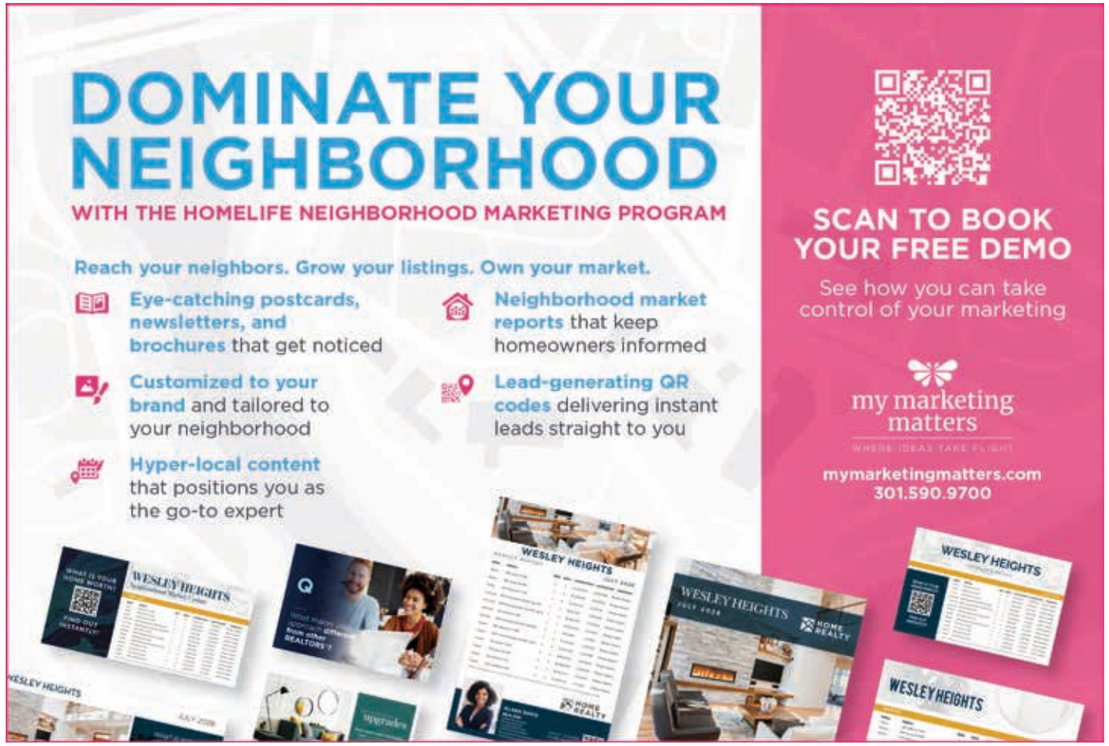
7. Start Next Year Before January

Don't wait until January 1 to decide how you're going to market yourself. Choose the audiences you want to reach, determine how often you'll communicate with them, and map out your first few campaigns now. Having a plan in place makes consistency much easier when the new year gets busy.

The agents who finish the year strong aren't necessarily the ones doing the most marketing—they're the ones who keep showing up. Stay visible, provide value, nurture relationships, and enter the new year with your marketing already in motion.



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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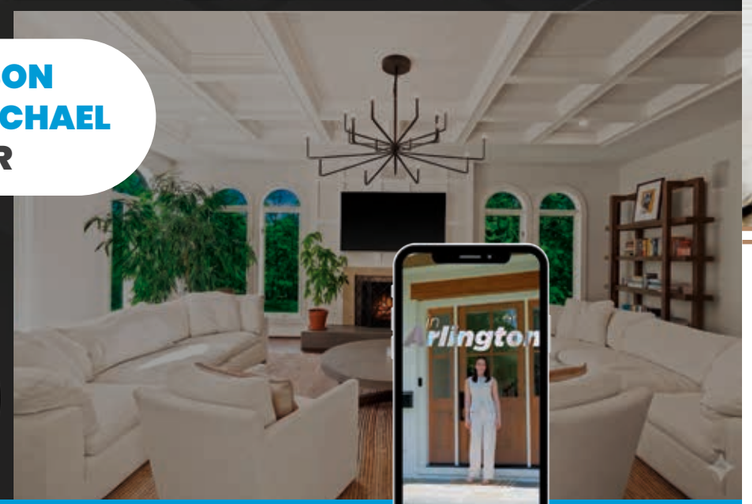
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BUDGET BLINDS OF CHARLOTTESVILLE, WARRENTON, ASHBURN & SOUTH RIDING

BY GEORGE PAUL THOMAS
PHOTOS BY RYAN CORVELLO

A Solution for Every Home, A Standard for Every Client

Some businesses are built from opportunity. Others are built from experience, discipline, and a willingness to evolve when life shifts direction. For Wayne Powers, that shift came after 9/11.

Originally from Warrenton, Virginia, Wayne had already established a remarkable career as a Captain for American Airlines and a Naval Aviator aboard the USS Enterprise. His world was one of structure, precision, and accountability. At the same time, he had always been drawn to construction and hands-on work, something that would eventually shape his next chapter.

“I have always liked working in the construction field,” Wayne shares.

What began as an interest quickly turned into action. Wayne stepped into the construction space while continuing his aviation career, choosing not to walk away from one path but to build another alongside it. In December 2003, he launched Budget Blinds in his region. Within just a few years, the business grew from the ground up into multiple million-dollar operations.

What started as a second career would ultimately become a legacy.

Growing Into a Family Business

As the business expanded, so did the vision behind it.

Wayne built Budget Blinds on a simple but powerful principle: do the work the right way and take care of people. Over time, that principle created an opportunity not just for growth, but for family to step in and become part of what he was building.

Today, his son Bobby Powers plays a central role as lead design consultant, working closely with clients and leading consultations across much of the Northern Territory. His presence in the business represents more than support. It reflects continuity.

Together, Wayne and Bobby bring a balance of experience and forward momentum. Wayne provides the long-term perspective shaped by decades of leadership, while Bobby brings energy, adaptability, and a strong connection to today’s clients and trends.





That dynamic has helped position the company not just as a successful business, but as one built to last.

A Business Designed to Serve

Budget Blinds of Charlottesville, Warrenton, Ashburn, and South Riding has grown into a trusted name known for its reliability, innovation, and service-first approach. The mission is clear: provide a solution for every budget while delivering exceptional quality and care.

Over the years, Wayne's role has shifted from doing everything himself to leading the bigger picture. Today, he focuses on managing the business, overseeing financials, and ensuring the company continues to operate at a high level.

What sets the company apart is its commitment to staying ahead of the curve, particularly in design and technology. While many in the industry focus on basic motorization, Wayne and his team have leaned into full home automation.

"A motor just moves the blind," Wayne explains. "Automation connects it to your entire home."

From integrating with Alexa and Google to designing fully customized solutions, each project is approached with intention. Many homes include multiple products from different manufacturers, all working together to create a finished result that is both functional and uniquely tailored.

Evolving Through Challenges

Like any business tied to housing, Budget Blinds has experienced both highs and challenges over the years. The 2008 housing crash tested resilience, but recent market conditions have brought a different kind of pressure. Economic uncertainty, media influence, and shifting interest rates have all played a role in shaping customer behavior.







"Taking care of our customers and referrals is everything," Wayne says.

A Team That Keeps It All Moving

Behind Wayne and Bobby is a team that plays a critical role in bringing every project to life.

Cassidy Dugan, the company's operations manager, is at the center of it all. Having worked in nearly every aspect of the business over the years, she now oversees day-to-day operations, ensuring that each project runs smoothly from consultation through installation.

Some days she manages schedules, trains team members, or works directly with vendors. Other days, she steps into consultations or helps resolve challenges in real time. Her versatility and experience allow the entire team to operate with consistency and confidence.

"I go where I am needed most," Cassidy shares.

That level of involvement has helped create a seamless experience not only for clients but also for real estate professionals who rely on clear communication and dependable timelines.

> "We know how important your clients are to you. **They are just as important to us."**

"Our market goes as the housing market does," Wayne explains. "The last few years have been some of the most challenging."

At the same time, those challenges have created new opportunities. More homeowners are choosing to invest in their existing homes, upgrading in phases rather than all at once. This shift has allowed the business to focus even more on customization and long-term relationships.

The company remains strongly referral-based, reflecting the trust they have built over time.

Supporting her are a dedicated group of consultants, office staff, and installers who all share the same commitment to quality and follow-through.

Over time, Wayne's perspective on what matters most has evolved.

"It used to be about seeing the customer's reaction," he says. "Now it's about taking care of my employees, who have families of their own."

That mindset has shaped a culture where people feel valued, supported, and part of something bigger.

Life Beyond the Business

For Wayne, the line between business and personal life has always been guided by one principle: Family First.

He and his wife, Liz, have been married for 40 years, and together they built both a life and a business rooted in hard work and commitment. Today, their family continues to grow, with children, grandchildren, and extended relatives all remaining closely connected.

"We like to travel and spend time together," Wayne says. "Having such a large family close by means there is always something going on."

Whether it is watching his grandchildren play sports, spending time on the golf course, or working on construction projects at home, Wayne continues to stay active and engaged. Even outside of work, the mindset that built his business remains the same.

Looking Ahead

As the future comes into focus, Wayne's priorities are clear. He wants to see the business continue to grow while preparing the next generation to carry it forward. While retirement is something he considers, slowing down may not come naturally.

"I've never been very good at relaxing," he admits.

Instead, the focus remains on building something lasting. A business that not only serves its clients well, but also supports the people behind it.

For real estate professionals, that commitment translates into a trusted partnership.

"We know how important your clients are to you," Wayne says. "They are just as important to us."

It is a simple philosophy, but one that has guided every step of the journey.



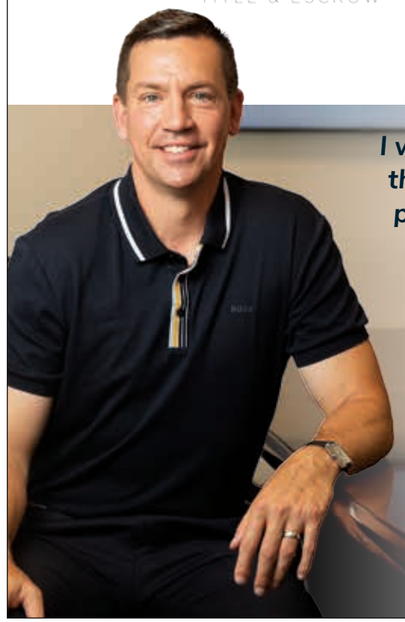
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ROOTED IN RELATIONSHIPS

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Kanwal Chaudry, also known as KC in the real estate world, has never measured success solely by transactions, sales volume, or commissions. For her, real estate has always come back to something much simpler: helping people.

Outgoing, confident, and naturally social, Kanwal has an ability to connect with nearly anyone she meets. She looks for common ground, listens closely, and often has an instinct for understanding what someone is thinking before they even say it.

"I can read people very well," she says. "I can usually get a feeling for how they feel and where things are going."

That intuition, combined with patience and a genuine desire to help, has shaped a real estate career spanning approximately 13 years.

Turning an Experience Into a Career

Born in Pakistan, KC moved to Virginia when she was only two years old and has called the state home ever since. Before real estate became her primary career, she was no stranger to hard work or juggling responsibilities.

During her high school years, KC was honored with the National Honor Roll and received the "Who's Who Among American High School Students" award. These special awards are given to only about 2% of students in the US. She also earned a Bachelor's Degree from George Mason University in information technology with a concentration in Information Security and held positions with several companies, including CSC, Teaching Company, Delta Air Lines, and State Farm.

Her path into real estate began with her own experience trying to purchase a home. Although she knew several Realtors, she remembers feeling that no one took her seriously as a prospective buyer.

Instead of accepting that experience, KC decided to change it.

She earned her real estate license so she could better advocate for herself and, eventually, for others who might otherwise feel overlooked.

"It showed me how important it is to have a Realtor who takes you seriously, listens to you, and is truly there to help," she says.







That experience continues to influence how she treats clients today.

Patience Through the Process

For KC, one of the biggest responsibilities of being a Realtor is making sure clients never feel pressured into a decision.

She has worked with buyers for a year or longer while they searched for the right property and believes the time invested is worthwhile if the client ultimately feels confident in their choice.

"I don't force people into making a decision just to get to the closing table," she says. "I want to make sure they are 100 percent comfortable."

That philosophy helped KC generate over $20 million in sales, both on and off market. Throughout her real estate career, she has earned many awards such as the NVAR TOP Producers Platinum Award, the Real Top Producers Top 250 and Top 500 Awards, as well. She also earned the RE/MAX Platinum Award in 2025. Today, her business has expanded beyond traditional residential sales into investment properties, wholesaling, and home flipping.

KC holds a broker's license and is licensed in both Virginia and Maryland. She also leads her own team at RE/MAX Galaxy, Kay C and Associates, Inc., mentoring agents, coaching others when needed, and helping aspiring professionals earn their real estate licenses.

Yet the accomplishment she values most often happens after the numbers have already been calculated.

"No matter how stressful or frustrating a transaction gets, when we get to closing and I hand them the keys and see that smile, everything makes sense," she says. "That's why I do it."

A Full Life Beyond Real Estate

As driven as KC is professionally, family remains at the center of her world.

She and her husband have four children, three daughters and one son. With her siblings and extended family also nearby in Virginia, her limited free time is often spent surrounded by the people she loves most.

KC especially enjoys cooking and bringing everyone together for a big meal. When there is time, she likes playing outside with her children, taking them to the park, traveling, shopping, and escaping to her home in Florida.

She is equally content simply sitting on her front porch and appreciating the outdoors.

Her family is also one of the reasons she continues building for the future. Kanwal wants her children to have opportunities without constantly worrying about finances, particularly when it comes to education. Not just for her kids, but also for the needy. She believes more in giving away than in keeping. KC has always loved helping others, especially children, and she loves to give. She participates in many charity events and fundraisers. It's not just about spending money on your life and children; we are here to give. She believes that if God has given us this much, there must be a reason-and that reason is to share it with others who don't have it. It feels 100 times better than spending it on yourself.

"I'm not someone who is just chasing money," she says. "I want to help others as much as I can, live a comfortable life, and for my children to be able to go to college without having to worry."

Building What Comes Next

KC's ambitions continue to grow. She wants to build her own company or, if not, expand her team. She has just signed on as a partner in a property management company known as Stellar Gate Property Management with Mukaram Ghani, another amazing top-producing realtor/broker in the DMV. Together, they want to make this property management company one of the well-known property management companies in the DMV area and expand into other states. She also wants to do many other things; however, she believes in showing rather than speaking about them.

If her career so far is any indication, she is unlikely to wait five or 10 years to pursue those goals.

Still, beneath the constant movement of business, motherhood, leadership, and new ventures is a remarkably consistent philosophy. Honesty. Loyalty. Passion. Patience.

"My life is hectic," Kanwal says. "I have a lot going on. But no matter how busy life gets, I try to do everything with honesty, loyalty, and passion."

She offers aspiring top producers similar advice: remain patient through the unpredictable seasons of the business.

"Real estate can be a very curvy road," she says. "There are going to be ups and downs. Keep working hard, don't give up, and trust that your effort will pay off."

For KC, success has never been about getting someone to the closing table as quickly as possible. It is about making sure they arrive there knowing someone truly listened, cared, and helped them find their way.



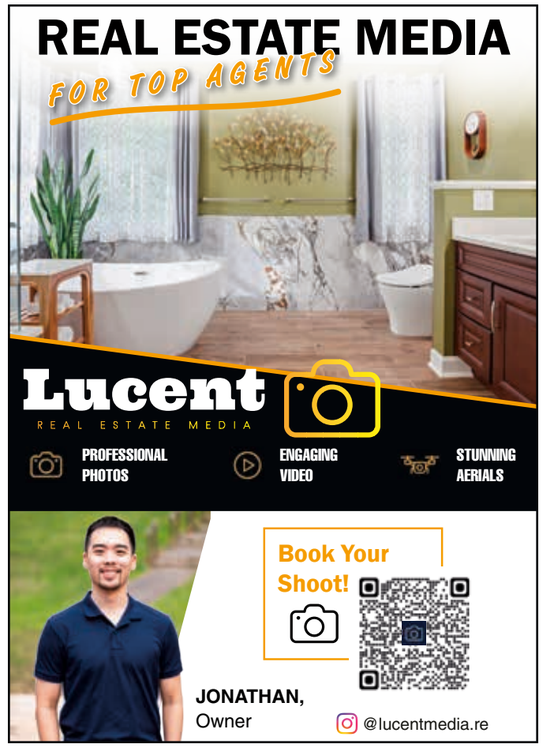












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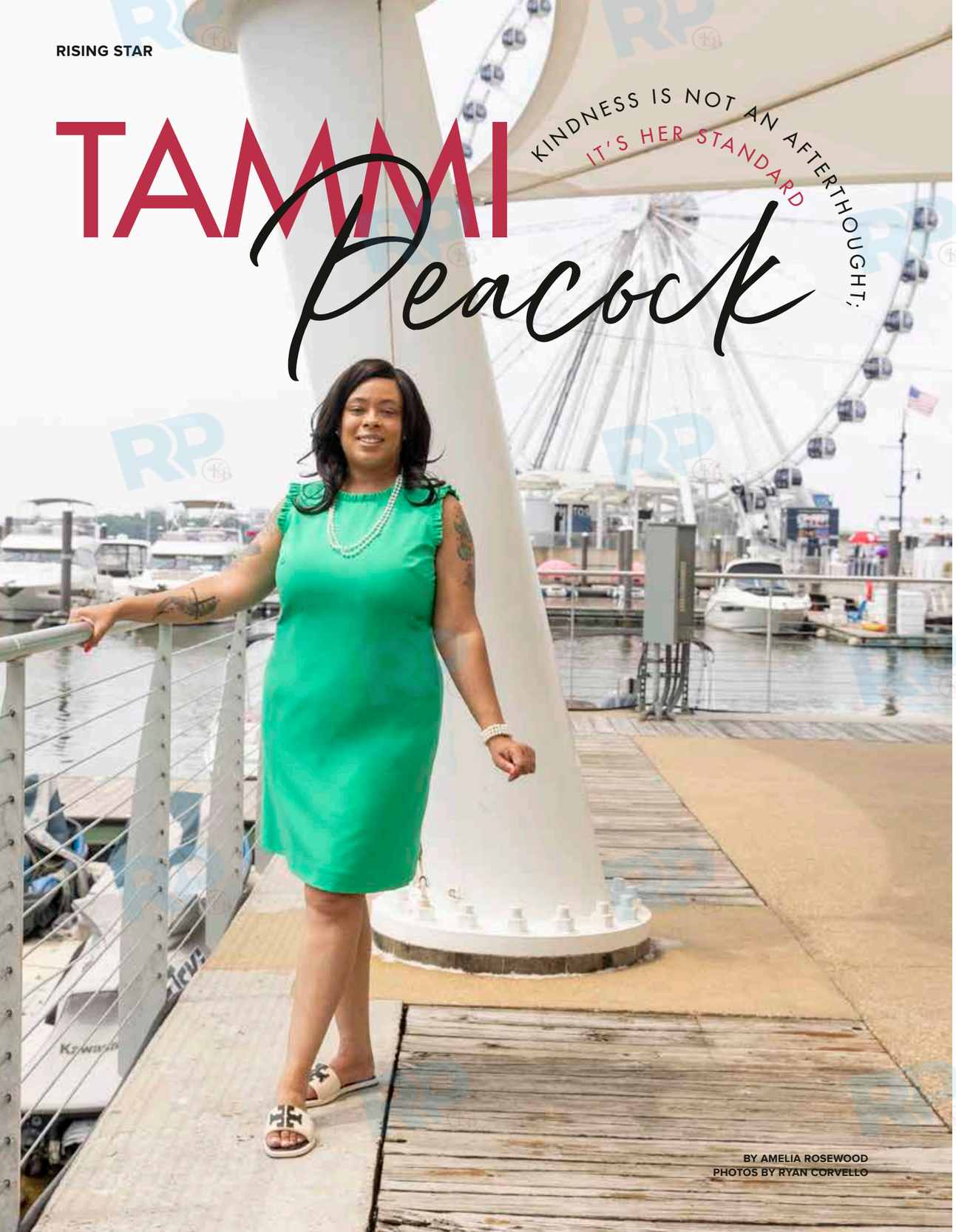
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TAMMI Peacock

KINDNESS IS NOT AN AFTERTHOUGHT; IT'S HER STANDARD



BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Tammarra "Tammi" Peacock moves through life with intention, guided by a steady warmth and a clear sense of purpose. In an industry often defined by numbers and competition, she has built her reputation by focusing on something far more lasting: people. Every interaction, every decision, and every transaction is shaped by her belief that real estate is not just about property, but about creating an experience that feels thoughtful, personal, and grounded in trust. Today, as part of RLAH@ properties, Tammi continues to bring that same people-first approach to every client and relationship she serves.



"IT'S ABOUT DOING THINGS THE RIGHT WAY, EVEN WHEN NO ONE IS WATCHING."

Foundations Built on Service

Tammi Peacock's story begins in Washington, D.C., with roots in Fort Washington, Maryland, where she was raised in a family grounded in public service. With both parents working in civil service, she grew up understanding that integrity is not situational, but a standard. "Growing up, I learned that how you show up matters," she shares. "It's about doing things the right way, even when no one is watching." That principle continues to guide how she lives and works today.

Education naturally followed that foundation. Tammi earned a Bachelor's degree in Criminal Justice and Legal Studies from the University of Maryland Global Campus, along with a Paralegal Certificate from Prince George's Community College. She went on to spend more than sixteen years in federal service as a Financial Manager and Auditor, overseeing multi-billion-dollar programs. The role demanded precision, accountability, and the ability to navigate complex systems with confidence. Along the way, she developed a strong sense of risk assessment and decision-making that would later translate seamlessly into real estate.



Her interest in real estate began at 22 when she purchased her first property. The experience, however, felt distant and transactional, leaving her with a clear realization. "I saw her once after the first showing, and I thought, 'This can be done better.'" That moment stayed with her, shaping a promise to create a more thoughtful and connected client experience.

Life led her to focus on family and education for a time, but when the opportunity returned, she stepped into real estate with intention. Since earning her license in 2022, she has grown her business across three states, combining strategy with a people-first approach.

Consistency in Every Client Experience

What defines Tammi's approach is consistency. Whether she is working with a first-time buyer or navigating a multi-million-dollar transaction, her level of care does not change. "Whether it's a $250,000 home or a multi-million-dollar property, I show up with the same commitment, strategy, and attention to detail," she explains. Her clients are never treated as numbers. They are individuals making meaningful decisions, and she meets them with the respect and attention that requires.

Her professional background gives her a distinct advantage. With experience in finance and auditing, she is able to navigate complex transactions with clarity and confidence. Her Short Sale and Foreclosure Resource Certification further allows her to guide clients through more nuanced situations with a steady hand. That combination of



and the world around her. Creativity also plays a role in her life, expressed through knitting, painting, and a long-standing interest in design that began during her high school years, studying architectural drafting.

Giving back is also central to who she is. She actively supports organizations such as God's Vision for Haiti, POIEMA Movement for women in transition, the ASPCA, and Mychal's Learning Place for neurodivergent adults. For Tammi, service is not separate from her work or her personal life. It is woven into both. "Giving back is a core part of who I am," she shares.

> GIVING BACK IS A CORE PART OF WHO I AM."

skill and dedication has earned her recognition, including being named a NOVA Real Producer Top 250 agent in 2025, receiving the GCAAR Silver Award, and ranking second among the Top 25 agents at Pearson Smith Realty.

Rooted in Family and Everyday Joy

Beyond her work, Tammi's life is deeply rooted in family and connection. She is a proud mother to Sequoia, a recent college graduate, and Cheyenne, who works in hospitality. She is also a bonus mom to Erykah and Eric Jr. Her husband, Eric, with whom she has shared 11 years of marriage, is a constant source of support. Together, they have built a life centered on faith, love, and mutual encouragement. Adding personality to their home is Royale Blu Peacock, their spirited French Bulldog, who, as Tammi jokes, runs the household.

She finds joy in the everyday moments that bring balance to her life. Whether she is exploring local restaurants, attending jazz shows at The Birchmere, traveling through the Caribbean, or caring for her growing collection of plants, she embraces experiences that allow her to stay connected to herself

A Vision for What's Next

Looking ahead, her vision continues to expand. She is interested in real estate investment, particularly in affordable housing, with the goal of creating opportunities that extend beyond individual transactions. She also hopes to build a team that reflects her values, one that prioritizes integrity, service, and genuine connection.
Her perspective on success is shaped by a simple but powerful belief in consistency and kindness. "This industry can feel unpredictable," she says. "There will be times when nothing seems to work, but don't stop. Stay consistent. Keep planting seeds. Your next deal is closer than you think."



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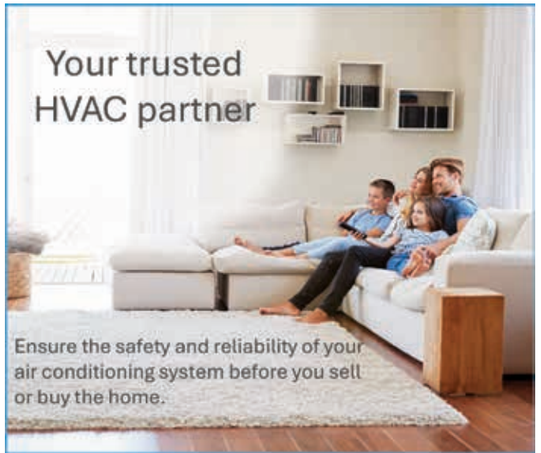


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JAY D'ALESSANDRO

BUILDING PEOPLE, BUILDING POSSIBILITY

BY AMELIA ROSEWOOD, PHOTOS BY RYAN CORVELLO

Jay D'Alessandro has spent most of his life helping people become more than they thought they could be.

Before real estate, he did it in classrooms and on soccer fields. Today, he does it through conversations, leadership meetings, client relationships, and the culture of a real estate team that has grown alongside him for nearly three decades.

The setting has changed, but the instinct has not. Whether he is guiding an agent through a first negotiation or looking across a conference room and wondering what someone might become with the right encouragement, opportunity, and belief behind them, Jay is still the teacher and coach he has always been.

"I've always been a teacher and coach at heart," he says. That mindset has shaped not only the way he sells real estate, but the way he leads people.

A Life Shaped by Change

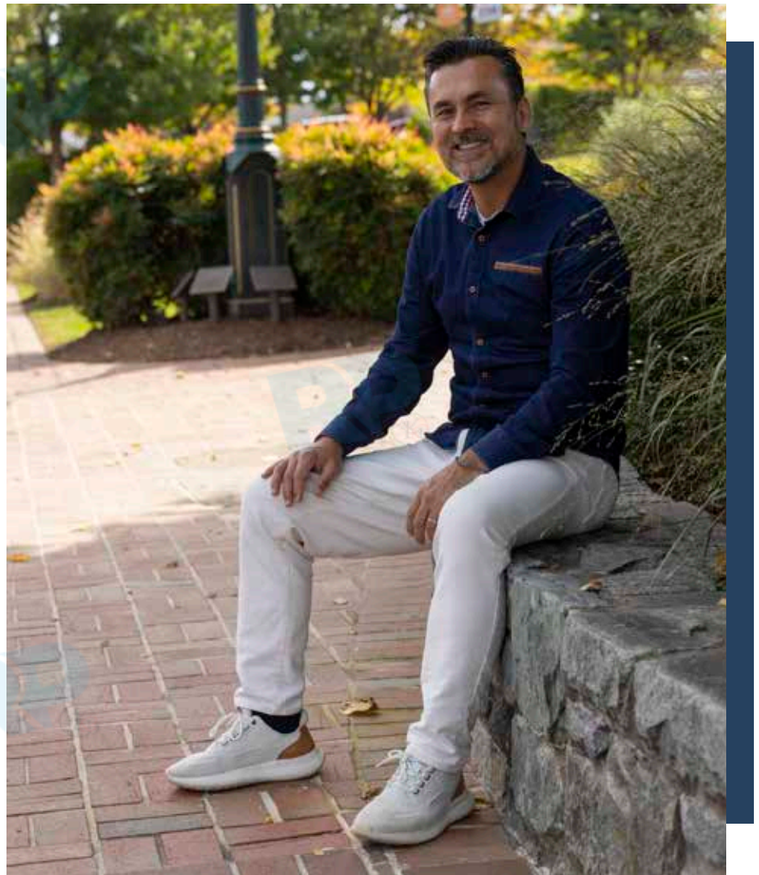
Jay's own story began with a major transition. Born in Korea, he lived with his biological mother until he was adopted at age nine and moved to the United States. He grew up in Lancaster, Pennsylvania, carrying with him a story that would later give him a deeper appreciation for resilience, belonging, and the different paths people take through life.

After college, Jay moved to Fairfax County, Virginia, in 1993 and began teaching high school English. He also coached soccer at W. T. Woodson High School, a role that suited his competitive nature and his ability to motivate others.

For seven years, education was his career. Then Debbie, the leader of the real estate team he would eventually help build, began encouraging him to consider real estate. Jay was hesitant, but Debbie's response was simple: if he could handle Northern Virginia soccer parents, he could handle real estate.

The timing soon became personal. Jay and his wife were expecting their first child, and they hoped she could stay home with their daughter. Real estate presented an opportunity to create more financial flexibility for their growing family.

In 1998, Jay earned his license while still teaching. For about six months, he worked both careers before making the





leap into real estate full time. He became the team leader's first buyer's agent, and from there, they began building.

From Agent to Leader

Jay's career has unfolded within the same organization, giving him a rare perspective on growth from nearly every level. He started as an agent, became a team leader, and eventually became one of the team's two owners. Today, the group includes approximately 38 producing agents, and Jay still works actively with sellers while helping guide the larger organization. His unofficial titles may describe him best: Chief Visionary and Chief Cheerleader.

Jay sees his role as helping people move through challenges without losing sight of what is possible. That perspective is part of why people stay. Agent tenures on the team range from 12 to 23 years, and some employees have been there for more than two decades.

For Jay, that longevity matters. He wants people to build a real career, create stability, and grow without feeling they must leave in order to find their next opportunity.

One of his proudest initiatives is a homeownership grant available to agents and employees who have been with the organization for three years. Eligible team members can receive $10,000 toward purchasing a home, and seven people have already benefited. Watching someone on the team become a homeowner can be just as rewarding to Jay as watching an agent reach a new production milestone. "I love seeing our agents and employees have breakthroughs," he says.

Growth That Creates Opportunity

Jay's personal production remains strong. In 2025, he closed 48 units totaling $42 million, while the team finished the year with 444 units and $392 million in volume. The team is projecting approximately $460 million this year and continues moving toward Jay's long-term goal of 50 producing agents.

But scale, by itself, is not the vision. Jay is intentionally building leadership structures that can eventually operate without depending entirely on the owners. He has established an executive committee capable of running the organization if the owners step back, along with an advisory board made up of agents and employees. The goal is to give people ownership, responsibility, and room to lead, because Jay believes growth becomes more meaningful when it creates opportunities for others.

That belief also shapes the advice he gives top producers: share what works. Rather than guarding ideas or treating success like a secret formula, Jay encourages agents to teach others what they have learned. If someone else takes an idea and improves it, he does not see a threat. He sees progress.

Service Beyond the Transaction

Jay's team has also built a specialty around helping older homeowners navigate the selling process. Many clients have lived in their homes for decades and may feel overwhelmed by the idea of preparing, updating, and selling a property. Jay believes the process should feel manageable.

The team helps homeowners identify practical improvements that may strengthen a home's value without creating unnecessary work. They also host approximately 22 in-person seller seminars each year, offering community members education long before they may be ready to move. It is another expression of Jay's teacher mentality: give people information, give them confidence, and help them make a good decision when the time is right.

Family, Competition, and Perspective

Away from work, Jay's life remains active. He and his wife, Lori, have a blended family of four adult children, ranging in age from 24 to 29, and three of the four are married. At home, they also have two rescue dogs, a Bernedoodle and a Goldendoodle.

Jay is especially proud of Lori, who recently earned her PhD in psychology and counseling after years of hard work. To celebrate, the couple is planning an African safari.



Jay's competitive spirit still comes alive through sports. He plays soccer in two men's over-50 leagues and travels for tournaments in places including Virginia Beach, Florida, and New York. During COVID, he added tennis to the mix and now plays doubles primarily. His league team recently won a tournament.

If real estate disappeared from the picture, Jay says he would happily return to coaching youth travel soccer, provided he could make a living doing it. The answer says a lot. Coaching has never left him.

Building Something That Outlasts Him

Jay's goals extend well beyond the growth of the team. Through nonprofit work, he travels to Honduras and hopes to help build 100 homes, a school, and a church. Over time, he would like to create more space in his life to support communities there while continuing to contribute locally throughout Fairfax County.

That vision reflects the way Jay thinks about leadership as a whole. He is not interested in building an organization that depends on him forever. Instead, he wants to develop people who are confident enough to lead, create opportunities for others, and continue strengthening the culture long after his own role changes.

Whether he is helping an agent step into leadership, supporting an employee on the path to homeownership, sharing what he has learned with another producer, or contributing to a family's future through his work in Honduras, Jay is motivated by the same idea: growth should create possibilities for other people.

After years as a teacher, coach, agent, and business owner, that philosophy has become one of the clearest threads through his life. For Jay, success is not measured simply by what he has built himself. It is reflected in the people who have gained the confidence, opportunity, and support to build something of their own because he helped show them what was possible.

NOVA Real Producers'

WALK OF FAME:
Celebrating 100 Issues!

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PHOTOS BY RYAN CORVELLO

Celebrating Achievement, Connection, and Community

The *NOVA Real Producers* **Walk of Fame Celebration** brought together top-producing agents and trusted Preferred Partners for an unforgettable evening centered on recognition, appreciation, and community.

Held on **Tuesday, September 15, 2026**, at a beautiful **McLean property listed by Talout International,** the event invited guests to step into the spotlight, celebrate meaningful milestones, and connect with some of the area's leading real estate professionals. The evening featured delicious food, refreshing drinks, memorable conversations, and plenty of red-carpet moments.

More than a celebration of individual accomplishments, the Walk of Fame highlighted the relationships and shared experiences that make the *NOVA Real Producers* community so special. Guests reconnected with familiar faces, formed new relationships, and celebrated the professionals who continue to make a positive impact throughout the industry.

We extend our sincere appreciation to **My Pro Movers & Storage, Units NOVA, Winston's Chimney Service, GarageExperts of Prince William, It's Haul Good,** and **CMG Home Loans** for their generous sponsorship and continued support of our community. We also thank **Ryan Corvello** for photography and **Axcess Studios, LLC** for videography, helping us preserve the memorable moments from the evening.

The Walk of Fame Celebration served as a meaningful reminder that every achievement deserves its moment in the spotlight. We look forward to celebrating and connecting with our community again at the next *NOVA Real Producers* event.

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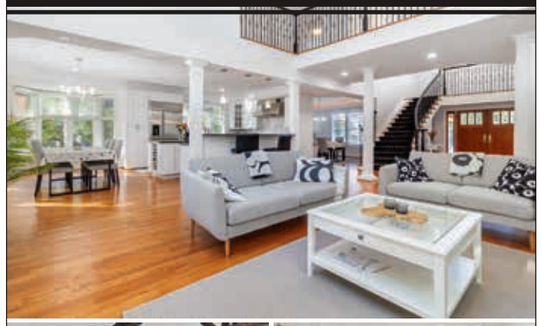
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TOP 250 STANDINGS - BY VOLUME

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

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

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TOP 250 STANDINGS - BY VOLUME

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

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

Disclaimer: Information based on closed MLS data and supplemental data provided by Everynook, as of October 5, 2026, for residential sales from January 1, 2026, to September 30, 2026, in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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- Asbestos Abatement
- Real Estate Technology

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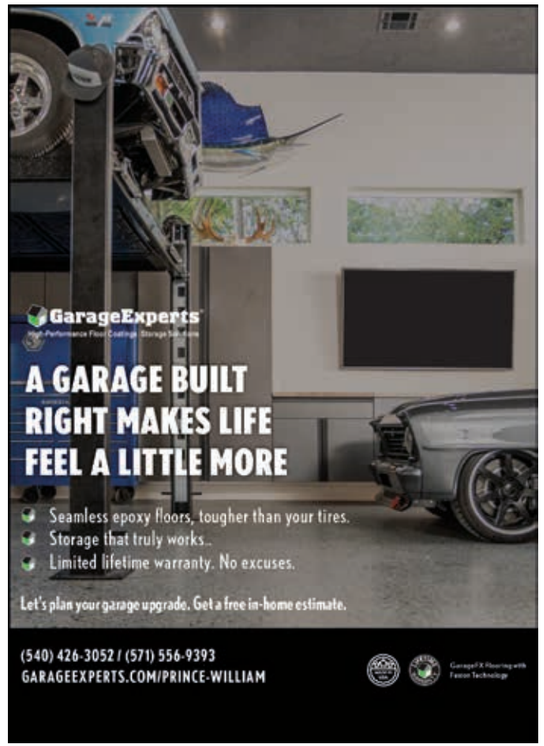
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TOP 100 STANDINGS - BY UNITS

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

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

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TOP 100 STANDINGS - BY UNITS

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

RANK	NAME	OFFICE	SELLING #	SELLING $	BUYING #	BUYING $	SALES	TOTAL $
35	Sahar Y Anwar	Redfin Corporation	22	$20,695,513	14.5	$11,193,970	36.5	$31,889,483

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