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OLIVIA FARRELL

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Partner Spotlight
RYAN MURPHY
Around Town Movers
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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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RYAN MURPHY

AROUND TOWN MOVERS AND STORAGE

BY GEORGE PAUL THOMAS
PHOTOS BY RYAN CORVELLO

BUILDING TRUST ONE MOVE AT A TIME

Some careers are built through careful planning. Others emerge from a deep understanding of purpose. For Ryan Murphy, the transition from military leadership to business ownership was less about changing directions and more about continuing a lifelong commitment to service. Today, as President and Owner of Around Town Movers and Storage, Ryan leads with the same principles that shaped his two decades in the U.S. Army: accountability, discipline, adaptability, and above all, taking care of people.

Friendly, grounded, and deeply family-oriented, Ryan approaches business with the belief that relationships matter more than transactions. That mindset has become central to the culture he is building at Around Town Movers, where “Every Move Matters” is far more than a company tagline. It is a philosophy woven into every customer interaction, every partnership, and every operational decision.

From Military Service to Business Ownership

Ryan grew up in Warrenton, Virginia, and spent more than 20 years serving in the U.S. Army before entering the moving industry. During his military career, he worked within the Intelligence Community and spent a decade as a helicopter pilot, experiences that sharpened his ability to assess risk, solve problems under pressure, and lead teams through high-stakes situations.



After years of deployments, long hours, and time away from family, Ryan knew he wanted his next chapter to look different. He wanted to plant roots in Northern Virginia, spend more time with his wife and children, and build something that could positively impact both his community and the people working alongside him.

That opportunity came in 2024 when he acquired Around Town Movers and Campbell Moving and Storage. While the industry itself was entirely new territory, the mission behind it felt familiar.

“I wanted to build a business focused on serving customers and creating opportunities for people,” Ryan says. “I’ve been learning something new every day since.”

A Different Approach to Service

Ryan often jokes that his role within the company includes being the “Chief Blame Officer,” but beneath the humor is a leadership style rooted in ownership and accountability. He focuses much of his time on developing systems, improving processes, assessing operational risk, and ensuring the company is equipped to serve customers at a high level every day.

At the same time, Ryan is quick to redirect credit toward the experienced team around him. With more than 40 office staff, drivers, and crew members,

many of whom have spent over a decade with the company, Around Town Movers has built a culture centered on professionalism, trust, and consistency.

That consistency matters in an industry where trust is often the biggest hurdle. Ryan understands that many customers come into the moving process carrying stress or past negative experiences with unreliable movers. Building confidence quickly has become one of the company’s greatest strengths.



“Our office staff and movers build trust fast,” Ryan explains. “When customers realize we’re honest, responsive, and genuinely care about their experience, it changes everything.”



That people-first mentality extends beyond customers and into the way the company treats employees. Ryan believes investing in people internally is one of the most important things a business can do. Some of his proudest moments have come from promoting team members who started in entry-level positions and grew into leadership roles over time.

More Than a Moving Company

Around Town Movers operates from a 20,000-square-foot warehouse in Sterling, Virginia, handling local, long-distance, commercial, military, and international moves. The company also maintains a long-term storage facility in Winchester and has earned a reputation for reliability across the region.

Still, Ryan believes what truly separates the company is its willingness to think beyond the move itself. Whether helping Realtors solve staging and storage challenges, assisting with last-minute relocations, or simply serving as a trusted problem-solving partner, the company prioritizes relationships over transactions.

“We want to be the first call when someone needs help solving a problem,”

Ryan says. “That’s how real partnerships are built.”

That philosophy has also strengthened the company’s relationships within the real estate community. Ryan understands that referrals are deeply tied to an agent’s reputation, which is why communication, responsiveness, and issue resolution remain top priorities. While no service business is perfect, he takes pride in being personally accessible whenever challenges arise.

“If there’s ever an issue, our partners know they can call me directly,” he says. “We’ll make it right.”

Family, Purpose, and Legacy

Outside of work, Ryan’s world revolves around his family. He and his wife, Rachel, are raising four children: Rowan, Callum, Darcy, and Sullivan. After



years of military service that often kept him away from home, spending more time with his family became one of the driving forces behind his entrepreneurial journey.

Life outside the office is busy with sports practices, extracurricular activities, movie nights, travel, hiking, and a shared family love for sushi. Their two dogs, Poppy and Daisy, have also become unofficial office mascots, greeting staff and visitors alike in Sterling.

Ryan still finds time for woodworking whenever possible, a hobby he describes as both creative and calming. Much

like running a business, woodworking requires patience, preparation, and problem-solving, qualities that continue to define the way he leads today.

Every Move Matters

For Ryan, success is measured less by growth alone and more by impact. Whether supporting employees, serving customers, partnering with Realtors, or preparing for his children’s future, he remains focused on building something meaningful and lasting.



“Every Move Matters” has become his personal mantra because it reflects the bigger picture behind the business. Every interaction matters. Every customer matters. Every opportunity to serve matters.

That mindset is what continues to move Around Town Movers forward, one relationship at a time. ▀



To find out why Every Move Matters or to learn more about Referral Partner Program, visit www.AroundTownMovers.com or contact Ryan Murphy at RyanM@AroundTownMovers.com.



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OLIVIA FARRELL

THE WORK BEHIND THE WINS



BY AMELIA ROSEWOOD
PHOTOS BY JAMIE SUTERA

For a while, Olivia Farrell’s career looked exactly the way most people had hoped theirs would. She had a strong role as a software sales executive in Tysons Corner, worked with people she genuinely respected, and had built a solid professional network. By most measures, things were going well.

Still, something kept nudging her.

“I knew I wanted to stay in sales,” Olivia says. “But I also wanted to see what my potential could look like if I bet on myself.”

So she made a promise to herself. If real estate didn’t work out within six months, she would simply return to corporate life. It felt like a reasonable safety net at the time. What she didn’t

yet realize was just how much resilience the industry would require.

Nearly a decade later, Olivia is an Associate Broker and Team Leader with Compass in Arlington, Virginia. Her career has grown steadily, built less on flashy moments and more on persistence, strong relationships, and the quiet discipline of showing up every day ready to work.

Finding Her Stride

Olivia Farrell grew up in Columbia, Maryland, where staying involved and connected to others was simply part of life. Even early on, she found herself stepping into leadership roles, organizing activities, and naturally bringing people together. That instinct followed her to Virginia Tech, where she



earned a Bachelor’s degree in marketing and continued building the skills that would later shape her career.

Her college years included internships, entrepreneurial opportunities, and philanthropic involvement through her sorority. Those experiences helped strengthen qualities she still relies on today: listening closely, communicating clearly, and building trust quickly with the people around her.

After graduating, Olivia entered corporate sales, where she developed a deeper understanding of negotiation, teamwork, and strategic communication. Working with senior-level executives and collaborating

with diverse teams gave her the confidence to navigate complex conversations and competing perspectives.

In 2016, while still working full-time, Olivia began studying for her real estate license. Every Wednesday evening, she left the office and headed straight to class, often spending several hours studying after an already long workday. The schedule was demanding, but she remembers feeling energized by the possibility of building something of her own.

Her early months in real estate started strong, with two quick sales. Then momentum stalled, and nearly six months passed without another transaction. The experience





Whenever Olivia does carve out time away from work, she gravitates toward activities that bring people together. Cooking, traveling, golf, good wine, and evenings around a Mahjong table with friends are some of her favorite ways to unwind. Over the past year, she also started a local moms group in Falls Church – another reflection of her natural instinct to build community.

Looking Ahead

As Olivia looks toward the future, her vision remains grounded in the same principle that first drew her to real estate: relationships.



She wants every client to walk away from the experience feeling informed, supported, and confident in the decisions they made along the way.

“That doesn’t mean everything will always be easy,” she says. “But I want them to walk away, knowing they had someone advocating for them the entire time.”

For agents hoping to build a successful career, her advice is simple.

“You have to be willing to work when others won’t,” she says. “Success usually comes from doing the things most people aren’t willing to do.”

proved humbling but incredibly transformative.

“That stretch taught me what it feels like to have your back against the wall,” Olivia says. “And once you’ve felt that, you don’t take opportunities for granted.”

Life at Home

Outside of real estate, Olivia’s life revolves around family. She and her husband are raising two young children: a two-and-a-half-year-old daughter and a ten-month-old son.

“Kids give you a different kind of drive,” she explains. “You have fewer hours in the day, but you become

even more motivated than you were before. You want to work hard not just for yourself, but to set a good example for your kids and show them what hard work looks like.”

However, balancing family life with a real estate career that rarely follows a predictable schedule can be challenging. Some days don’t go according to plan, but Olivia credits her husband’s support as a major reason she’s been able to build the career she has. “He’s always in my corner as my biggest supporter and cheerleader, and I’m incredibly grateful for how understanding he is of my unconventional schedule.”



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Abigail KASTEN

A Gentle Presence That Speaks Volume



BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Some professionals command attention with bold voices. Others, like Abigail “Abi” Kasten, lead with something quieter, but just as powerful. She describes herself as “kind, supportive, hard-working, and extremely driven,” and that balance defines both her personality and her business. Her presence is calm, her approach intentional, and her determination unmistakable.

Abigail is not interested in being the loudest voice in the room. Instead, she focuses on being the most reliable one. “I want to be a partner on a journey with each and every client,” she says. “Not a salesperson pushing to close a transaction.” That mindset has shaped her reputation as a trusted advocate who values relationships over results alone.

From Ballet Slippers to Business Strategy

A Northern Virginia native, Abigail grew up in Arlington with a unique rhythm to her life. Much of her education took place at home, not by accident but by design. Her childhood was deeply rooted in ballet, a demanding discipline that required time, sacrifice, and unwavering commitment.

She spent nine years as a company dancer with First State Ballet Theatre, living out a dream that many only imagine. That experience, however, gave her far more than time on stage.

“Ballet shaped my mindset and work ethic tremendously,” she explains. “My directors at First State Ballet Theatre, Pasha and Kristina Kambalov, taught me how to be the hardest working person in the room, how to show my value in a competitive environment, and how to be a teammate to my colleagues around me.”

Those lessons became the foundation for everything that followed. The discipline, resilience, and quiet confidence she developed as a dancer now show up in every client interaction and business decision.

Finding Parallels

Abigail’s transition into real estate may seem unexpected, but to her, the connection was clear. “I saw parallels between ballet and real estate,” she says. Both demand self-motivation, persistence, and the ability to thrive in competitive spaces.

She launched her career with KW Metro Center in Arlington, Virginia, where she continues to grow her business today. Like many new agents, she faced the challenge of building momentum from the ground up. Instead of waiting for opportunities, she created them.

Her efforts quickly paid off. In 2024, she was honored as Rookie of the Year at her office. By 2025, she had completed 18 transactions and reached nearly





12 million dollars in sales volume. In 2026, she stepped into a leadership role on the Agent Leadership Council, further deepening her impact within the brokerage.

Still, Abigail measures success differently than most. “I will never ‘sell’ a client on a property,” she says. “I will always communicate my honest opinion and present clients with all options available. I treat every client’s journey as if it’s my own.”

Authenticity as a Business Model

In an industry often driven by numbers and competition, Abigail’s



approach is refreshingly human. She prioritizes honesty, transparency, and connection. Her goal is not just to close deals, but to build trust that lasts far beyond the transaction.

“I pride myself in being authentic,” she shares. “I want each client to feel that I’m their ally and biggest advocate. I want them to feel support, not pressure.”

That authenticity is not a strategy. It is simply who she is. Clients respond to her sincerity, and her business continues to grow as a result. With plans to surpass her previous production each year, Abigail is focused on steady, meaningful progress rather than quick wins.

Life Beyond the Business

Outside of real estate, Abigail’s world is filled with the people and passions that matter most. Her fiancé, Thomas, and her mom and dad, Donna and Bob, are her biggest supporters. “They are the three most important people in my life,” she says. “I don’t know what I would do without them.”

Her personal life reflects the same intentionality she brings to her work. Each year, she and her mom, Donna, embark on a cross-country road trip, a tradition that gives them time to reconnect and recharge after a busy season. Meanwhile, she and Thomas are currently planning their wedding in

Middleburg, Virginia, a milestone she is eagerly anticipating.

At home, Abigail is surrounded by her three cats, Gus, Marsha, and Willy, affectionately known as her “office cats.” Her love for animals runs deep and extends into her broader interests. She is passionate about sustainability and actively seeks ways to live in a way that protects the environment.

“I’m very passionate about minimizing our impact on the planet,” she says. That passion also influences her community involvement. Each year, she collects school supplies for Second Story in Vienna, Virginia, and she makes a point to support local businesses by featuring them in her newsletters and client events.

“I want each client to feel that I’m their ally and biggest advocate.

I want them to feel support, not pressure.”

Vision, Grit, and What Comes Next

Looking ahead, Abi has clear goals. She hopes to reach 20 million dollars in annual sales volume and continue investing in real estate alongside her fiancé. More importantly, she plans to stay true to the values that have guided her so far.

Her philosophy is simple but powerful. Work hard. Stay grounded. Be real.

For those entering the industry, her advice is direct. “Have grit and persist,” she says. “Real estate is not a business where you’ll be handed opportunities. You must go out and get them.”

Abigail Kasten proves that strength does not always need to be loud. Sometimes it is steady, consistent, and quietly relentless. Her journey from the ballet stage to real estate success is a testament to what happens when discipline meets authenticity. ▀



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Angie Tanner

THE HEART BEHIND TEACHERS' HOME BENEFITS

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Long before Angie Tanner became a top-producing Realtor or founded a program impacting educators across Northern Virginia, she already knew where she belonged in a classroom. From a young age, she was drawn to teachers not only for what they taught, but for how they shaped lives through patience, clarity, and care. That admiration quickly turned into aspiration, and by the time she was five years old, she had already decided she wanted to become a teacher.

That path eventually led her to Penn State University, where she studied education and deepened her understanding of the inequalities present in school systems. After graduation, Angie spent five years teaching in inner-city Washington, D.C., working with students who needed both structure and support in environments where resources were often limited. The experience shaped her worldview in a lasting way and reinforced her belief that education is not just instruction but advocacy.

Even as she transitioned into a different career years later, the lessons from the classroom never left her. Learning to listen, communicate clearly, and advocate for others became the foundation of everything that followed.

The Shift That Changed Everything

Life took a turn when Angie's husband accepted a position in Albuquerque, New Mexico. The move created new opportunities for her family, but it also brought an unexpected professional challenge. Her teaching salary was cut in half, forcing her to reconsider what her next chapter might look like.

Real estate was not a long-planned career move but rather a practical pivot that quickly revealed itself to be something more meaningful. As she began working with families, Angie discovered that many of the same skills that made her effective in the classroom translated seamlessly into helping clients navigate one of the most important decisions of their lives.

What started as a transition soon became a thriving career. Angie built a



strong business, earned recognition as Realtor of the Year in New Mexico, and established herself as a trusted advisor to the families she served. Eventually, she and her family returned to Northern Virginia, where she continued growing her business while staying closely connected to the school communities she had always cared about.

Seeing the Problem

It was through those school connections that Angie began noticing a pattern she could not ignore. Teachers, the very people responsible for educating and shaping future generations, were often struggling to afford the communities they worked in every day.

Many were commuting long distances just to make housing work financially. Others were stuck in cycles of renting, moving every few years as costs increased. Some believed homeownership was completely out of reach, assuming they needed large down payments or incomes far beyond what they earned.

What struck Angie most was not only the financial strain but the mindset behind it. Many educators had internalized the belief that homeownership was not meant for them.

"They would say, 'I'm just a teacher,'" she explains. "And that was the part that stayed with me."

For Angie, the disconnect was difficult to accept. These were professionals dedicating their lives to children, often sacrificing their own stability in the process. She began to feel that something needed to change, not just in conversation but in action.

Creating Teachers' Home Benefits

In 2019, Angie founded Teachers Home Benefits, a program built around a simple but intentional mission of advocacy, access, and appreciation for educators.

Rather than offering symbolic gestures, she focused on tangible support. The program connects teachers with lending professionals who understand down payment assistance programs, grants, and financing options that many buyers are never made aware of. It also emphasizes early education, helping teachers understand the homebuying process before they believe they are ready, so they can prepare with clarity and confidence.

A defining feature of the program is its give-back structure. Angie returns 0.5 percent of her commission directly to educators at closing, often resulting in thousands of dollars that help ease the financial burden of purchasing a home.

But for Angie, the deeper purpose goes beyond financial support. It is about changing perception.

"It's about helping teachers believe that homeownership is actually possible," she says.

To date, Angie has helped 84 educator families buy and sell homes and has returned more than \$240,000 directly to teachers through the program. Yet she views those numbers as a reflection of something larger, a restored sense of confidence and possibility.

Restoring Belief

One of the most meaningful examples of that impact is a teacher Angie worked with, Mr. Jackson, a well-known local history educator with a dynamic and engaging classroom presence. Before working with Angie, he had already experienced the emotional weight of a failed home purchase. He had packed



his belongings, arranged a moving truck, and believed he was days away from closing, only to have the deal fall apart unexpectedly.

The experience left him discouraged. He returned to renting and eventually convinced himself that homeownership simply was not going to happen for him.

So when Angie first approached him about trying again, his response was cautious at best. He wanted to believe her, but past disappointment made trust difficult.

"He gave me this look like, 'I'm not falling for this again,'" she says with a laugh.

But Angie stayed consistent. She guided him step by step, connected him with the right team, and made sure he understood each stage of the process. Over time, that skepticism slowly gave way to trust.

Today, Mr. Jackson has been living in his home for four years. For Angie, the experience remains one of the clearest reminders of what her work is really about.

"It wasn't just about helping him buy a house," she says. "It was about restoring belief."

Sweet Karma and Community Impact

As Teachers Home Benefits grew, Angie looked for ways to bring appreciation directly into schools, which led to the creation of Sweet Karma. What began as an old horse trailer was transformed into a mobile hospitality experience, rebuilt by Angie using reclaimed materials and a hands-on creative approach.

Now, Sweet Karma visits more than 40 schools each year, serving ice cream and seasonal treats while creating opportunities to connect with educators in a personal and meaningful way. While it often draws attention for its charm, its purpose is rooted in something deeper, relationship-building.

Over time, it has become a recognizable extension of Angie's mission, even earning "Best in Show" at the Leesburg

It's about
helping teachers
believe that
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is actually
possible."

Independence Day Parade. More importantly, it has become a consistent presence in the schools she serves, reinforcing the idea that appreciation should be active, not symbolic.

Combined with Teachers Home Benefits, the effort has helped create a growing network of support for educators throughout the region.

Looking Ahead

While the program has already made a meaningful impact, Angie sees it as only the beginning. What started as a grassroots effort, meeting principals, visiting schools, and having individual conversations, has grown into a consistent presence across more than 40 schools each year.

Looking forward, her goal is to expand both awareness and access so more educators can benefit from the tools, education, and financial support available through the program.

At the heart of her vision is a simple belief that has guided her from the beginning of her journey.

"Because the people who pour into our communities every day deserve to have a place to call home in them."

For Angie Tanner, that belief is no longer just the inspiration behind her work. It is the work itself. ▀

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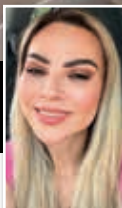
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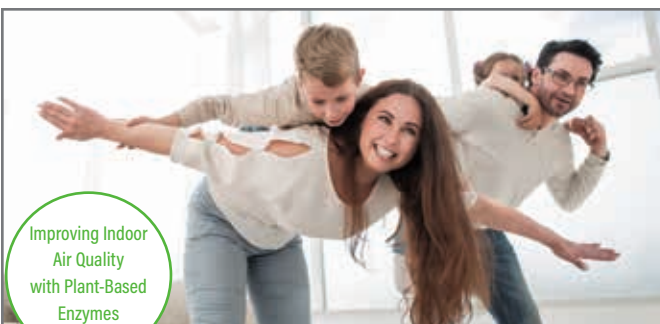
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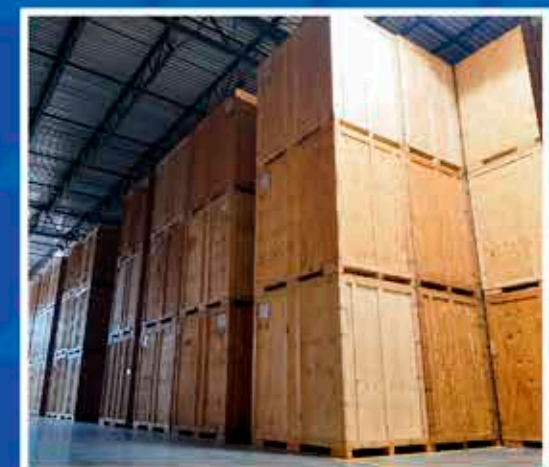
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TOP 100 STANDINGS - BY UNITS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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Disclaimer: Information based on closed MLS data and supplemental data provided by Everynook, as of Sept 4, 2026, for residential sales from January 1, 2026, to August 31, 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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