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A woman with dark hair and glasses, wearing a black short-sleeved dress with gold buttons and black heels, stands in a room with a large white column and a chandelier. She is smiling and has her hands clasped in front of her.

Helen Trybus

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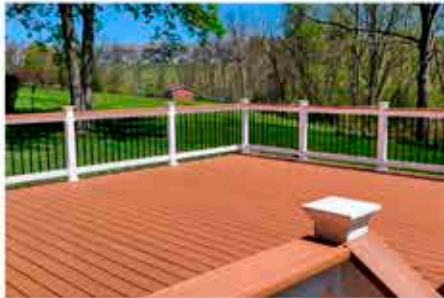
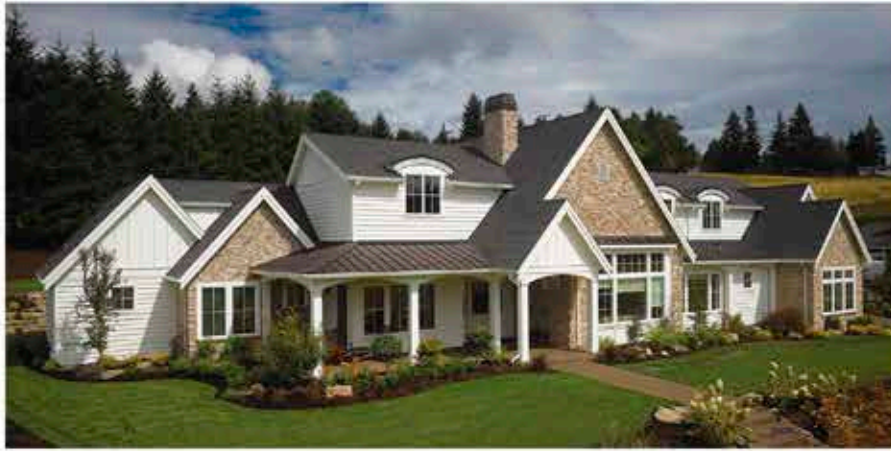
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Partnering with John L. has been one of the best experiences I've had in real estate. On multiple transactions, I located the deals while John provided the contractors, handled the funding, and managed the renovation process from start to finish. It was truly a seamless partnership — I didn't have to worry about the heavy lifting, and together we were able to close profitable, well-executed projects. John's professionalism, reliability, and ability to get things done made every collaboration smooth and successful. I look forward to working with him again in the future. — V. Hargrove, Associate Broker, Samson Properties



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Hello October, Harvest & Heart!

October is one of those rare months that feels both calm and full of possibility. It's a season of harvest — a time to appreciate the results of the hard work we've put in throughout the year, reflect on the journey so far, and look ahead to the final months with renewed purpose.

At Real Producers, we're continually inspired by the heart and resilience within this community. Behind every accomplishment are relationships built, lessons learned, challenges overcome, and people who have supported one another along the way. Those connections are what turn individual success into something much bigger.

As the year begins to wind down, October gives us an opportunity to be intentional about the time still ahead. There are goals still to reach, relationships to strengthen, and plenty of opportunities to make an impact before we close the chapter on another year.

As the leaves change, let's hold onto this:

"What we nurture all year, we celebrate this season."

Here's to reflection, gratitude, and the power of connection.



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3 VIDEO MISTAKES REALTORS MAKE BEFORE POSTING

BY WADE
VANDER MOLEN



It's great when I see Realtors getting in front of a camera and posting video content. For many Realtors, they think that hitting record and posting to their socials is all you need to do. Yes, you can just shoot and post, but to get the most out of your video content there are additional items that will have people watching longer and engaging with you. As video is the best way to convey a message to your target audience, let's make sure you are optimizing the opportunities with that audience. Here are the 3 mistakes I see Realtors make before posting their video content.

Not Using Captions

Did you know that around 80% of all video content on the internet is watched with little to no sound? Meaning that adding captions to your videos is important. Instagram has captions capabilities built inside it but I would use the "Captions" app that you can download. It provides you the opportunity to pick from many different caption fonts, sizes and colors. It even has video editing capabilities to enhance your videos even further. When someone starts to watch your video in a loud space or where they need to be quiet and there are no captions, they hop off your video and keep scrolling.

We Can't Hear You

I saw a video a Realtor posted the other day and he was sitting behind a desk and was talking about information buyers and sellers needed to know, but I couldn't hear him well because he was too far from the camera and he wasn't using a microphone or captions. Though I'm sure what he was saying was important, if the person can't hear or understand you they again will keep scrolling. Yes, captions are needed, but clear audio is important. Your audience needs to be able to hear and digest what you are saying to have an impact.

No Linking Strategy

Sure, you can shoot and post stand alone videos, but to take it up a notch, add a linking strategy. Link an article or the full YouTube video in your Instagram story. Link your website or link to another video in your YouTube video. My favorite is to set up a Calendly account and use that booking link in your Instagram story, Facebook post, and YouTube video description so your audience can "book time with you."

That is the goal. Get your target audience to engage and reach out to you. Video is top of funnel. Now that you are getting them into your funnel, create the extra

opportunity for them to learn more about you somewhere else or simply book time with you which is the bottom of the funnel.

Make Videos and Have Fun

Creating video content can put your face, voice, and personality in front of your SOI and target client. To maximize the opportunities with your audience, make sure you are using captions and people can hear/understand you. Lastly, use a linking strategy so your audience can learn more about you and get face to face. Video content is meant to have online conversations that create offline relationships. Good luck!



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.

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.

GHOSTS, CRIMES, & CONTRACTS



It's October, which means pumpkin spice lattes, front-porch skeletons, and the question that lurks in the back of every agent's mind at least once a year: *What do I have to tell buyers about that murder down the street?*

Whether you're working a listing in Silver Spring or helping a buyer close on a rowhouse in Capitol Hill, the answer depends on which side of the District line you're standing on, and which side of the transaction you represent. Let's break it down.

Maryland: No Duty to Disclose — With a Catch

Maryland law is clear on the surface. Section 2-120 of the Real Property Article provides that a homicide, suicide, accidental death, natural death, or felony that occurred on a property is not a material fact or latent defect. The seller and the seller's agent are immune from civil liability or criminal penalty for failing to disclose these events to a prospective buyer.

Meanwhile, Section 17-322.1 of the Business Occupations and Professions Article reinforces this by providing that the Maryland Real Estate Commission cannot take disciplinary action against any licensee for failing to disclose a death or felony on the property.

Sounds simple enough, right? Here's the catch that should keep buyer's agents up at night: Section 2-120's immunity only extends to the owner or seller's agent. It does not grant immunity to a buyer's

agent. That means if you're representing the buyer and you know a homicide or felony occurred on the property, you may still face civil or criminal liability for failing to disclose that information to your client, even though the Commission won't discipline you for it.

DC: A Similar Spirit

Across the Potomac, DC takes a comparable approach. Under DC Code § 47-2853.198, a homicide, suicide, accidental death, natural death, or felony that occurred on a property is not considered a material fact. Real estate licensees and property owners are not required to disclose these events to prospective purchasers or tenants.

The practical effect is the same: listing agents and sellers in DC can stay silent about a property's grim history without legal consequence.

The Golden Rule: You Cannot Lie

Here's where both jurisdictions agree on something agents need to tattoo on their forearms: you are never authorized to lie. If a buyer or buyer's agent asks, "Is this the house where that crime happened?" you may not say "No" or "I don't know" if you actually do know. The statutes remove your duty to volunteer. They do not give you permission to deceive.

So what should you say? The Maryland Real Estate Commission has informally suggested a response along these lines: "If you have any questions regarding death or criminal activity occurring on the property, you should contact

the local police department regarding such information."

It's not the most comfortable sentence to deliver, but it threads the needle between your legal protection and your ethical obligation not to mislead.

The Bottom Line

The laws in both Maryland and DC were designed to prevent properties from becoming permanently unsellable because of tragic events that have no bearing on their physical condition. That's a reasonable policy. But reasonable policies still have sharp edges, and for buyer's agents in Maryland especially, the line between "no duty to disclose" and "potential liability" is thinner than a ghost's shadow. Know where you stand before you answer that next uncomfortable question.



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

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KATHERINE

Strategic, Sunny, & Steady

Foster-Bankey

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Confidence looks different when it's earned. For Katherine "Kate" Foster-Bankey, it is not flashy or loud. It is steady, strategic, and grounded in years of understanding real estate from every angle, including how buildings operate, how deals are structured, and how decisions ripple through a client's life long after the papers are signed. Warm and effervescent by nature, Kate brings a relationship-first presence to every conversation, backed by a calm certainty that comes from doing the work, learning the industry, and showing up consistently for the people who trust her most. That combination of being serious about the work without taking herself too seriously is at the heart of the experience she wants clients to have.

Now with Compass and based out of the Chevy Chase office, Kate is a partner on the Maya&Kate Team, a small team of four women named the #19 small team in Maryland by RealTrends in 2025. Individually, Kate closed 22 transactions totaling more than \$24 million in 2025. Even more telling, nearly all of her business comes from repeat clients and referrals, a track record built on what she calls "storied service," an experience thoughtful and personal enough that clients are still talking about it years later.

A Spark That Started Early

Kate's path to real estate began long before her first sale. In seventh grade, she attended Career Day and listened as a top agent described a profession with

limitless potential. The message stuck. If you were driven and willing to work, there was no cap on what you could build. Kate left that presentation with a quiet conviction that she was meant for real estate.

She grew up in Minneapolis, Minnesota, and later attended the University of Notre Dame, where she majored in Political Science and met her husband, Rob. After launching their careers in Chicago, they relocated to Washington, DC in 2006. Those early years, marked by new cities and new seasons of life, shaped the way Kate would eventually guide clients through transitions of their own, with a blend of practicality, empathy, and forward thinking.

Learning the Industry From the Inside Out

Before transitioning into residential sales, Kate spent years in other corners of the real estate world, including development and commercial real estate management. Immediately before residential, she served as a commercial real estate manager at CBRE, one of the world's leading real estate services firms.

That experience gave her a unique foundation. Kate gained a deeper understanding of real estate beyond the transaction, including how properties function operationally and financially. She also learned the power of listening, a skill she sees as central to every successful client relationship. For Kate, the job starts with understanding what the client is actually trying to accomplish, not simply getting them to a closing



table. Each situation is different, and the strategy should be, too.

When it came time to make the leap into residential sales, the decision was personal and intentional. Kate made a deal with Rob that she would stay in commercial real estate until he graduated from law school. Once he was established, it was her turn to pursue what she had wanted since seventh grade. She transitioned into residential sales in 2011, entering the field with experience, discipline, and a clear sense of purpose.

A Career Built on Intentional Excellence

Early in her residential career, Kate set a goal that reflects both her drive and her follow-through. She earned her GRI designation during her first year as an agent. She discovered she was pregnant with her first child just weeks after leaving commercial real estate, and she set a personal deadline

to complete the designation before the baby arrived. She finished just weeks before delivery, an early signal of how she approaches her business and her life with focus and grit.



“Storied service is what I strive for with every single client I serve.”

Today, Kate is known for a high-touch style that keeps clients informed, supported, and confident. Her success is not built on volume alone. It is built on longevity. Nearly 100% of her business comes from repeat clients and referrals, and she takes pride in the fact that her client relationships do not fade after closing. Instead, many become part of an expanding connection of relationships, clients who return years

later, introduce friends and family, and remain connected to Kate long after the transaction itself is over.

For Kate, the most fulfilling part of the work is the people and the transitions they are navigating. Whether she is helping clients upsize into a single-family home in Chevy Chase or downsize into a condo in Arlington, she loves guiding them into the next chapter with clarity. The long-term impact is what makes it meaningful. She recently hosted a "Six Degrees of Separation" brunch, bringing together clients whose relationships all traced back to one original referrer, the person at the center of what had become an entire network of clients. Many had never met one another, and some had worked with Kate more than a decade ago. Around the table, they were still sharing stories about their experiences working with her. That, to Kate, is the standard. "Storied service is what I strive for with every single client I serve,"



until you finally find the perfect match. Both require patience, curiosity, and the optimism that the right find is out there.

Kate's personal experience also gives her a unique advantage when advising clients on different housing types. She has owned all three major categories: co-op, condo, and single-family home. That firsthand perspective helps her explain the nuances, trade-offs, and practical realities clients might not see at first glance.

Community involvement is a core part of her life, not an afterthought.

She currently serves as an Ambassador for the Greater DC Diaper Bank and is a Parent Representative for St. Andrew's Episcopal School. In the past, she has been a Janney Elementary PTA Winter Market Co-Chair and a Programming Co-Chair for St. Columba's Mothers' Group. Her belief is simple. Strong communities are built through showing up.

Looking Ahead With Purpose

Kate's long-term goals reflect both ambition and intention. Professionally, she aims to double her business through exceptional customer service and grow the team to support that growth. For Kate, growth does not mean trading relationships for volume. The challenge is to build the systems and team that let an increasingly high level of service scale with the business. Personally, she

wants to raise her children to be happy, healthy, and successful humans.

A major piece of her business foundation is Ninja Selling, a system she credits with shaping her work in a sustainable way. "Taking the Ninja Installation transformed how I work and is the reason I haven't burned out," she notes, even while running a thriving business and raising four kids. It also helped spark her partnership with Maya, as the two connected more deeply during the training and began building what would become the Maya&Kate Team.

You can have everything in life you want, if you will just help enough other people get what they want."

Her business philosophy remains rooted in service, not ego. Kate lives by a Zig Ziglar quote that guides how she shows up for clients and colleagues alike: "You can have everything in life you want, if you will just help enough other people get what they want," she shares. For Kate, it is more than a quote. It is the blueprint for the "storied service" she has spent her career building by helping people get where they want to go and giving them an experience worth remembering along the way. ■

she shares. The goal is not simply for a client to feel well represented in the moment. It is that years later, there is still a story worth telling about how they were cared for.

Kate has also earned recognition that reflects her consistency. She has been named a Washingtonian Top Producing Agent for eight years and a Five Star Professional for four.

Life Beyond the Listings

Kate's business is deeply connected to the life she has built in the community she serves. She lives in American University Park with Rob, their four children ages 5 to 13, and their pit bull, Henna. Their home is more than a base. It has been a real-life classroom. They purchased it more than ten years ago and recently spent 18 months expanding and renovating it, an experience that continues

to shape how she advises clients who are considering renovations, weighing timelines, or living through construction.

Outside of real estate, Kate enjoys what brings people together. On the first Friday of every month, she opens her home to families from her children's classes for "First Fridays," an informal gathering created simply to give everyone a chance to connect outside of school. There is no agenda, just food, conversation, children running around, and an open door.

She loves hosting, cooking for friends, traveling, trying new restaurants, and reading. She also loves thrift shopping and calls it the thrill of the hunt. There is a reason that this hobby fits her. She compares it to the home search process, sorting through what does not work

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GABBY ROBINSON



BY AMELIA ROSEWOOD
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Helping Dreams Take Shape

Gabby Robinson brings a rare blend of confidence, warmth, and determination to everything she does. Friendly and outgoing, she has a natural ability to connect with people and make them feel seen, heard, and supported. That quality has become the foundation of her work in real estate.

“I’m very caring and always looking out for the best interests of the people I work with,” she says. “I enjoy making the process as smooth and enjoyable as possible.”

It is a simple goal, yet one that requires intention, consistency, and heart. For Gabby, those qualities come naturally, and they are exactly what have fueled her rapid rise.

Rooted in Maryland, Built on Determination

Born and raised in Silver Spring, Maryland, Gabby developed an early apprecia-



tion for community and connection. Her deep familiarity with the area now serves as a meaningful advantage when helping clients navigate the local market.

Her drive showed up early in life. Gabby graduated from high school at just 16, a milestone that speaks to both her discipline and ambition. She went on to complete two years of college coursework focused on business, laying a foundation that would later shape her approach to real estate.

Before entering the industry, she worked in the insurance claims field, handling auto claims for large companies. The role demanded attention to detail, patience, and the ability to guide people through stressful situations.

“That experience really taught me how to communicate clearly and solve problems,” she explains. “Those are skills I use every day now.”

Turning Passion Into a Profession

Gabby officially launched her real estate career in 2022 with Keller Williams Realty Centre, joining the Krop Team. While the transition felt natural, it was rooted in years of curiosity and exploration.



“I’ve always been fascinated by real estate,” she says. “At first, I didn’t know if I wanted to be on the sales side or the investment side, but I knew I wanted to learn everything I could.”

Over time, that curiosity turned into clarity. Helping clients find the right home,

often at a moment when it feels just out of reach, became the driving force behind her work.

“There’s nothing more rewarding than seeing that excitement when they get the keys,” she says. “That’s what keeps me going.”

In a short time, Gabby has built impressive momentum, closing 33 transactions and reaching \$12.5 million in volume in 2025. She has been recognized as the top sales agent in her





brokerage and ranked second across the DC metro region. She has also earned a spot in the President's Club for two consecutive years.

A Hustle Grounded in Care

Gabby's approach to real estate is rooted in accessibility, responsiveness, and genuine care. She describes herself as a go-getter, someone who does not stop until the goal is achieved.

Whether she is navigating a complex transaction or answering a late-night question, Gabby prioritizes communication. She understands that buying or selling a home is not just a financial decision; it is a deeply personal one.

Her clients feel that. They know she is in their corner, advocating for their best interests and guiding them with clarity and confidence.

At the same time, her long-term vision extends beyond transactions. Gabby is working toward becoming a real estate investor herself, using each experience as an opportunity to learn and grow.

"It's all part of building a sustainable future," she says.



If she were not in real estate, Gabby admits she might pursue life as a travel influencer, combining her love for exploration with her passion for connecting with others.

Beyond her family life, she is also committed to giving back. Gabby serves regularly at her local church, finding fulfillment in being part of something larger than herself and supporting her community in meaningful ways.

Her life outside of work reflects the same values she brings into her business—connection, care, and a genuine desire to make a positive impact.



Life Beyond the Closing Table

At the center of Gabby's world is her family. She is married to her husband, Tre, and together they are raising three children, Jayden, Catalina, and Jayson. Each child brings their own energy and passion into the household.

Jayden, 11, thrives on the soccer field. Catalina, 8, is a dedicated gymnast who continues to impress. And Jayson, 4, brings a joyful presence that lights up every room.

Much of their time together is spent cheering on their children at games and events or exploring new places as a family. Travel has become a shared passion, one that allows them to create lasting memories and experience the world together.

Faith, Growth, and the Road Ahead

Looking to the future, Gabby's vision is both ambitious and intentional. She hopes to build her own real estate team and expand her reach beyond the DMV area, potentially into new regions.

"I want to grow in a way that allows me to impact more lives," she says.

Her journey is guided by a strong sense of faith. One scripture, in particular, continues to shape her perspective. "Commit to the Lord whatever you do, and He will establish your plans." For Gabby, those words serve as both encouragement and grounding, a reminder that hard work, faith, and consistency go hand in hand. ■

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HELEN TRYBUS

BY AMELIA ROSEWOOD
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RELATIONSHIPS THAT STAND THE TEST OF TIME

For Helen Trybus, success has never been defined solely by sales volume, rankings, or awards. While those accomplishments certainly reflect years of dedication, they are not what she remembers most. Instead, she measures her career by the relationships that continue long after the closing table has been cleared—the former clients who still call years later, the families who trust her to help the next generation, and the friendships that began with a simple real estate transaction and evolved into something much more meaningful.

That perspective has shaped every chapter of Helen's career. She believes buying or selling a home is far more than a financial decision; it is often one of life's biggest emotional milestones. Recognizing the weight of that responsibility, she approaches every client with empathy, preparation, and a commitment to making what can feel overwhelming manageable.

"I never lose sight of the fact that for my buyers and sellers, this is one of the biggest financial and emotional investments of their lives," Helen says. "Every listing and every sale is personal to me."

An Unexpected Beginning

Although real estate has become the only career Helen can imagine for herself, it wasn't the path she originally planned to follow. Growing up in Tenafly, New Jersey, she developed a love for new experiences that carried her to the University of Rhode Island, where she studied abroad in London before deciding that graduation didn't have to mean settling into a conventional routine.

Instead, she spent two years living in Australia and New Zealand, an experience that would shape both her personal outlook and professional approach. During that time, she sold encyclopedias door-to-door and eventually became a manager and trainer. It was demanding work that required resilience, confidence, and the ability to hear "no" far more often than "yes."

"I still can't quite believe I did it," she says with a laugh. "Having doors slammed in my face taught me how to

be comfortable with the uncomfortable, and that resilience has stayed with me ever since."

Finding the Right Fit

Helen's introduction to real estate happened almost by accident. After college, while visiting her mother in Naples, Florida, she met a family friend who was a developer. Expecting nothing more than career advice, she instead received an unexpected opportunity to sell homes in a luxury golf course community.

"I agreed to give it one year," she recalls. "That year turned into a career, and the rest is history."

After relocating to Maryland, Helen briefly stepped away from real estate to pursue pharmaceutical sales. It didn't take long, however, to realize that the industry she had left behind was where she truly belonged. In 2000, she joined Pardoe Real Estate in Bethesda and immediately found herself doing work that aligned perfectly with her strengths. By the end of her first year, she had earned Rookie of the Year honors for the DC Metropolitan area, confirming that she had found the career she was meant to build.

Building Success Through Relationships

Today, Helen serves clients through Long & Foster Real Estate, where she has quietly established herself as one of Maryland's most respected individual agents. Last year alone, she closed more than \$34 million in sales volume, and over the years she has consistently been recognized as a top producer in her office, named to Washingtonian's



Top Agents and Bethesda Magazine's Top Agent lists, earned GCAAR Elite Producer recognition, and ranked #25 among individual agents statewide in Maryland by sales volume.

Even so, Helen is quick to point out that those accomplishments have always been the byproduct of focusing on people rather than production.

"The relationships are hands down the most fulfilling part of what I do," she says. "I love getting a home market-ready, watching the transformation, negotiating for my clients, and performing at the highest level because I know how much every decision matters to them."

Although she operates as a solo agent, Helen has built a trusted network of transaction coordinators, contractors,



“My hyper-focused approach allows me to anticipate shifts in the market rather than react to them. I KNOW THE HOMES THAT HAVE SOLD, THE ONES THAT DIDN’T, AND EVEN THE ONES THAT HAVEN’T HIT THE MARKET YET.”

stagers, and marketing professionals who support every transaction behind the scenes. That structure allows her clients to benefit from a full-service experience while still receiving the personal attention that has become her trademark.

Every Client, Every Detail

Ask Helen what distinguishes her from other agents, and the conversation quickly shifts away from accolades and toward preparation, consistency, and responsibility. She believes that exceptional service begins long before a home reaches the market, requiring a thorough understanding not only of current inventory but also of market trends and opportunities that clients may never see.

“My hyper-focused approach allows me to anticipate shifts in the market rather than react to them,” she explains. “I know the homes that have sold, the ones that didn’t, and even the ones that haven’t hit the market yet.”

That commitment has earned something Helen values even more than recognition: trust. Nearly 99 percent of her business comes through referrals, something she considers the greatest compliment a client can give.

A Life Filled with What Matters Most

As much as Helen loves her career, nothing brings her greater joy than her family. Her twin sons, Andrew and Sam, remain the center of her world. Andrew recently graduated from the University of Southern California, while Sam is entering his senior year at Indiana University’s Kelley School of Business.

“They’re the light of my life,” Helen says. “They’re genuinely kind, thoughtful, fun people, and spending time with them is my favorite thing in the world.”



Helen with her twins, Andrew and Sam, enjoying time together in Italy.

Completing the family is Mackie, their nine-year-old Cavapoo, who has earned a special place in everyone’s heart.

“My boys would probably tell you she’s my favorite child,” Helen jokes. “Honestly, we’re all a little obsessed with her.”

Whether traveling, spending weekends at the bay, reading a good book, tackling a summer puzzle, or staying active through fitness classes, Helen treasures the friendships and family connections that make life rich.

Those same values extend into her community. She remains deeply involved with Holy Redeemer School and Parish in Kensington, where her sons began their education, and proudly



Helen and friends during a memorable trip to Mykonos, Greece.

supports the Lilabeen Foundation, which funds pediatric brain cancer research. Both organizations hold a special place in her heart because they represent communities that have given so much to her own family.

Looking Ahead

More than twenty-five years after deciding to “give real estate one year,” Helen still finds joy in the work and the people it brings into her life.

“I imagine I’ll still be working,” she says. “I love what I do too much to fully step away.”

When newer agents ask what it takes to succeed, her advice is simple: approach real estate like a business, remain disciplined, continue learning, and understand that lasting success is built one relationship at a time.

“You have to be self-motivated and learn how to run your own business,” she says. “Put in the work now. Stay educated, know your market, and the more effort you invest early on, the more rewarding this career becomes later.”

One of Helen’s favorite Maya Angelou quotes says, “People will forget what you said, people will forget what you did, but people will never forget how you made them feel.” Few words capture her philosophy more perfectly.

For Helen Trybus, real estate has never been about simply helping people buy and sell homes. It has always been about making them feel cared for, understood, and confident during life’s biggest transitions. In a profession often measured by numbers, she has built a career—and a reputation—on something far more enduring: relationships that stand the test of time. ■

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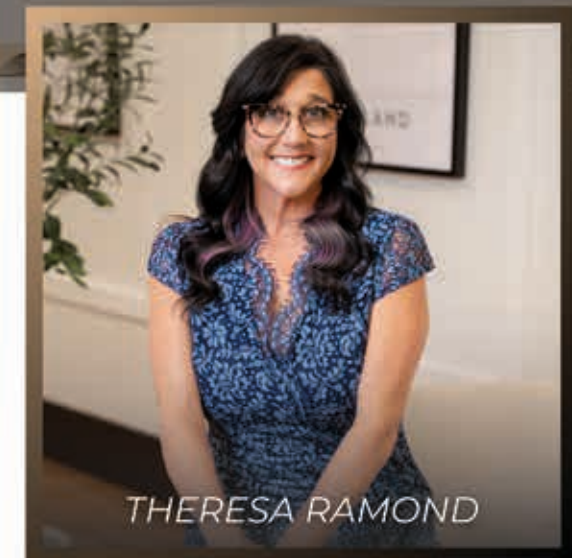
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