

NOVA

SEPTEMBER 2026

REAL PRODUCERS

Celebrating

100

Issues!

PARTNER SPOTLIGHT
ERIC MULLIS
CMG HOME LOANS
Houghton

CONNECTING. ELEVATING. INSPIRING.



Welcome Fall *in* Style

BEAUTIFUL WINDOWS. WARMER SPACES.

As autumn approaches, your indoor spaces become the heart of your daily routine. From warm, woven natural shades to classic plantation shutters, Budget Blinds offers tailor-made window treatments designed to capture natural sunlight, enhance indoor warmth, and create an inviting atmosphere all season long.

Thoughtfully designed. Expertly installed. Always tailored to you.

Let's bring your vision to life.

REQUEST A FREE
CONSULTATION TODAY!

703.729.9846
BudgetBlinds.com

**BUDGET®
BLINDS**
Style and service for every budget.®

Budget Blinds of Charlottesville,
Warrenton, Ashburn & South Riding

©2025 Budget Blinds, LLC. All Rights Reserved. Budget Blinds is a trademark of Budget Blinds, LLC and a Home Franchise Concepts Brand. Each franchise is independently owned and operated.



MOVING & STORAGE
AROUND TOWN
MOVERS

**CELEBRATING OUR 20th
ANNIVERSARY THIS YEAR!**

ASK ABOUT OUR
\$250 DECLUTTER SPECIAL!

It's Too Good To Pass Up.

- Pack & Unpack • Climate Controlled Warehouse • Move Management • Downsize & Cleanout
- FREE Home Protection • FREE Mattress Bags • FREE Use of Wardrobe Boxes
- Residential & Commercial Moves • Local & Long Distance



(703) 682-5922
AROUNDTOWNMOVERS.COM
Licensed & Insured Professional Movers

Service-Disabled
Veteran-Owned Small Business



Check out our 1,000+
Google
★★★★★
Reviews

Contents

TO VIEW OUR MAGAZINE ONLINE,
VISIT NOVAREALPRODUCERS.COM OR
SCAN THIS QR CODE.



PROFILE



14 Eric Mullis,
CMG Home Loans

IN THIS ISSUE

- 6 Preferred Partners
- 8 Meet The Team
- 10 Publisher's Note
- 12 Marketing Matters: AI Fatigue Is Real
- 14 Partner Spotlight: Eric Mullis, CMG Home Loans
- 18 Special Feature: 100th Issue!
- 63 Top 250 Standings by VOLUME
- 75 Top 100 Standings by UNITS

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

MORTGAGES THAT MEAN M^{MM}RE

Your support can help us
make an IMPACT in our
community and for our clients



Bo Lee
Loan Officer | NMLS# 195871
(703) 967-9792
bo.lee@movement.com



10550 Linden Lake Plaza, Ste 300, Manassas, VA 20109 | DC-MLO195871, MD-195871, VA-MLO-2911VA | Movement Mortgage LLC. All rights reserved. NMLS ID #39179 (For licensing information, go to: www.nmlsconsumeraccess.org (opens in a new tab)). Additional information available at movement.com/legal. Interest rates and products are subject to change without notice and may or may not be available at the time of loan commitment or lock-in. Borrowers must qualify at closing for all benefits.



Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

BLINDS/WINDOW TREATMENTS

Budget Blinds
(540) 729-9846
Budgetblinds.com/ashburn

BOOKKEEPING/ACCOUNTING

Agent CFO
(240) 468-7426
AgentCFO.co

CHIMNEY SERVICE/REPAIR

Winston's Chimney Service
(703) 283-2764
WinstonsServices.com

CLEANING SERVICES

Spain's Cleaning Services
(703) 798-9140
SpainsCleaning.com

Vilma's Cleaning Services

(240) 760-9188
vilmah79.my@gmail.com

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

ENGINEERING -

STRUCTURAL & SOIL
Soil & Structure Consulting, Inc.
Ken Fraine, PE / Andy Fulambarkar, PE
(703) 391-8911
SoilandStructure.com

ESTATE SALES

Four Sales, Ltd.
(703) 256-8300
FourSales.com

EXTERIOR CLEANING

Window Genie of Loudoun - North Fairfax
(571) 554-3643
Windowgenie.com/Loudoun/

FLOORING

Rachel's Floors
(571) 316-1218
RachelsFloors.com

GARAGE STORAGE

GarageExperts of Prince William
(540) 940-1994
GarageExperts.com/Prince-William/

HEATING & COOLING

Aire Serv of NOVA
(571) 378-4188
AireServ.com/nova-mclean

HOME INSPECTION

ProTec Inspection Services
(301) 972-8531
ProTec-Inspections.com

HOME ORGANIZING & MOVE MANAGEMENT

The Organizing Mentors
(703) 434-9585
TheOrganizingMentors.com

HOME WARRANTY

Old Republic Home Protection
(540) 498-5632
My.ORHP.com/PerryBocson

INSURANCE

Goosehead Insurance
(571) 384-2049
Goosehead.com/agents/va/burke/Seth-Mcguire/

State Farm

(571) 723-4208
GirlDadAgent.com

IT SUPPORT & CYBERSECURITY SERVICES

Principal IT Consultants LLC
(540) 596-5957
Principalitc.com

JUNK REMOVAL

It's Haul Good
(703) 646-9194
ItsHaulGood.com

Junk Thief

(703) 608-7221
TheJunkThief.com

MARKETING SOLUTIONS

My Marketing Matters
(301) 590-9700
MyMarketingMatters.com

MOLD REMEDIATION

Green Home Solutions
(703) 447-6085
GreenHomeSolutions.com/Sterling-VA/

MORTGAGE

AnnieMac Home Mortgage
Sylvia Bae
(571) 251-9854
BaeTeam.com

CMG Home Loans

Eric Mullis
(703) 856-4019
CMGHomeLoans.com/mysite/eric-mullis

Embrace Home Loans

Shawn Barsness
(703) 783-2322
TheMortgageAce.com

Movement Mortgage

Bo Lee
(703) 967-9792
CallBoLee.com

The Money Store

Jody Alston
(703) 627-9706
TheMoneyStore.com/lo/Jody-Alston/

MOVING / STORAGE

Around Town Movers and Storage
(703) 682-5222
AroundTownMovers.com

Hilldrup

(704) 231-5582
Lisa.Rhead@hilldrup.com

Interstate Moving & Storage

(703) 226-3279
Moveinterstate.com

MG Moving Services

(571) 288-3840
MyGuysMoving.com

My Pro Movers & Storage

(703) 763-4285
MyProMoversDC.com

Town & Country Movers

(202) 997-3324
TownAndCountryMovers.com

OUTDOOR DESIGN

Garden Wise
Mark White
(703) 243-5982
GardenWise.co

PAINTING SERVICE

All American Painting Plus
(703) 810-3970
AllAmericanPaintingPlus.com

WOW 1 Day Painting

(888) 969-1329
WOW1day.com

PHOTOGRAPHY

Ryan Corvello Photography
(757) 685-2077
CorvelloPhotography.com

PHOTOGRAPHY & VIDEOGRAPHY

Amazing Listing Photos
(703) 340-3880
AmazingListingPhotos.com

Hiiper Studio

(703) 656-9704
HiiperStudio.com

Lucent Real Estate Media, LLC

(240) 693-5408
Book.LucentRealEstateMedia.com

PORTABLE STORAGE

Units NOVA
(540) 907-5454
UnitsStorage.com/Manassas-VA/

PRINTING / PROMOTIONAL

Silverado Printing, LLC
(703) 407-0268
SilveradoPrinting.com

PROJECT MANAGEMENT

Stone Residential Project Management
(703) 585-0189
Keri@StoneResidentialllc.com

PROPERTY MANAGEMENT

Circle Property Management
(703) 851-2849
CirclePM.com

REAL ESTATE SOCIAL MEDIA PLATFORM

CPV Media
(571) 317-2198
CarmichaelPhotoVideo.com

RENOVATIONS

Dwell Build
(202) 240-8666
DwellBuild.com

RESTORATION SERVICES

Lightspeed Restoration of Alexandria and Fairfax
(571) 288-8050
LightSpeedRestoration.com/Fairax-VA

ROOFING

DryHome Roofing & Siding, Inc.
(703) 230-7663
DryHome.com

SENIOR MOVE MANAGEMENT

Town & Country Move Management
(202) 997-3324
TownandCountryMovers.com/Move-Management

STAGING

Elevated Staging and Design
(571) 888-9725
ElevatedStagingandDesign.com

Town & Country Staging

(202) 997-3324
TownAndCountryMovers.com/Staging

TITLE SERVICES

Pruitt Title
(703) 462-9931
DCTitleGuy.com

TRANSACTION COORDINATOR

Scalable RES
(703) 639-4166
ScalableRES.com

VIDEO SERVICES

Axxess Studios, LLC
(703) 585-7746
AxxessStudios.com/

VIRTUAL ASSISTANT

Cyberbackers Virginia
(703) 851-2849
Cyberbacker.com



Watch your business *BLOOM* when you rely on our administrative services!

Schedule a FREE business evaluation!

View All Of Our Services! 

Amina Basic
(571) 410-0661
va@cyberbacker.com
cyberbacker.com
 @cyberbackervirginia



Your Property Management Partner To Help You:

Enjoy
LIFE

Grow
YOUR BUSINESS

Dream
OF THE NEXT ADVENTURE



• Vacancy Marketing • Tenant Screening • Rent Collection
• Property Maintenance • Financial Reporting



Contact Patrick Page!
703.592.6802
circlepm.com



Meet The Team



Kristin Brindley
Publisher



Wendy Ross
Operations Manager



Ryan Corvello
Photographer

Follow Us Online!

MEET THE REST OF THE KB TEAM!



NOVA Real Producers
@realproducersnova



NOVA Real Producers
@realproducersnorthernva



RP DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.



Your one-stop shop for real estate support

Scalable Real Estate Solutions was founded with one mission: to simplify real estate operations and help agents thrive. Built on flexibility, family, and integrity, we've redefined what support looks like—creating smart, scalable systems that empower agents to grow with confidence.



Transaction
Coordination



Listing
Support



Marketing
Services



Bespoke
Solutions

**Together,
We Simplify.
Innovate. Thrive.**

703-639-4166

www.scalableres.com

info@scalableres.com

PREMIER VIDEOGRAPHERS for Realtors, Personal Brands, and High-End Estate Tours



BRAND MESSAGING
VIDEO PRODUCTION
LIVE STREAMING
DIGITAL MARKETING

NXS
AXCESS STUDIOS
AXCESS THE POWER OF VIDEO!
AxxessStudios.com



Your Project Manager and Go-To Human
Before You List or Close

LET US HANDLE:

- HOA VIOLATIONS
- CURB APPEAL
- RENOVATIONS
- MAINTENANCE ITEMS
- INSPECTION ISSUES
- LISTING PREP

We have licensed contractors in HVAC, plumbing, electrical, landscape, foundation repair, painting, drywall, and millwork.

Keri Stone
Project Manager

Call or text me anytime!
703-585-0189
keri@stoneresidentialllc.com

Your trusted
HVAC partner

Ensure the safety and reliability of your
air conditioning system before you sell
or buy the home.

Fast inspection reports and honest recommendations

- Check-up
- Repair
- Installation
- Indoor Air Quality

AIRESERV.
HEATING & AIR CONDITIONING
a neighborly company

571.378.4188

AireServ.com/NOVA-McLean

INDEPENDENTLY OWNED & OPERATED FRANCHISE

HELLO SEPTEMBER, A Season of Gratitude & Grit!

September signals a fresh start — a shift from the easy pace of summer to the focused rhythm of fall. It's a month that asks us to lean into gratitude for what we've accomplished, while also fueling us with grit for what's still to come.

In our Real Producers community, that balance of gratitude and determination is everywhere. We're constantly inspired by the dedication of our agents, the support of our partners, and the sense of purpose that ties it all together. Together, we continue to raise the bar for what collaboration can look like in this industry.

This month, we're especially excited for our **Walk of Fame** celebration on **September 15th**, where we'll mark an incredible milestone—the 100th issue of Real Producers. This special evening is a chance to celebrate not only the magazine, but the remarkable agents and relationships that have filled its

pages over the years. Inside this commemorative issue, you'll reconnect with many of our past cover features and celebrate the stories that have helped shape our community. We can't wait to celebrate this unforgettable milestone with all of you. As we enter this new season, let's remember:

"Consistency turns vision into victory."

Here's to a fall filled with focus, faith, and forward motion.



Kristin Brindley

Owner/Publisher
NOVA Real Producers
313-971-8312
Kristin@kristinbrindley.com
www.novarealproducers.com



LIFE CHANGES.
We help through every chapter.

The DC-area's most trusted, professional estate sale, auction, and appraisal firm **SINCE 1972.**

OUR SERVICES

ESTATE SALES
 MOVING SALES
 AUCTIONS
 APPRAISALS

FREE CONSULTATION

Every situation is unique. We'll help you understand your options and create a plan that works for you.

NO OBLIGATION. JUST ANSWERS.

Call Daniel Sanders today!
(703) 256-8300 (301) 580-9542

foursales.com
questions@foursales.com

SERVICING MD, DC & VA

Winston's
CHIMNEY SERVICE

Protect Your Clients. Protect The Sale.

Trusted Chimney Inspections & Repairs for Northern Virginia Homes

For Real Estate Professionals

- ✓ Pre-sale chimney inspections
- ✓ Clear written reports for buyers & sellers
- ✓ Fast scheduling to keep closings on track

CALL TODAY TO SCHEDULE

703-283-2764
charles@winstonsservices.com
www.winstonsservices.com

CHUCK HALL President

ProTec
Inspection Services

INSPECTIONS YOU CAN TRUST!

20+ Inspectors
80,000+ Inspections Completed
4500+ Google Reviews

- Residential & Commercial
- Pool Inspection
- Radon Testing
- Level 2 Chimney Inspection
- Mold Sampling
- Sewer Scope
- Termite Inspection
- & More!

40 YEARS OF EXCELLENCE

Schedule an Inspection Today!
(301) 972-8531

Zoey Hoover
ProTec-Inspections.com
ClientCare@ProTec-Inspections.com

When Junk Piles Up, Life Feels Cluttered

Start a Free Clean-Out Estimate Now!
TheJunkThief.com

THE JUNK THIEF

Junk Removal • Demolition • Local Moving

(703) 608-7221 | TheJunkThiefDMV@gmail.com
Emergency Services Available

AI FATIGUE IS REAL:

Stop Chasing Every New Tool and Start Solving Real Business Problems

BY TODD LEBOWITZ

If you're like most real estate agents, your inbox and social media feeds are flooded with the latest AI "must-have" tools. Every week promises another platform that will write your emails, edit your videos, generate your social posts, automate your marketing, or revolutionize your business.

It's exciting—but it's also exhausting.

Many agents are experiencing what can only be described as **AI fatigue**. Instead of making work easier, the constant stream of new technology often creates more confusion, more subscriptions, and more time spent learning software than actually serving clients.

The reality is that AI isn't valuable because it's new. It's valuable because it solves a problem.

Rather than asking, "What's the newest AI tool?" start asking, "What's the biggest challenge in my business?"

Do you struggle to stay consistent with marketing? Find an AI tool that helps you create quality content faster.

Spending too much time writing listing descriptions or emails? Use AI to eliminate repetitive writing tasks.

Need help organizing your schedule or responding to client questions? Focus on AI that streamlines communication and frees up more time for relationship building.

Notice a pattern? The best AI isn't the one with the most features—it's the one that quietly removes friction from your day.

Another common mistake is trying to use too many AI platforms at once. Each new tool requires setup, training, and ongoing management. Before long, you're spending more time managing technology than growing your business.

Instead, choose two or three AI tools that integrate naturally into your daily workflow and learn to use them exceptionally well. Mastering a few high-impact tools will almost always produce better results than dabbling with a dozen different platforms.

Remember, your clients aren't hiring you because you use artificial intelligence. They're hiring you because they trust your expertise, your market knowledge, your negotiation skills, and your ability to guide them through one of life's biggest financial decisions.

The right AI should amplify those strengths—not replace them.

Technology will continue to evolve at an incredible pace. There will always be another new platform, another exciting announcement, and another promise of transformation.

Don't fall into the trap of chasing every trend. Focus on the tools that save you time, improve your service, and help you build stronger relationships.

Because at the end of the day, the most valuable AI isn't the one everyone is talking about—it's the one that quietly helps you become a better real estate professional.



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.

TOP AGENTS DON'T TOUCH JUNK...



THEY
CALL ME.



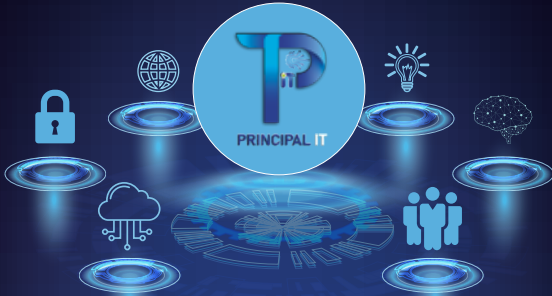
Sam Richardson
Chief Junker
571-749-9023



Scan to save my
contact info or
say hello!

IT That's Simple, Secure & Stable

The IT Partner Your Business Has Been Missing



Slow computers? Emails going to spam?
Can't be found online?

"Well, those ARE problems."
We help fix all three!

Managed IT • Protect Clients • Marketing

Your clients trust you with
their biggest transaction.
Make sure your technology
is worthy of that trust.



Book a FREE IT
Assessment with
Shaun Cobbs

(540) 596-5957 | info@principalitc.com | principalitc.com
Proudly Serving Northern VA Realtors & Businesses

AMAZING
LISTING
PHOTOS

THE KEY TO
PICTURE
PERFECT
LISTINGS



Next-Day Delivery by 10am

Photos | Video | Floor Plans | 3D Tours



Arlyss Rios
Photographer
(703) 340-3880

Schedule Your
Next Photoshoot



ERIC MULLIS

CMG Home Loans

BY LARRA ROQUE
PHOTOS BY RYAN CORVELLO

For more than three decades, Eric Mullis has helped borrowers navigate one of life's most meaningful financial decisions: purchasing a home. As Branch Manager and Senior Loan Officer with CMG Home Loans, Eric has built his career around honest communication, personal service, and genuine care for every client and Realtor partner he serves.

Affable by nature but serious when needed, Eric understands that mortgage lending requires both warmth and discipline. Clients need someone who can make them feel comfortable while carefully managing the details, deadlines, and financial decisions involved in the process.

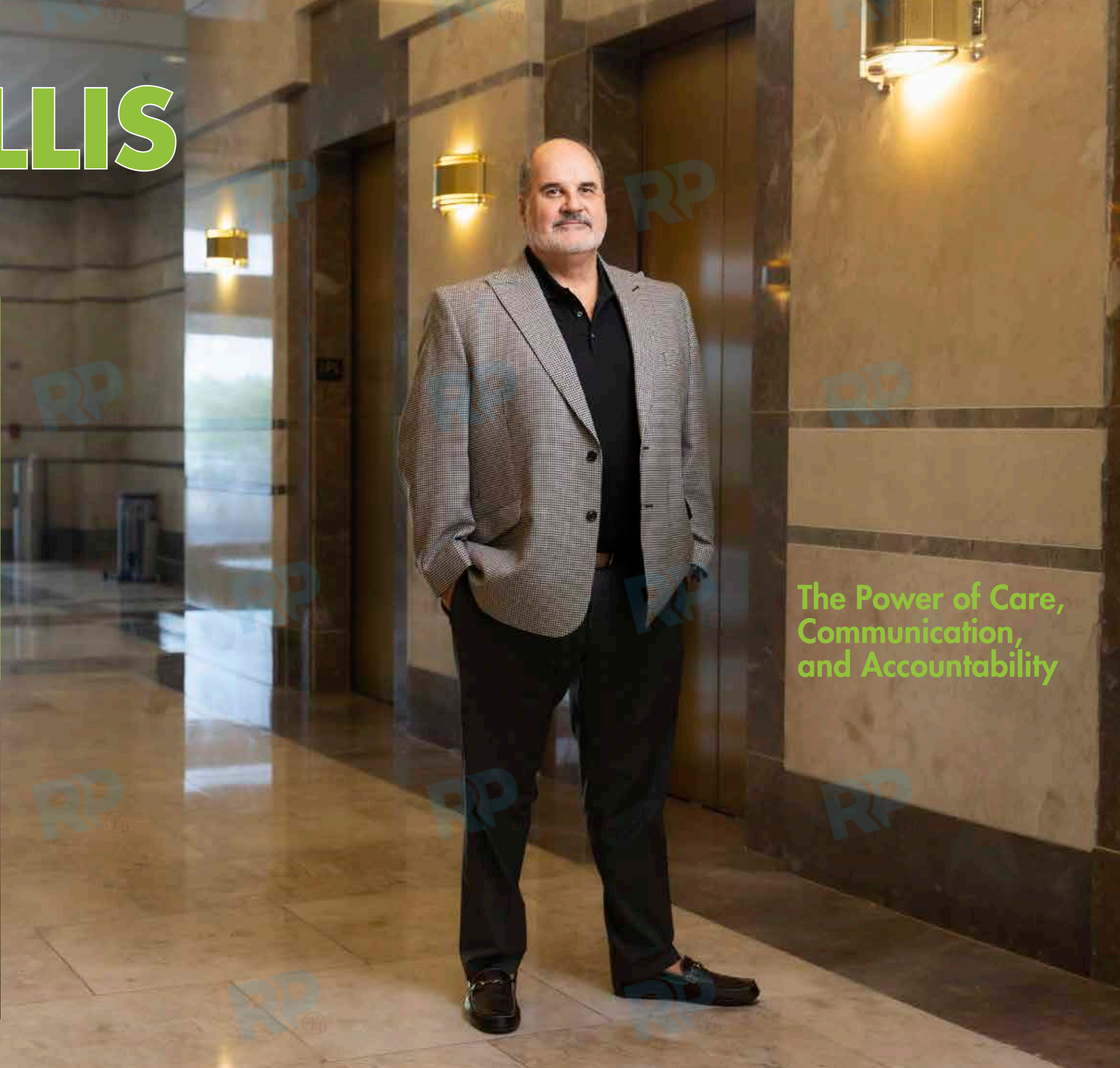
"You won't find someone who cares more about you and your client's success," Eric says.

From Engineering to Lending
A Northern Virginia native, Eric began his professional career as a civil engineer. His transition into mortgage lending came unexpectedly in 1991, when a friend offered him a loan officer position while he was searching for another engineering job.

"A friend offered me a loan officer position while I was looking for a new engineering job," Eric recalls. "Thirty-five years later, I'm happy with the path I took."

What began as an unexpected opportunity became a lifelong career. Over the years, Eric developed a deep understanding of lending, market conditions, and client relationships. While the mortgage industry has changed significantly, his approach has

The Power of Care, Communication, and Accountability



remained consistent: listen carefully, communicate clearly, and make every client feel valued.

Today, Eric continues to originate loans while also helping other loan officers grow their businesses. Balancing production and leadership allows him to stay connected to borrowers while sharing the experience he has gained throughout his career.

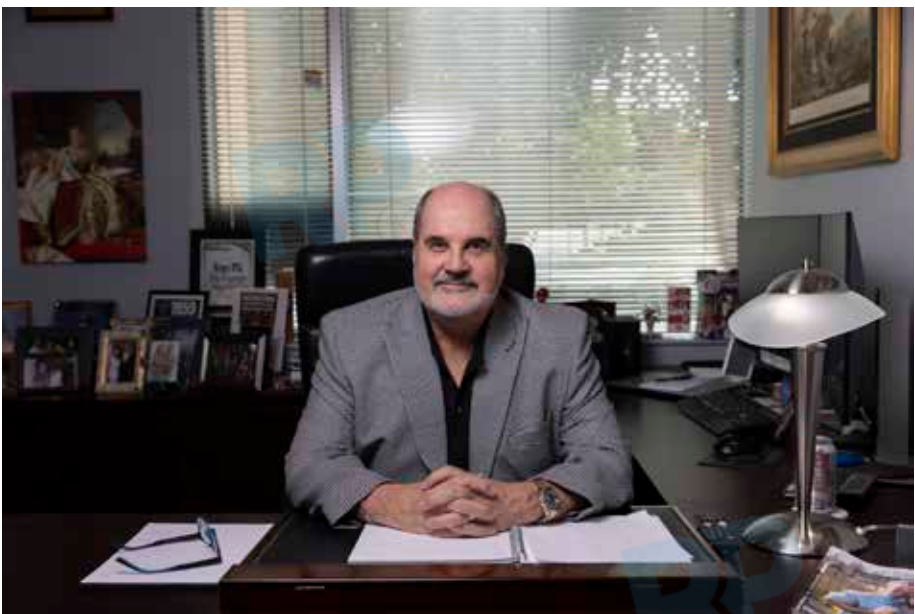
One of his greatest professional challenges has been growing and maintaining his business year after year. The mortgage industry is constantly influenced by interest rates, economic conditions, technology, and housing inventory. Success requires adaptability, persistence, and the ability to continually earn trust.

For Eric, the rewards make the challenges worthwhile.

“Helping borrowers achieve homeownership is the most rewarding aspect of what I do,” he says.

Every Customer, Every Time, No Exceptions, No Excuses

Eric has been with CMG Home Loans for more than four years. The company’s guiding statement, “Every Customer, Every Time, No Exceptions, No Excuses,” closely reflects his own approach to service and accountability.



Headquartered in San Ramon, California, CMG Home Loans operates in all 50 states and employs approximately 4,000 people. Its Mid-Atlantic headquarters is located in Fairfax, Virginia. As one of the largest independent mortgage companies in the country, CMG provides its loan officers with strong resources, competitive pricing, technology, and operational support.

For Eric, however, the company’s greatest strength is its people.

“My team is why I am successful,” he says.

His team includes production assistant Connor Kosko and processor Sarah Eakes, along with the underwriters, closers, managers, and support professionals who help guide each loan from application through settlement.

Eric believes lending is never a one-person effort. Every team member plays a role in protecting the client experience, keeping the transaction moving, and ensuring Realtors remain informed.

Service Beyond the Application

What sets Eric apart is the personal time and attention he gives each borrower. He does not view clients as files or transaction numbers. He wants them to understand their options, feel confident in their decisions, and know their goals truly matter.



That service begins with the application. Eric may complete it on the borrower’s behalf, explain each step of the financing process, and provide a detailed review of costs so there are fewer surprises later.

He also prioritizes weekly updates, personal phone calls, and ongoing communication with both the borrower and Realtor.

“Your clients receive a level of service that many loan officers don’t provide,” Eric says. “We explain the process, take a deep dive into all the costs, provide weekly updates and phone calls, and attend settlement to make sure everything is as expected.”

Being present at settlement allows Eric to answer final questions and ensure the borrower understands the numbers and terms. It is one more way he demonstrates accountability while helping Realtors deliver a positive closing experience.

Eric believes the strongest lender-Realtor relationships are built through transparency. When challenges arise, he does not avoid difficult conversations or shift blame.

“Always be transparent and honest,” he says. “Take responsibility when something goes wrong, and have the solution in place.”

Technology with a Personal Touch

Throughout Eric’s career, mortgage lending has changed dramatically. When he entered the industry, many of today’s digital tools did not exist.

“The use of computers, technology, and AI has been a huge game changer,” Eric says.

While he appreciates the speed and efficiency technology provides, Eric believes it should support personal service rather than replace it. Borrowers still need someone who will answer questions, explain their options, and understand their individual goals.

Technology may streamline the process, but trust is still built through responsiveness, honesty, and follow-through.

CMG Home Loans is also committed to giving back. The company supports three national charities and participates in philanthropic efforts at the local level.

For Eric, community involvement is a natural extension of a career centered on helping others. Whether he is assisting a borrower, mentoring another loan officer, supporting a Realtor partner, or contributing to charitable initiatives, he believes professional success should create a positive impact.

Taking Responsibility

One principle that has remained especially meaningful to Eric is personal accountability. A favorite quote taped to his computer reminds him that people are responsible for what happens in their lives and should focus on taking ownership instead of blaming others.

That message is reflected in how he conducts business. Eric takes responsibility for the client experience, communicates directly when something needs attention, and approaches challenges with solutions in mind.

It is also a lesson he shares with the loan officers he mentors. Sustainable success comes from developing relationships, delivering consistent

service, and taking ownership of both achievements and setbacks.

Life Beyond Lending

Outside of work, Eric’s life is centered on family. His wife, Donna; daughter, Quinn; brother and sister; and their spouses, nieces and nephews, stepchildren, and step-grandchildren bring him fulfillment and perspective.

“We really just enjoy hanging out together,” Eric says.

In his free time, he enjoys playing Texas Hold’em, golfing, and watching baseball. After so many years in lending, he finds it difficult to imagine choosing another career.

Looking Ahead

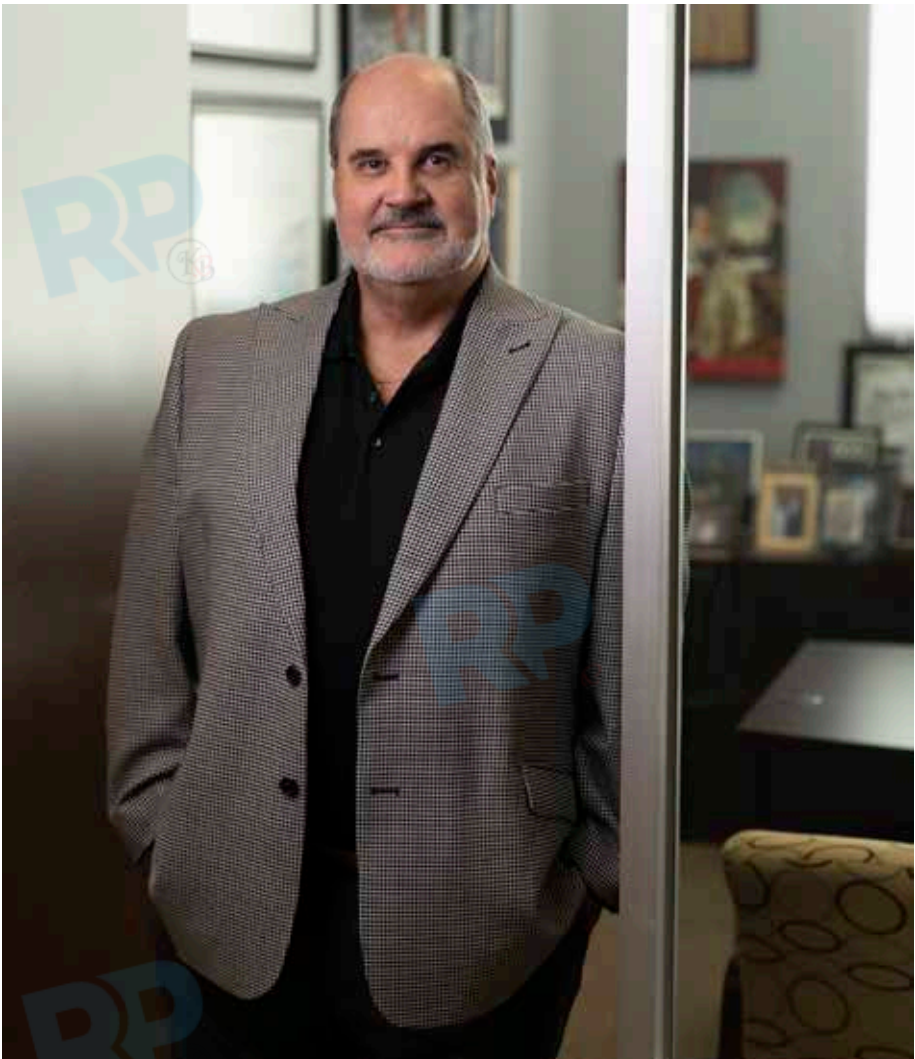
As Eric looks to the future, his goals remain centered on growth, service, and helping others succeed alongside him.

“I look forward to growing my business,” he shares. “And helping as many consumers become homeowners, and assisting my real estate agents and other referral sources in growing as well,” Eric notes.

With decades of experience and a philosophy grounded in genuine care, Eric continues to prove that successful mortgage lending is about more than rates and numbers. It is about people, trust, and showing up for every customer, every time.

CMGHOME LOANS

For more information, contact Eric Mullis, NMLS 215552, at 703-856-4019 or emullis@cmgfi.com, or visit EricMullis.com.



100 Issues of NOVA Real Producers

Past Covers, Present Stories

As we turn the page to our 100th issue, we pause to celebrate not just a number—but a legacy.

For nearly a decade, *NOVA Real Producers* has spotlighted the area's most inspiring agents and industry leaders. This commemorative edition honors those who helped shape our journey—our past cover stars—by revisiting their stories and seeing where their paths have led.

“**Past Covers, Present Stories**” is a tribute to growth, resilience, and leadership in a constantly evolving industry. We asked past feature agents to reflect on their professional journey since their spotlight moment, share lessons learned, and offer a glimpse into how their careers and mindsets have transformed.

Their original covers appear alongside fresh insights—creating a powerful then-and-now narrative. These stories showcase more than just career updates—they capture the spirit, challenges, and evolution of some of the most influential professionals in our community.

Thank you for being part of the story. Here's to 100 issues of connection, collaboration, and community—and the many milestones still to come.





Lilian Jorgenson

Long & Foster Realtors
June 2018

After 41 years in real estate, Lilian Jorgenson has witnessed nearly every market cycle, industry shift, and technological advancement imaginable. Yet while AI and modern marketing tools have transformed the business, her belief in the fundamentals remains unchanged: relationships, trust, and exceptional service will always matter most.

One of the standout accomplishments since her cover feature has been transforming two properties into an 11-lot subdivision, collaborating with a builder on the home designs, and ultimately bringing the vision to life. The project became even more meaningful when the community was named in honor of a property owner whose support helped make it possible.

Over the years, Lilian has learned to embrace change with confidence while remaining true to what she loves about the profession. Today, success brings a sense of calm, a deep knowledge built over decades, the ability to navigate nearly any challenge, and the satisfaction of continuing to do meaningful work.



Tom Francis

Keller Williams Realty McLean
August 2018

Growth has always been central to Tom Francis' vision, but not in the traditional sense of simply expanding a business. Since his original feature, The Francis Real Estate Group has continued to build on that vision by consistently reaching new milestones, welcoming talented agents and support staff, and continually enhancing the level of service provided to every client.

One of Tom's proudest accomplishments has been seeing that vision become deeply personal. Welcoming three of his adult children to the team has fulfilled a long-held dream of creating a lasting family legacy in real estate, one rooted in shared values, trust, and a commitment to serving others.

Decades of navigating every kind of market - from the housing crash to today's AI-driven industry - have only strengthened Tom's belief that lasting success is built by investing in exceptional people. By empowering his team to grow personally and professionally, he strives to create an environment where both clients and team members can thrive.

Today, success isn't measured solely by transactions or awards. It's measured by impact. For Tom, serving others, helping people achieve their goals, and creating opportunities for those around him remain the true foundations of a meaningful career.



Damon Nicholas

eXp Realty
September 2018

For Damon Nicholas, growth has never been measured solely by the size of his team—it's measured by the strength of its culture. Over the years, his team has doubled in size, but what matters most to him is the shared commitment to the values they call their "GIFTS": Grace, Integrity, Fortitude, Teamwork, and Service.

That spirit extends far beyond real estate. Some of Damon's proudest moments have come through community initiatives, from school partnerships and Special Olympics support to food drives, neighborhood clean-up events, and projects that bring joy to local students. These efforts have become a defining part of the team's identity and impact.

While industry changes continue to come and go, Damon embraces them as opportunities to adapt and improve. His leadership focus today is on surrounding himself with people who genuinely want to serve others and creating an environment where they can thrive. For Damon, success is building a collaborative, self-sustaining team that continues to make a difference - even when he steps away for a little rest and relaxation.



Sue Goodhart

Compass
October 2018

Since being featured, Sue Goodhart's real estate career has continued to grow and expand, driven by a commitment to delivering exceptional service and staying ahead of market trends. One of her proudest achievements was guiding her team through the challenges of COVID-19 while keeping the group intact and focused. Embracing change has strengthened her leadership approach, teaching her the value of trusting team members whose talents often surpass her own in specific areas. While market shifts continue to present challenges, Sue thrives on adapting and providing clients with informed, strategic advice.

Today, she defines success not by transactions alone, but by the happiness and satisfaction of both her clients and her team.





Karen Cooper
Real Brokerage
December 2018

Now in her 24th year in real estate, Karen Cooper has evolved from top producer to leader, mentor, and community builder. Alongside business partner Vicky Noufal, she has expanded the Platinum Group Real Estate Team nationally while growing the Empowering Women in Real Estate® community to more than 42,000 members. Among her proudest achievements are publishing her first book and creating opportunities for women to build thriving businesses across multiple states. Market changes have reinforced her focus on adaptability, sustainability, and transparent leadership. Karen's greatest leadership shift has been learning to trust others and lead with authenticity.

Today, she defines success through freedom, fulfillment, impact, and helping women create meaningful, sustainable careers.



Greg Wells
Keller Williams Realty
January 2019

Three decades in real estate have taught Greg Wells a lesson that many professionals spend a lifetime chasing: bigger isn't always better. After growing a larger team, he made the intentional decision to simplify during the pandemic, returning to a smaller, more focused operation that better aligns with the life he wants to lead today.

While market cycles continue to shift and evolve, Greg still embraces the challenges that come with them. In fact, he thrives on solving complex problems and finds particular inspiration in watching newer agents build successful careers in a business he knows is anything but easy.

His leadership philosophy has also become clearer over time. Rather than leading from a distance, he believes the best leaders lead by example, putting in the work and setting the standard for others to follow.

Today, success is no longer measured by production numbers alone—it's measured by balance, fulfillment, and enjoying the journey as much as the results.



Casey Samson
Samson Properties
February 2019

Few professionals have the perspective that comes with 45 years in real estate, but Casey Samson has never been content to rely on experience alone. His philosophy is simple: every year, the goal is to make last year's team obsolete. That relentless commitment to improvement has helped him remain at the forefront of an industry that never stands still.

One of the highlights of recent years has been seeing family, continuity, and expertise come together through the Real Housed Podcast, a project that reflects both the legacy and future of the Samson brand. At the same time, Casey has embraced emerging technologies, viewing artificial intelligence as the most significant industry advancement since the introduction of the MLS.

While tools and systems continue to evolve, his mindset remains focused on adaptation and growth. Today, success is defined by the ability to keep learning, keep innovating, and continue performing at a high level in an ever-changing market.



Scott MacDonald
RE/MAX Gateway
March 2019

The ability to anticipate change has been one of Scott MacDonald's greatest strengths throughout nearly four decades in real estate. While the industry has continued to evolve, he has remained motivated by staying ahead of market shifts and adapting before others fully recognize what's coming next.

Since his original cover feature, MacDonald has refined operations, increased efficiency, and taken a more intentional approach to growth. A standout milestone was the acquisition of another company and the expansion of his business into Culpeper County, an achievement that reflected both vision and confidence in the future.

What stands out most, however, is the consistency of his leadership philosophy. He remains committed to surrounding himself with great people, investing in education, and serving as a trusted advisor. Today, success is still defined by "helping others be successful," guided by integrity, support, and a genuine desire to see others achieve their goals.





Kelly Gaitten

Berkshire Hathaway PenFed Realty
May 2019

Reinvention has become a defining theme in Kelly Gaitten’s story—both personally and professionally. After making the courageous decision to leave a 22-year marriage and rebuild her future, she emerged with a renewed sense of purpose, finding happiness in a new chapter as a wife, stepmother, and thriving business leader.

That resilience has fueled remarkable momentum in her real estate career. One standout success involved the sale of a highly unique artistic property, where Gaitten’s strategic marketing secured a full-price contract in just three days. When unexpected obstacles threatened her clients’ retirement plans, she found creative solutions that kept their dream on track, earning praise for her unwavering advocacy and “5-star” service.

Along the way, embracing new coaching and AI-driven tools helped her break through periods of stagnation and see growth from a fresh perspective. Today, success means sustaining momentum, continually evolving, and building a business rooted in service, problem-solving, and a genuine love for the people she serves.



Chris Craddock

eXp Realty
June 2019

Thirteen years into his real estate career, Chris Craddock knows that growth is never a solo journey. Since being featured, his team has tripled in size, and an expanding leadership group has helped turn challenges into opportunities. One of his proudest accomplishments has been thriving in a market shaped by rising interest rates, continuing to grow both sales and profitability while many struggled to adapt. Chris has also learned valuable lessons from setbacks, including an unsuccessful business venture that reinforced a core belief: your network truly is your net worth.

Today, he embraces both service and healthy competition, recognizing that striving to become the best version of himself allows him to make an even greater impact on his team, clients, and community.



Bic DeCaro

eXp Realty
July 2019

Some careers grow outward; others grow deeper. Over the past several years, Bic DeCaro’s journey has evolved from building a successful real estate business to building people. While continuing to expand Bic DeCaro & Associates, she also launched the Fast Forward Movement DMV, a community focused on collaboration, education, accountability, and personal growth for agents across the region.

One of her proudest moments came when she was named Leader of the Year at the Real Producers Awards—an honor made even more meaningful by the fact that it was voted on by her peers. Yet the achievements that resonate most are often found in the success stories of others: agents gaining confidence, growing their businesses, and creating opportunities for their families.

For Bic, success is no longer measured by awards or production, but by the lives she helps elevate and the lasting impact she leaves behind.



Robert Chevez

eXp
September 2019

Success looks different when you build a business designed to create opportunities for others. Over the past several years, Robert Chevez has sharpened his focus on investment real estate, serving business owners and investors who view real estate not just as a place to live, but as a strategic tool for building wealth.

A significant milestone has been the growth of his sales organization through the GRID Network, creating a platform that supports both clients and agents at a higher level. While investment real estate remains the cornerstone of the business, Chevez is equally passionate about developing talent. He describes his company as “a leadership development incubator for the next generation of agents,” reflecting a commitment to mentorship and long-term growth.

That perspective has also reshaped how he measures achievement. Early success may have been tied to production and expansion, but today his definition is refreshingly simple: success is reflected in “the amount of free time I have,” and the freedom that comes from building a business that can thrive beyond any one individual.





Keri Shull

eXp Realty, The KS Team
February 2020

Reinvention has been a constant throughout Keri Shull’s 24-year real estate career. From navigating one of the industry’s most challenging market shifts to building The KS Team into a powerhouse that has served more than 5,000 clients, she has continually embraced change as an opportunity to grow. Today, the team’s proven systems, coaching, and technology-driven approach empower agents at every stage of their careers to succeed.

One of Keri’s most exciting recent milestones is the upcoming release of *The AI Leveraged Leader*, a book she co-authored with business partner Jamie Bascom that explores how artificial intelligence can enhance leadership, productivity, and client service without replacing the human element.

As her business has evolved, so has her definition of leadership. Today, she is focused on creating freedom for her family, her team, and her clients, while building a culture where people can achieve extraordinary results without sacrificing the life they want to live.



Christine Richardson

Weichert Realtors
March 2020

Few milestones are as meaningful as watching the next generation step into a profession you’ve spent a lifetime building. For Christine Richardson, one of the most rewarding developments since her original feature has been welcoming her daughter, Carly, to the business. Working side by side has brought fresh energy to the team, blending decades of experience with a new generation’s approach to communication and relationship-building.

Beyond her own business, Richardson has continued to shape the industry itself. Through her longtime volunteer work with the Northern Virginia Association of Realtors, she played a key role in reimagining standard forms following the industry’s 2024 practice changes—work that has since become a model for associations across the country.



Perhaps her greatest evolution has been learning that leadership sometimes means stepping back. Today, success is measured not by numbers, but by empowering her team and always asking, “What is in the best interest of our client?” As long as we do that each and every day, we will continue to be successful.



Jean Garrell

Keller Williams Realty
April 2020

Twenty years into her career, Jean Garrell considers her team’s loyalty one of her proudest accomplishments, with several agents having worked alongside her for well over a decade. Together, they have built more than a business; they’ve built a family.

That enduring culture has helped the team remain one of Loudoun County’s top-performing medium-sized teams while continuing to support causes close to their hearts, including organizations dedicated to combating human trafficking and child exploitation.

Over the years, Jean has learned that great leadership means surrounding yourself with talented professionals and trusting them to excel in their roles. Looking back, success has evolved from simply growing the business to creating balance, a thriving team, meaningful community impact, and a life that leaves room for what matters most.



Bryan Felder

Real Broker
June 2020

For Bryan Felder, growth has never been measured solely by production. It’s measured by the people rising alongside him. Since his original feature, he has shifted more of his focus toward building a high-performing team, surrounding himself with exceptional talent and creating systems that help new agents find success faster than ever before.

One of his proudest moments came not from a sales milestone, but from watching those systems work exactly as intended. When a key team member was able to spend extended time with her family while continuing to serve clients successfully, it reinforced the value of leverage, balance, and a culture designed to support both careers and lives.

Felder has also become a passionate advocate for elevating professionalism across the industry, bringing leaders and service partners together through collaborative mastermind and networking groups. Today, success means helping others achieve their goals while creating the freedom to live life on his own terms—and helping others do the same.



Experience The WOW Difference

Why the region's top agents partner with WOW 1 DAY PAINTING



Your reputation is on the line with every referral. Protect it with our exclusive Realtor VIP Program*—built to get your listings market-ready faster, with zero stress.



The Emerald Shirt Guarantee

On-site quality control managers on every project



Pay at Closing

6 months same-as-cash financing for your clients



\$500 VIP Discount

An exclusive gift card to pass along to your buyers or sellers

Let us elevate your next listing

Scan to book your free estimate or contact Craig.Merrills@wow1day.com

*Terms & conditions apply



EMBRACE THE MAGIC OF SUMMER



Escape the heat. Stay cool.

WINDOW GENIE

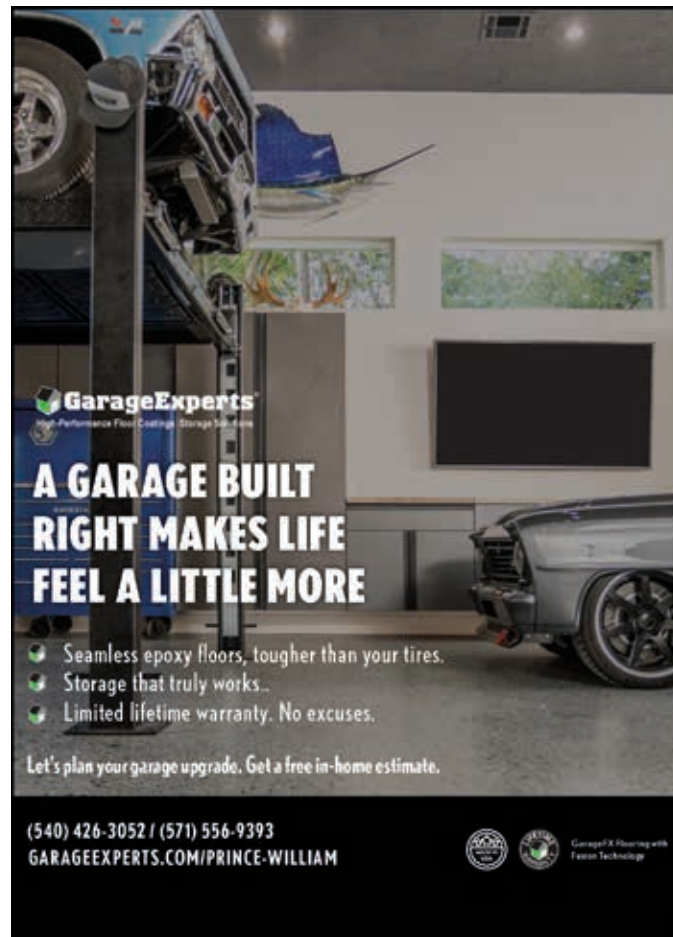
WINDOW CLEANING • PRESSURE WASHING • HOLIDAY LIGHTING • GUTTER CLEANING • WINDOW TINTING

a neighborly company

Window Genie® of Loudoun-North Fairfax

571-554-3643

www.windowgenie.com/loudoun



GarageExperts
High-Performance Floor Coatings • Storage Solutions

A GARAGE BUILT RIGHT MAKES LIFE FEEL A LITTLE MORE

- Seamless epoxy floors, tougher than your tires.
- Storage that truly works.
- Limited lifetime warranty. No excuses.

Let's plan your garage upgrade. Get a free in-home estimate.

(540) 426-3052 / (571) 556-9393

GARAGEEXPERTS.COM/PRINCE-WILLIAM

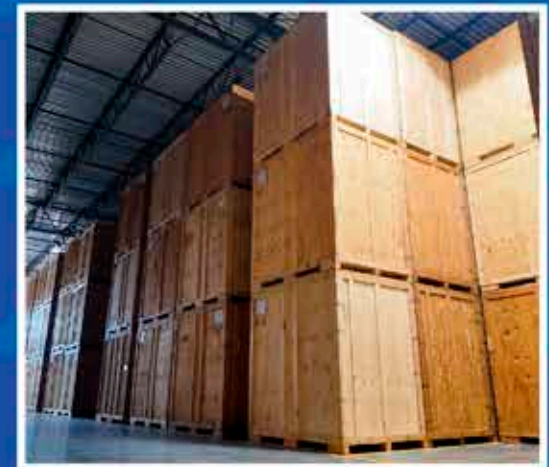


GarageX flooring with Fusion Technology



MG WHAT MOVES YOU IN 2026

NOVA REAL Producers Preferred Partner



MG Moving Services

Residential & Commercial Moving & Storage
Local, Regional & National Capabilities

Experience Affordable, Award-Winning Relocation
And Call MG Moving Services Today!

(703) 406-9605 | MGMoving.com

2025 **BEST OF LOUDOUN**
Loudoun Times-Mirror
WINNER





Paul Thistle
Take 2 Real Estate
August 2020

Eighteen years in real estate have reinforced a simple truth for Paul Thistle: success is measured one relationship at a time. Since his original *NOVA Real Producers* feature, his business has become more consistent, allowing him to focus on what he enjoys most—guiding first-time buyers through one of life's biggest milestones. Nothing compares to handing over the keys and seeing the excitement of a new homeowner begin the next chapter of their journey.

As the industry has evolved, Paul has embraced change with a practical mindset. By leveraging his low-commission model following the buyer agent commission changes, he has continued finding ways to create value for his clients. He's also learned the importance of working at a sustainable pace, recognizing that great service begins with balance. Today, the highest compliment isn't a sales number—it's a referral from a satisfied client who trusts him enough to recommend him to family and friends.



Jennifer Mack
eXp Realty
Sept 2020

Since being featured, Jennifer Mack has taken a more intentional and selective approach to both business and life. She's focused on working with the right clients and empowering her team to aim to build a business strong enough that they can confidently walk away from the wrong opportunities. For Jennifer, alignment matters more than volume.

Outside of real estate, a major highlight has been watching her daughter graduate from high school, a milestone that reflects years of balancing a demanding career with motherhood. She values the flexibility this industry has provided, which has allowed her to be present throughout her children's formative years.

Jennifer is also passionate about addressing the affordability crisis, advocating for early financial education as a key solution to helping future generations achieve homeownership.

Today, she defines success as designing a life where most of her time is spent doing meaningful, fulfilling work.



Corey Dutko
eXp Realty
October 2020

For Corey Dutko, the biggest transformation over the past several years has been moving from finding opportunities to creating them. What began as a successful brokerage with a strong investment focus has evolved into a fully integrated real estate enterprise spanning residential sales, construction, renovations, property management, title services, and a growing investment portfolio.

One milestone that stands out is seeing a vision become reality, from a concept sketched on a kitchen island to completed homes where families build their futures. Equally rewarding has been watching team members evolve into leaders and business owners, fulfilling a long-standing commitment to creating wealth-building opportunities beyond commissions.

As the market has shifted, Corey has embraced adaptability, using changing conditions to expand into new areas of the business. Today, success is measured less by production and more by the lasting businesses, opportunities, and relationships created along the way.



Sean Ragen
eXp Realty
October 2020

For Sean Ragen, growth has come from building something designed to outlast any single market cycle. Over the years, the business has expanded beyond traditional real estate into construction, renovations, property management, title services, and investment opportunities, all driven by a commitment to helping clients and team members create long-term wealth.

One of the most meaningful accomplishments has been seeing colleagues grow into confident leaders and business owners. That evolution has reinforced Sean's belief that great organizations are built on trust, collaboration, and empowering others rather than relying on a handful of individuals.

An unpredictable market has only strengthened that philosophy, inspiring innovative solutions like expanding into ground-up construction when inventory fell short of client needs. Today, Sean defines success by the opportunities created for others, the strength of the team, and the freedom to build a meaningful business while enjoying life with family.





Kay Houghton

Kay Houghton & Associates
November 2020

Some milestones are measured in numbers; others are measured in the communities they help shape. For Kay Houghton, the past decade has been defined by both. Since her original feature, her team has helped more than 1,200 clients buy, sell, or rent homes while expanding its reach across Arlington and Alexandria without losing the personal touch that has always been at the heart of the business.

One particularly meaningful moment came when Houghton co-hosted and appeared on WETA's *If You Lived Here*, showcasing the neighborhoods she knows and loves. The experience highlighted not only her local expertise, but also her deep connection to the community and the people who call it home.

As her business has grown, so has her leadership style. What once felt like a solo effort has evolved into a collaborative approach centered on trust, empowerment, and shared success. Today, success is defined less by transactions and more by lasting relationships, community impact, and a reputation earned over time.



Steve Wydler

Wydler Brothers of Compass
December 2020

For Steve Wydler, growth has never been about dramatic reinvention—it's been about the power of steady refinement. Since his original feature, he has embraced a philosophy of continuous improvement, making small, intentional changes that have compounded into stronger client advisory, sharper negotiation skills, and an even higher standard of service. Along the way, he celebrated milestones including the highest-ever spec home sale in Langley Forest and the development of the team's innovative Repositioning Launch Strategy for stale listings.

As the market has become more complex, Steve has leaned into what experience delivers best: clarity, strategy, and trusted guidance. Equally transformative has been his shift from individual achievement to building a collaborative, high-performing team alongside his brother. Today, success isn't measured by transaction count, but by lasting relationships, informed clients, and the enduring trust built long after the closing table.



James Nellis

eXp Realty
March 2021

Since being featured during the early days of COVID-19, James Nellis has watched his real estate business evolve alongside rapid shifts in technology and market behavior. What began with QR codes and adaptive digital tools has since grown into a fully AI-powered workflow spanning everything from marketing content to backend operations. For James, the only real limit today is creativity as he continues to expand and hire agents for The Nellis Group.

Beyond business, his most meaningful growth has been personal — building a family, marrying his wife Jessica, and welcoming two children, James and Julia, into the world. These milestones remain his greatest source of joy and gratitude.

He also draws energy from the rise of younger professionals entering the industry, whose fresh perspective keeps him sharp and motivated as he approaches 50. It's a striking contrast to when he started his career at 18, when most Realtors were well past 50 themselves.

As he continues a career that now spans over 3 decades, he is encouraging other professionals to join a shift in mindset: from chasing volume and awards to thinking like an investor. It's a philosophy that is interwoven into The Nellis Group's vision: helping clients build and preserve generational wealth through real estate, while leading with clarity, purpose, and balance.



Megan Fass

FASS Results Group | Brokered by eXp Realty
April 2021

Building something that lasts has become Megan Fass's defining focus. Since her original feature, she has transformed her business from one centered on personal production into a scalable organization powered by strong systems, shared expertise, and a commitment to helping others succeed.

A move to eXp Realty helped create the infrastructure for that growth, while her team's community-first approach has become a hallmark of the business. Through neighborhood events, educational seminars, and local partnerships, Fass has prioritized impact over traditional advertising, a philosophy that contributed to her recognition as a Top 5 finalist for the NOVA Real Producers Impact Award.

The biggest shift has been in how she views leadership. Rather than trying to solve every problem herself, she now focuses on empowering others and sharing "the playbooks that actually work." Today, success is no longer about "how hard I can grind," but about building a foundation that creates opportunities for clients, agents, and family alike.



Older homes usually come with windows that need to be replaced.



REFER YOUR BUYER TO US FOR A FREE INSPECTION!

ROOFING • WINDOWS • SIDING • GUTTERS

When it comes to the exteriors, trust the experts!

703-230-ROOF (7663) • DryHome.com

Fairfax County, Loudoun County, Arlington County and Prince William County
45921 Maries Rd, Suite 100 • Sterling, VA | @DryHome



OLD REPUBLIC

The market is complicated. We're not.

Attract new business, generate referrals, and create a smoother experience from listing to closing and beyond with Old Republic Home Warranty.

Contact me today for details!

Perry Bocson
Senior Account Executive
T: (980) 308-6499
C: (540) 498-5632
PerryB@orhomewarranty.com
my.orhp.com/perrybocson

This home protection plan is not insurance. It is a service contract regulated under applicable state law. Terms and conditions apply. See your current state plan for pricing, coverage, and exclusion details. Charges for non-covered items may apply. Home warranties offered under the Old Republic Home Warranty brand are service contracts issued by Old Republic Home Protection Company, Inc.

COME FLY WITH US

Scan the QR code to get started on a home and auto quote today!

Why The McGuire Agency?

- **PERSONALIZED SOLUTIONS:** With over 30 home insurance carriers in the brokerage, I cater to your client's situation and present policies that get them the coverage they need at the price they want.
- **POSITIVE CLIENT EXPERIENCE:** I am responsive and thrive on providing great value while ensuring your client's insurance needs are met well before closing.
- **CONTINUED CARE:** We never let our clients go underinsured and don't forget about them after closing. We're available to review and re-shop coverage at renewal to ensure your client maintains the coverage they need at the price they want.

goosehead INSURANCE

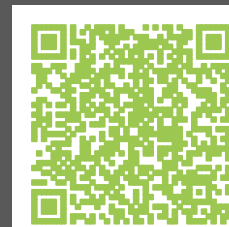
THE MCGUIRE AGENCY
Seth McGuire, Agency Owner
571-384-2049
seth.mcguire@goosehead.com
Licensed in VA, MD, DC, WV, WI, MN



Elevating the Value of a Home
WITH INNOVATIVE OUTDOOR DESIGNS



SCAN TO EXPLORE OUR
Expert Services!
703.243.5982 • GARDENWISE.CO





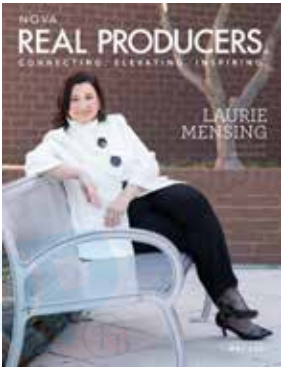
Laurie Mensing

Long & Foster, Forbes Global Properties
May 2021

The strongest businesses are often built one relationship at a time, and Laurie Mensing’s career is proof. Twenty years into real estate, nearly all of her business comes from referrals—a reflection of the trust she has earned by consistently putting her clients’ best interests first. She also continues to be the number one individual agent for the region, with recent sales of over \$100 million in the first 6 months of 2026.

But some of Laurie’s proudest moments never make headlines. Whether helping a seller avoid costly capital gains consequences by creating a better long-term plan or advising buyers to walk away from a beautiful home that wasn’t the right fit, she measures success by doing what’s right, not what’s easiest.

As the industry continues to evolve, Laurie has embraced new technology while staying grounded in timeless principles: show up, be kind, and always advocate for the client. Today, success is simple, a client who feels like they’re her only client and confidently recommends her to the people they care about most.



Allen Johnson

eXp Realty
June 2021

After 25 years in real estate, Allen Johnson has built a career that now extends well beyond transactions. His Amazon bestseller, “50 Things Your Real Estate Agent Should Tell You But Probably Won’t,” has gained national traction, leading to speaking engagements and helping agents across the country elevate their knowledge and professionalism.

A major point of pride is his nonprofit Be A Blessing, which channels his real estate platform into meaningful community impact in Prince William County. Through initiatives like an annual 5K and gala, he has helped bring together clients, vendors, and fellow agents around causes that matter far beyond the business.

Over time, Allen has become more intentional with his greatest asset—his time—learning to protect it and invest it wisely. Today, he defines success not by production or rankings, but by how well he shows up for his family first, and then his business and community.



Jason Cheperdak

Samson Properties
August 2021

Growth has been a defining theme of Jason Cheperdak’s journey since his cover feature. In less than a decade in real estate, he has transformed his business into a thriving organization that now includes 31 sales agents, nine support staff members, and a 30-person property management team.

Yet for Jason, the numbers tell only part of the story. What he is most proud of is the culture behind the growth, a mission centered on being a “shepherd” for clients, team members, and the communities they serve. That commitment to guiding, protecting, and supporting others has become the foundation of his brand.

Rather than being discouraged by an increasingly complex market, Jason has embraced it as an opportunity to innovate and develop new solutions. Along the way, he has learned that people are the key to solving problems and creating scale. Today, success means building abundance, not just for himself, but for his team and the countless people they impact every day.



Irina Babb

Samson Properties
September 2021

For more than two decades, Irina Babb has built her career on a belief that never goes out of style: real estate is, first and foremost, a relationship business. Since her cover feature, her business has continued to grow through referrals, repeat clients, and a reputation for delivering exceptional service with honesty and care.

While industry awards and strong sales have marked her journey, Irina considers the trust of her clients to be her greatest accomplishment. Every transaction is an opportunity to guide someone through one of life’s most important decisions, and that responsibility continues to inspire her.

As the market has evolved, so has her approach, embracing change through continuous learning, creativity, and client advocacy. Today, success is measured less by production and more by the lasting relationships she builds, the confidence she instills in her clients, and the balance she has created between a fulfilling career and a meaningful life.





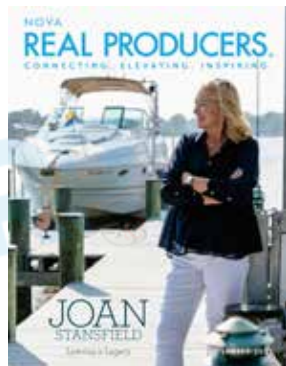
JoJo Stansfield

Samson Properties
November 2021

Few accomplishments speak more powerfully than a business built almost entirely on trust. Since her original feature, JoJo has expanded her presence throughout Washington, D.C., Maryland, and Virginia, building a thriving real estate practice that now extends from her longtime Northern Virginia roots to the Chesapeake Bay region. What began as a geographic shift after relocating to Shady Side full-time evolved into something even more meaningful: a business fueled overwhelmingly by past clients and referrals.

Along the way, Stansfield broadened her expertise through the growth of her family's real estate investment portfolio and by representing an increasing number of luxury waterfront properties throughout the Chesapeake Bay region. Those experiences have strengthened her ability to guide clients through a wide range of opportunities and challenges.

Perhaps her biggest realization has been that “the best investment I can make isn’t in advertising, it’s in relationships.” Today, success remains grounded in helping clients feel “informed, protected, cared for, and excited about what’s next,” then earning their trust long after the transaction ends.



Kristin Francis

eXp Realty
December 2021

Over the course of her real estate journey, Kristin Francis has discovered that the most powerful growth happens from the inside out. After starting as a solo agent in 2009 and later building a successful team, she shifted her focus from sales production to developing leaders through personal growth, mindset work, nervous system education, Ayurveda, and breathwork.

Among her most meaningful accomplishments is helping fellow agents overcome significant personal challenges while continuing to build rewarding careers. Having witnessed dramatic market swings, technological advancements, and industry changes, Kristin views adaptability as one of the profession's greatest strengths.

The biggest turning point in her career came when she embraced her authentic self rather than trying to fit a traditional leadership mold. That decision transformed both her confidence and results. Today, she defines success by the impact she creates through others, helping them achieve meaningful lives, thriving businesses, and lasting generational success.

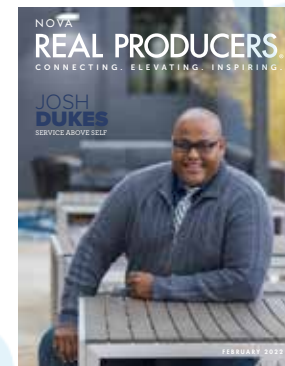


Josh Dukes

KW Metro Center
February 2022

For Josh Dukes, the biggest shift over the past three years has been realizing that lasting success is built through people, not just production. As co-founder of ONE Residential, he has helped grow one of the top real estate teams in the DMV alongside business partner Erin, whom he credits as his trusted “battle buddy” through every stage of growth. Supported by strategic advisor Dan Hixon, Erin Jones’ husband, a dedicated team of leaders, staff, and agents, and the unwavering encouragement of his wife and best friend, Judy, Josh has focused on building a culture rooted in service, accountability, and collaboration.

While changing market conditions have challenged the industry, they have also reinforced the importance of strong leadership, systems, and relationships. Today, Josh’s mindset has evolved from “I can do it” to “we can build it.” Success is no longer measured solely by transactions, but by the leaders developed, lives impacted, relationships strengthened, and culture created along the way.



Tori McKinney

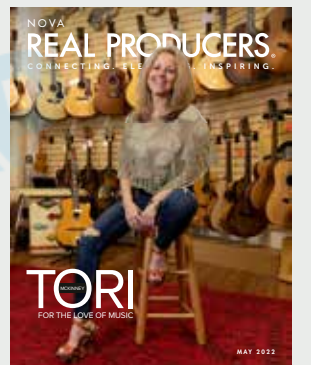
ROCK STAR realty group, KW Metro Center
May 2022

Some careers are built on expertise. Others are built on rhythm, adaptability, and knowing how to bring people together. For Tori McKinney, her years in the real estate industry have been a masterclass in all three.

During the height of the pandemic, McKinney quickly embraced new ways of serving clients, from virtual showings to reimagined marketing strategies. Many of those innovations remain part of her business today, creating a more flexible and client-focused experience.

A particularly meaningful milestone came in 2025 when ROCK STAR realty group celebrated 20 years in business. Inspired by her New Orleans roots, the team marked the occasion with a rock’n Mardi Gras celebration that honored the clients, colleagues, and relationships that made the achievement possible. It was complete with New Orleans fare and music and beads, beads, and more beads.

Along the way, McK-inney’s leadership has evolved toward coaching and empowerment. She believes that “when everyone knows their part, the whole band performs at a higher level.” Today, success is still measured by one thing: earning clients’ trust for life and continuing to “hit the right notes.”





Ryan Zook
REAL
June 2022

For Ryan Zook, the biggest transformation over the past four years has been shifting his focus from building a successful real estate team to helping other agents build lasting wealth. While DWELLUS continues to thrive under the leadership of his COO, Hailey, and his wife, Teanna, who launched DWELLUS Zillow Preferred, Ryan has embraced a broader role as one of REAL's top growth ambassadors, mentoring agents locally and across the country. During that time, REAL has grown from fewer than 6,000 agents to more than 35,000, and Ryan has helped foster a thriving community of nearly 3,000 REAL colleagues throughout the DMV.

As the market has evolved, so has his perspective. Today, Ryan encourages agents to think beyond the next transaction and focus on creating recurring income, developing a strong personal brand, and building a real estate business that continues to generate wealth into retirement. For him, success is no longer defined by production alone, but by the freedom, impact, and opportunities created for others along the way.



Erin Jones
KW Metro Center
September 2022

When Erin Jones and her twin sister, Kelly Wyatt, were featured together in September 2022, their story reflected a shared commitment to leadership, service, and growth. Since then, their careers have continued to evolve in meaningful ways.

Erin's focus has expanded from individual transactions to building ONE Residential, a company centered on exceptional service, strong relationships, and a culture where both clients and agents can thrive. She is especially proud of the team's growth and its ability to preserve the personal touch that shaped the business from the beginning.

Kelly's leadership journey has also continued to grow. She now manages four Keller Williams offices across Kentucky and Ohio and coaches leaders through KW MAPS Coaching.

For Erin, success today is measured not only by transactions, but by the people developed, opportunities created, and relationships strengthened along the way.



Lizzie Helmig
metroHouse Real Estate
November 2022

Fifteen years into her real estate career, Lizzie Helmig has built a business rooted in relationships, trust, and long-term impact. While continuing to serve buyers and sellers throughout Northern Virginia, she has expanded her focus to investing, leadership, and creating systems that deliver an exceptional client experience. Operating as a solo agent supported by a team of assistants, she is now laying the foundation for future growth with plans to build a larger team.

Among her proudest accomplishments is surpassing \$300 million in career sales while maintaining the personalized service that has become her hallmark. She has also grown metroHouse into a respected boutique brand that reflects her values and client-first approach.

Today, Lizzie defines success as more than sales volume. It's about creating freedom, building wealth, nurturing meaningful relationships, and designing a business—and life—that aligns with her vision for the future.



Dilyara Daminova
Samson Properties
December 2022

For Dilyara Daminova, real estate has always been about growth, not just in business, but in life. With 12 years in the industry, she credits being featured among top-producing agents as a turning point that strengthened her confidence, elevated her business, and made her family proud. One of her most memorable experiences was being recognized among the top 40 agents in the country, an achievement that connected her with some of the industry's best professionals.

Dilyara thrives on the constant evolution of real estate, embracing the need to learn, adapt, and improve in an ever-changing market. She believes one of the most valuable skills in the business is resilience, the ability to recover quickly from challenges and keep moving forward.

Today, her definition of success goes far beyond sales. For Dilyara, success means achieving her dreams, prioritizing family, and making a positive impact by bringing more kindness, positivity, and goodness into the lives of others.



DOMINATE YOUR NEIGHBORHOOD

WITH THE HOMELIFE NEIGHBORHOOD MARKETING PROGRAM

Reach your neighbors. Grow your listings. Own your market.

Eye-catching postcards, newsletters, and brochures that get noticed

Neighborhood market reports that keep homeowners informed

Customized to your brand and tailored to your neighborhood

Lead-generating QR codes delivering instant leads straight to you

Hyper-local content that positions you as the go-to expert

SCAN TO BOOK YOUR FREE DEMO

See how you can take control of your marketing

my marketing matters
WHERE IDEAS TAKE FLIGHT

mymarketingmatters.com
301.590.9700

PREMIER RESIDENTIAL PAINTER IN NORTHERN VIRGINIA FOR TWO DECADES

SCAN ME

BOOK YOUR FREE ESTIMATE AND BECOME OUR PARTNER TODAY

- INTERIOR PAINTING
- EXTERIOR PAINTING
- DRYWALL REPAIRS
- FINISH CARPENTRY & MOULDINGS
- POWER WASHING
- ROTTED WOOD REPLACEMENT
- WALLPAPER REMOVAL

WWW.AAPPLUS.COM **(703) 810-3970**

STRUCTURAL & DRAINAGE INSPECTIONS

SOIL & STRUCTURE CONSULTING, INC.
STRUCTURAL • GEOTECHNICAL • CIVIL

- ✓ Foundation Cracks
- ✓ Damaged Wood Framing
- ✓ Load-Bearing Walls
- ✓ Basement Waterproofing
- ✓ Wet Yards
- ✓ Soil Erosion
- ✓ Sloping Floors
- ✓ Stream Stabilization

Scan to Schedule Your Inspection Now!

Help Protect Your Client | Call Today!
(703) 391-8911 | SoilAndStructure.com
info@soilandstructure.com | Licensed Engineers in VA, DC, MD & WV

MARKETING FOR THE MODERN AGENT

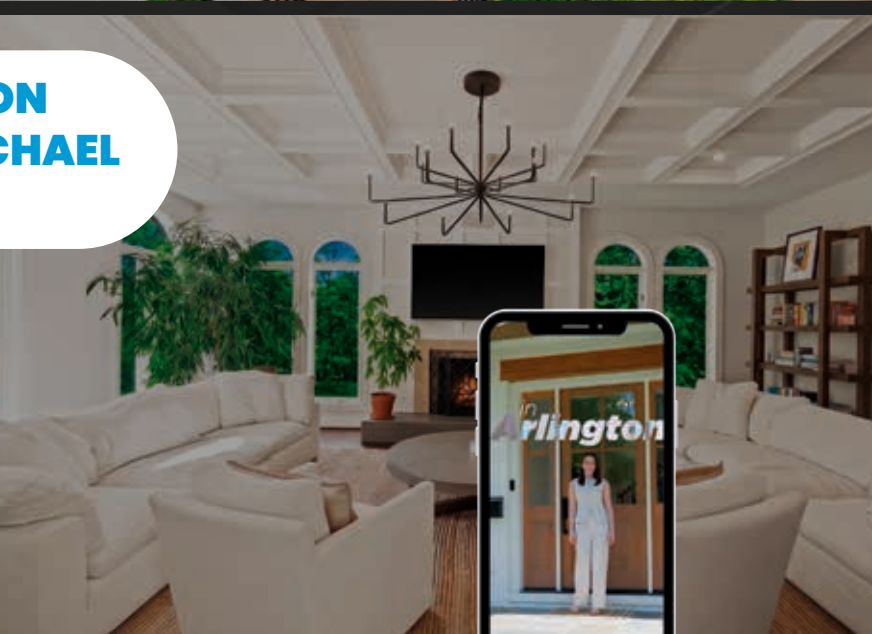
Sell listings faster and stand out from the competition!

PHOTOS • VIDEOS • 3D TOURS
TWILIGHTS • DRONE SHOTS
SOCIAL MEDIA REELS

BRONSON CARMICHAEL
OWNER

SCAN FOR \$100 OFF!

(571) 317-2198
CarmichaelPhotoVideo.com
hello@CarmichaelPhotoVideo.com
f Carmichael Photo & Video @CPV_Media



SCRIPTING
DIRECTING
VIDEO MADE EASY



Matt Leiva
Keller Williams
February 2023

Building a successful business was only the beginning for Matt Leiva. In the years since his original feature, his focus has expanded from personal production to creating opportunities for others through leadership, coaching, and the continued growth of ML Real Estate Group.

A defining milestone has been stepping into the role of a KW MAPS BOLD Coach, a position that allows him to invest in fellow agents and help them build confidence and stronger businesses. At the same time, his team has continued to grow while staying committed to a culture that genuinely cares for clients and solves problems beyond the transaction.

Leiva's biggest leadership lesson has been learning that success is not about doing everything himself. Instead, it comes from building leaders, empowering talented people, and creating an environment where everyone can thrive. As he puts it, "Leadership is not about having all the answers." Today, success means "building something that lasts" while bringing others along for the journey.



Jin Wickwire
eXp Realty
April 2023

When Jin Wickwire was first featured on our cover, her business looked very different. Like many successful agents, she wore every hat—handling showings by day and contracts, paperwork, and client needs well into the evening. More than a decade into her real estate career, she has built something far more sustainable: a business supported by trusted partners that allows her to serve clients at a high level while maintaining balance in her own life.

Since her feature, Jin has earned eXp Realty's prestigious ICON Agent status every year, a reflection of her consistency through both booming and challenging markets. Along the way, she has learned that lasting success comes from strong relationships, repeat clients, and the confidence to focus on the right opportunities rather than every opportunity.

Today, success is measured not only by production but by fulfillment, balance, and the meaningful impact she continues to make for the clients she serves.

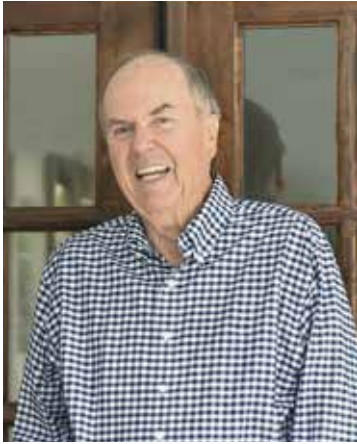


Meg Czapiewski
eXp Realty
May 2023

Since appearing as a cover, Meg Czapiewski has continued to grow both her business and her impact. What began as a thriving Northern Virginia real estate team has expanded into new opportunities, including a growing presence in the Myrtle Beach market and an increased focus on serving luxury clients and the Veteran community through Honorable Service Realty Group.

While the business has evolved, Meg's commitment to community remains at its core. From educational seminars and wellness events to supporting Veteran-focused organizations and local charities, she has intentionally created opportunities to connect, serve, and give back. One milestone that stands out is opening her team's first office—a visible reminder of the roots they've planted in the community they proudly serve.

As her role has shifted from top producer to coach and leader, Meg has found fulfillment in empowering others to succeed. Today, she measures success not only by performance but by building a profitable, purpose-driven business that helps her team achieve their biggest goals.



Chris White
Long & Foster
June 2023

Few careers stand the test of time quite like Chris White's. After 40 years in real estate, his approach remains remarkably consistent: focus on people, uphold your values, and let the results follow. Rather than chasing every market shift, Chris has built his business on trusted relationships, steady leadership, and a deep commitment to the community he serves.

That philosophy continues to produce exceptional results. Since his cover feature, Chris and his team have maintained impressive growth and are on track to exceed \$100 million in sales for 2026, while also achieving 14 neighborhood record-breaking sales. Yet those milestones are simply the byproduct of decades of disciplined service.

Looking back, Chris says his definition of success hasn't changed. Beyond the numbers, it's about being a dependable resource, supporting the community, and leaving a legacy built on trust, consistency, and lasting relationships.





Ritu Desai
Samson Properties
September 2023

Authenticity has been one of Ritu Desai's greatest strengths, and its impact became even clearer after her original feature. What resonated with readers was not a list of achievements, but her story. As she recalls, "being genuine creates stronger connections than any marketing campaign ever could." The response transformed acquaintances into friends and reinforced the value of leading with authenticity.

Since then, Desai has found new fulfillment in helping others grow. Through her work as a Principal Advisor with the South Asian Business Council of Virginia, she has become a mentor and advocate for women entrepreneurs, extending her influence well beyond real estate.

That spirit of service has also shaped her leadership philosophy. Where she once felt pressure to have all the answers, she now believes "it's more important to ask better questions." Today, success is measured not only by trust, referrals, and lasting client relationships, but by the positive impact she can have on others pursuing their own goals.



Laura Schwartz
Real Broker LLC
October 2023

Eighteen years into her real estate career, Laura Schwartz has earned something many agents spend decades chasing: the confidence to say no.

Since her cover feature, Laura has continued to build a highly successful business, recently earning the distinction of being ranked the #1 agent in Vienna, Virginia, by volume—a full-circle achievement that reflects years of dedication and consistency. She is also preparing for a new chapter, bringing on a licensed admin to support her growing business.

While market changes have kept the industry on its toes, Laura has welcomed opportunities to have deeper conversations with clients and focus her time where it matters most. Her approach today is simple: not every client is the right fit, and protecting your energy is just as important as growing your business.

Looking back, success is no longer about saying yes to every opportunity. It's about building a thriving career while still having a life beyond it—and enjoying both without regret.



Charles Kim
Samson Properties
December 2023

For Charles Kim, the most meaningful growth over the years hasn't been measured in transactions but in relationships. What started as a career focused on individual clients has evolved into The K Group, a client-centered team serving buyers, sellers, investors, and families throughout the DMV region, blending technology, strategy, and personalized service.

One of Charles's greatest sources of pride is the trust his team has earned across diverse communities. Whether helping first-time buyers achieve homeownership, guiding families through major life transitions, or assisting investors in building long-term wealth, he views each success story as a reminder of real estate's lasting impact.

As the market has become more complex, Charles has embraced adaptability, using creativity, data, and education to help clients navigate change with confidence. Today, success is no longer defined solely by sales volume but by becoming a trusted advisor, creating lasting relationships, and helping families build a stronger future through real estate.



Elizabeth Kline
Samson Properties
January 2024

If you ask Elizabeth Kline what she's most proud of since her cover feature, don't expect her to start with sales numbers. Instead, she'll point to the words of her clients, reviews describing an experience so seamless they joked she must "wear a cape," or a seasoned homeowner who called her the best Realtor they had worked with after 19 moves.

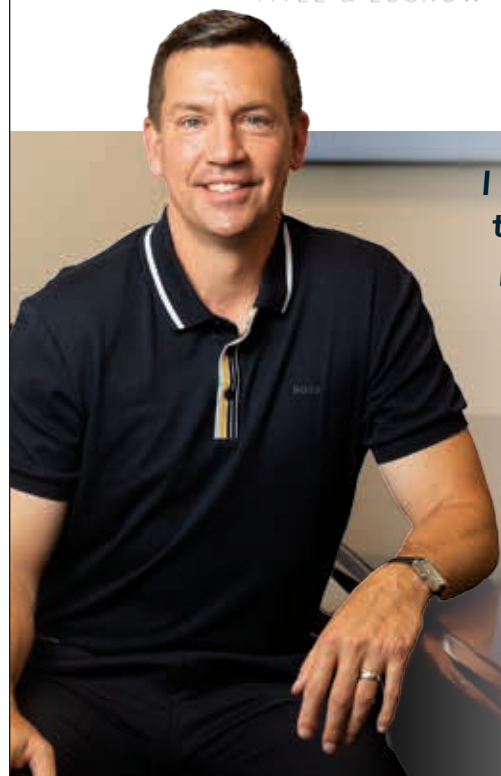
Since launching the LIST WITH ELIZABETH® brand, Elizabeth has transformed her business from a one-person operation into a systems-driven team focused on exceptional client experiences. By combining strategic pricing, innovative marketing, and modern tools like AI, she has created a business that scales without sacrificing personal connection.

Perhaps her biggest growth has been learning to trust others and embrace consistency over perfection. Today, success is measured not only by business results, but by balance—being present for her family, serving clients at a high level, and genuinely enjoying the life she's built along the way.





NEED A DC TITLE GUY? Wade is your guy!



I work with new Realtors and Lenders, all the way up to the top-producing individuals and teams. My goal is to provide you with the tools and knowledge to do more transactions and expand your business!

Need to set up an appointment to discuss your real estate business?

Scan the code!

WADE VANDER MOLEN

480-203-6452 | Wade@Pruitt-Title.com

DCTitleGuy.com

1900 Gallows Rd. #230, Vienna, VA 22307

Offices in Northern VA, DC, and Maryland.
Mobile settlements also available.



ARE YOU PARTICIPATING IN OR SPONSORING A GOLF TOURNAMENT THIS FALL?

SILVERADO PRINTING CAN
HELP BRAND YOUR GOLF ITEMS.



A Full-Service Print Marketing Company
If you can imagine it, we can print your brand on it.



GIVE TIM A CALL TODAY TO
DISCUSS YOUR OPTIONS

TIM MCCARTHY PRESIDENT
703.407.0268

Tim@SilveradoPrinting.com
SilveradoPrinting.com

Hiiper Studio

**50% OFF OUR AMAZING
PHOTO AND HIGH-DETAIL
FLOOR PLAN PACKAGE!**

*Let us capture those vibrant
Summer Colors like no one else
...and don't forget to add video!*



Book Today at:
HiiperWOWpromo.com
703-656-9704 (text or call)
office@HiiperStudio.com
HiiperStudio.com

*For I know the plans I have for you,
declares the Lord, plans to prosper you...
Jeremiah 29:11*

ELEVATE YOUR LISTING.
ATTRACT MORE BUYERS.
MAXIMIZE THE RETURN!



CALL OR TEXT TO GET STARTED!

571-462-2660

elevatedstaginganddesigns.com

elevatedstaginganddesigns

Elevated Staging and Designs

@elevatedstaging

ELEVATED
STAGING & DESIGNS



Ashley Tauzier
BHHS PenFed Realty
March 2024

Since first being featured, Ashley Tauzier has continued to grow her business through the power of relationships, trust, and community connection. Now 12 years into real estate, she has built a thriving referral-based business while also expanding her entrepreneurial journey with the launch of Elevate Dance Company, her own dance studio.

Ashley is especially proud of balancing leadership in multiple industries while remaining fully committed to her clients. Through changing market conditions, she has embraced the role of trusted advisor, helping clients navigate uncertainty with education, honesty, and strategic guidance.

Her leadership style has evolved from proving herself to leading with authenticity, consistency, and care. Today, success is defined less by production milestones and more by meaningful client relationships, family balance, and creating a positive impact within her community. For Ashley, helping others through life's transitions while building something lasting is the ultimate measure of success.



Michael Sobhi
Real Broker, LLC
April 2024

In an industry often focused on numbers and milestones, Michael Sobhi has found lasting value in something far more enduring: trust. Since his original feature, the evolution of his career has been less about dramatic changes and more about a deeper commitment to the relationships that have always been at the center of his business.

As the market has grown more complex, Sobhi has embraced the challenge of becoming increasingly strategic, creative, and hands-on. He recognizes that today's clients need more than transactional expertise. They need an advisor who can guide them through both the practical and emotional aspects of major decisions with confidence and care.

That perspective has shaped his leadership philosophy as well. Rather than focusing solely on production, he strives to build a business with “depth, longevity, and meaning.” Today, success is measured by “the ability to continue earning trust year after year” and the clients who return, refer others, and place their confidence in him time and again.



Jill Judge
Real Broker
May 2024

Confidence has a way of changing everything. Since her original feature, Jill Judge has evolved from proving herself in the business to trusting herself completely. The shift has shaped not only how she works, but also how she serves her clients. Today, her approach is more intentional, grounded in honesty, strong negotiation, and the confidence to know “when to push and when to shut up and listen.”

One of her favorite memories came when 272 people filled a theater for a client appreciation movie night. While she has since chosen more intimate gatherings, the event reflected the deep relationships she has built throughout her career.

The changing market has only reinforced what matters most. Judge believes success comes from transparency, education, and treating clients with respect. Her definition of success has evolved as well. Rather than focusing solely on transactions, she now measures it by whether clients feel genuinely cared for and whether she can say, “I did right by the people who counted on me.”



Sue Smith
Sue Smith Team
July 2024

Few achievements are more meaningful than earning a family's trust across generations. After 37 years in real estate, Sue Smith has built a career defined not only by results, but by relationships that continue long after the closing table.

For Sue, that lasting impact is the accomplishment she treasures most:

“One of the accomplishments I'm most proud of is helping multiple generations of the same families achieve their real estate goals. There's something incredibly rewarding about working with parents and then, years later, helping their children purchase their first homes. I'm also proud of the continued growth of the Sue Smith Team and our ability to consistently provide exceptional service while adapting to an ever-changing market. Every successful transaction represents someone's new beginning, and it's a privilege I never take for granted.”

Since her original feature, Sue has continued to grow her team, embrace innovative technology, and elevate the client experience while staying grounded in the values that have guided her career. Along the way, her definition of leadership has evolved from personal production to mentorship, service, and the creation of meaningful experiences for every client.

Today, Sue believes that “listening is one of the most valuable skills a Realtor can have.” Success is measured not by volume alone, but by “the relationships that span decades” and the positive impact she leaves on the people and communities she serves.





George Mrad

Red Door Metro of KW Metro Center
September 2024

For George Mrad, 26 years in real estate have shaped a career built not only on production, but on vision, collaboration, and impact. Since being featured, his business has taken a more intentional direction, with a growing focus on development projects, builder relationships, and earlier involvement in the process, from concept to completion.

That evolution has brought new opportunities and meaningful recognition. This past year, George was nominated for Legends in Real Estate, while his team earned a nomination for Team of the Year. For him, recognition from industry peers carries special meaning because they understand the dedication behind the scenes.

Personally, this season has been just as significant. George married the love of his life and business partner, Melanie Khoury-Mrad, adding even greater purpose to the life and business they are building together. Today, he defines success by collective impact, helping clients, partners, and team members grow, achieve, and thrive.



Tanya Johnson

Keller Williams Realty
October 2024

Growth looks different in every season, and Tanya Johnson has embraced each one with gratitude and purpose. Since being featured, her team has continued to expand with the addition of another agent, allowing her to serve more clients while continuing to build a strong, relationship-focused business.

One of the most meaningful milestones in Tanya’s life recently happened outside of real estate. She became a grandmother, a role she proudly describes as one of her greatest joys. Family has always been at the center of her motivation, and this new chapter has only reinforced what matters most.

As the market continues to shift, Tanya has remained a steady presence for both clients and fellow agents. She sees challenges as opportunities to lead, educate, and inspire others to stay confident through uncertainty. Professionally, she continues working on becoming a stronger leader by learning to delegate more effectively and empower those around her.

For Tanya, success has never been measured solely by business achievements. It is about time spent with family and friends, creating lasting memories, and building a legacy that extends far beyond real estate.



Lisa Smith

Pearson Smith Realty
January 2025

In a business built on trust, few accomplishments speak louder than repeat clients and referrals. For Lisa Smith, that continued confidence from the families she serves has been one of the most rewarding parts of her journey since her cover feature—and a key reason why this year is shaping up to be one of the strongest of her career.

With two decades of experience spanning both new-home sales and residential real estate, Lisa has watched the industry evolve while remaining focused on what matters most: relationships. Recent changes in buyer representation have only reinforced her belief that great agents do far more than facilitate transactions. They educate, advocate, and serve as trusted guides through some of life’s biggest decisions.

Perhaps the biggest lesson she has learned along the way is simple: “Let it go. Not every sale is meant for me.” Today, success is measured not just by business achievements, but by balance, gratitude, and making time for the people and moments that matter most.



Kat Massetti

SERHANT.
February 2025

Growth often comes from shifting perspective, and for Kat Massetti, that shift has been one of the most meaningful developments in her career. Since being featured, she has continued expanding The Haven Group while leveraging SERHANT’s global platform to deliver a more strategic and elevated experience for clients throughout Northern Virginia.

As the market has become increasingly sophisticated, Kat has embraced her role as a trusted advisor, helping clients navigate decisions with a deeper understanding of long-term value, market trends, and negotiation strategy.

A standout moment was when she helped a family who had been searching for years, unsuccessfully, finally find their dream home within 2 months of hiring her, before it hit the market. Such success stories reflect her preparation, relationships, and market insight, which are hallmarks of her business.

Today, Kat views success through a broader lens. While strong results remain important, she finds the greatest fulfillment in building trust, mentoring others, and creating a business that aligns with her values while allowing her to remain present for the people who matter most.





Lizzy Conroy

SERHANT., Principal, HBC Group
April 2025

Since her original feature, Lizzy Conroy’s career has entered an exciting new chapter, highlighted by HBC Group’s transition to SERHANT. The move expanded opportunities for innovation, creative storytelling, and elevated client service while staying true to the personalized approach that has long defined her business. As her company has grown, so has her pride in building a team that continues to deliver exceptional results without losing its culture.

The ever-changing real estate market has only strengthened Lizzy’s commitment to strategic thinking and trusted guidance. Rather than viewing change as an obstacle, she has embraced it as an opportunity to better advocate for clients and create an environment where her team feels supported, challenged, and empowered to grow.

Today, success for Lizzy is measured by lasting relationships, a thriving team, and a business built on trust, integrity, and meaningful impact.



Carolyn Young

Samson Properties
June 2025

For Carolyn Young, success has become less about numbers alone and more about the lives impacted along the way. Since being featured, her team has continued to grow, earning a nomination for Real Producers Team of the Year in 2025, a recognition that reflected both performance and reputation within the industry.

The numbers were certainly impressive. In 2025, Carolyn’s team closed 623 units and generated \$325 million in sales volume. What means the most to her, however, is the more than 3,100 people those transactions positively impacted.

As the market has evolved, Carolyn has embraced the increased need for professionalism, strategy, and communication. Rather than seeing challenges as obstacles, she has used them as opportunities to provide even greater value to clients.



Today, her greatest fulfillment comes from developing others. Watching agents grow successful careers, building meaningful relationships, and creating a lasting legacy through leadership has become her truest measure of success.



Fouad Talout

Long & Foster
July 2025

Growth in real estate is often measured by transactions, but for Fouad Talout, the more meaningful measure has been the relationships built along the way. Over the years, his business has continued to expand in both scale and reach, fueled by a loyal referral network and lasting friendships formed through serving clients at a high level.

One of the accomplishments he values most is navigating complex transactions that require extraordinary patience, creativity, and persistence. While confidentiality prevents sharing the details, those deals reinforced the importance of protecting clients’ interests through every challenge and uncertainty.

Talout’s perspective has also broadened beyond the local market. Through Talout International and Long & Foster’s global connections, including our exclusive membership with Forbes Global Properties, he has embraced a wider view of leadership and opportunity. As he explains, “Leadership now means creating opportunities not just locally, but across markets and borders.” Despite that evolution, his definition of success remains unchanged: ensuring clients feel “represented, protected, and confident throughout the process.”



Phyllis Patterson

TTR Sotheby’s International Realty
September 2025

Four decades in real estate have given Phyllis Patterson something that cannot be taught: perspective. Through changing markets, evolving technology, and shifting consumer expectations, she has developed a steady confidence rooted in experience and an unwavering commitment to her clients.

Since her original feature, Patterson has enjoyed increased recognition among her peers, but one accomplishment stands above the rest. River Row, a collection of six luxury elevator townhomes in the heart of Old Town, set a new benchmark for price per square foot in the 22314 market. The project reflected both her expertise and deep understanding of luxury real estate.

Even after 40 years, Patterson continues to embrace growth, focusing on AI advancements and elevating how she presents market insights to clients. Her confidence comes from knowing that “the market in the DMV rebounds quickly.” Today, success is defined by building a team of professionals who listen carefully, work tirelessly, and remain dedicated to exceptional client service.





Susan Wisely

Compass
December 2025

Some achievements are measured in numbers, while others are measured in trust. After 25 years in real estate, Susan Wisely has earned both. Her dedication to exceptional client service placed her among Compass’s Top 5 Solo Agents in Virginia by GCI 2025, highlighted by a year with more than \$36 million in sales.

Yet the accomplishment she values most isn’t found on a leaderboard. It’s the relationships she has built and the confidence clients place in her to guide them through some of life’s biggest decisions. Known for her personalized approach, Susan continues to refine her marketing strategies and home preparation process to help sellers maximize value in any market.

Years of experience have reinforced an important lesson: listening is just as valuable as advising. Today, success is defined not by production alone, but by lasting relationships, repeat business, and the opportunity to help clients achieve their goals with confidence and peace of mind.



Candyce Astroth

Samson Properties
February 2026

At the heart of Candyce Astroth’s success is a simple philosophy: people come first. Over the years, that belief has helped transform Perfect Choice Real Estate from a successful sales business into a client-focused brand known for exceptional service, strong systems, and a commitment to doing what’s right, even when it isn’t the most profitable path.

One of Candyce’s proudest achievements has been growing her team into one of the top-performing groups at Samson Properties while remaining true to the company’s guiding principle of “People Over Profit.” From concierge-level client support to community involvement and agent development, every decision is rooted in long-term relationships and trust.

As the market has evolved, so has her leadership style. What once centered on personal production has shifted toward empowering others, building scalable systems, and helping her team succeed. Today, success is defined not by volume alone, but by impact, the lives improved, opportunities created, and reputation earned along the way.



Karen Hall

Foxtrot Company
March 2026

Growth, for Karen Hall, is becoming less about having all the answers and more about sharing what she has learned along the way. Since her original feature, she has focused on documenting her knowledge, decision-making processes, and experience so the agents on her team can benefit from them more effectively and continue growing in their own careers.

One of her proudest accomplishments was not a headline-grabbing transaction, but a particularly demanding month this year when the pressures of PCS season collided with a series of unusually complex deals. Navigating those challenges reinforced just how important strong representation can be when clients face difficult decisions and high-stakes situations.

Working primarily with military families has also sharpened her creativity and problem-solving skills in an increasingly competitive market. Along the way, Hall always approaches every situation with the understanding that “we work with people, not transactions.” Today, success is less about perfect outcomes and more about being “open and flexible” while embracing the lessons each challenge brings.



David Cabo

Keller Williams McLean
August 2026

As the cover feature immediately preceding NOVA Real Producers’ 100th issue, David Cabo’s story highlighted the enduring value of doing the fundamentals exceptionally well. Long before becoming one of the top individual agents in his market, he built his business one conversation at a time. By knocking on more than 15,000 doors and returning to the same neighborhoods year after year, he earned homeowners’ trust and established a dominant presence in North Arlington.

While the industry has embraced new technology and evolving strategies, David has remained committed to the power of genuine, face-to-face relationships. His success is proof that consistency, discipline, and authenticity never go out of style. Being featured on the cover was an honor he holds close, especially among so many agents he respects. As he looks ahead, he’s equally grateful to be part of the Real Producers community and the relationships that continue to grow beyond the pages of the magazine.



Cleaning Services for a Positive Buyer Response

Our experienced team ensures every space is spotless, giving you peace of mind and more time to focus on what matters most.

DEEP CLEANS • ROUTINE CLEANING • OFFICE CLEANING • MOVE IN/MOVE OUT • COMMERCIAL CLEANING

FREE ESTIMATES!
Schedule your first cleaning and receive 15% OFF your second clean!

CALL TODAY → (703) 798-9140
LEARN MORE → SpainsCleaning.com
QUESTIONS? → spainscsllc@gmail.com

Herlinda Benito

DWELLBUILD

General Contractor & Pre-Sale Renovation Expert

PRE-SALE RENOVATIONS • SINGLE-FAMILY DEVELOPMENT • CUSTOM RENOVATIONS

202-240-8666 • info@DwellBuild.com • DwellBuild.com

RYAN CORVELLO PHOTOGRAPHY

Real Estate & Lifestyle Photographer in Maryland, D.C., and Virginia

Fusion Photography
2D and 3D Floor Plans
Agent and Team Portraits

corvellophotography.com • ryancorvello@gmail.com • 757-685-2077

Improving Indoor Air Quality with Plant-Based Enzymes

CLEANER INDOOR AIR AND A HEALTHIER HOME
SHOW HOMES WITH CONFIDENCE WITH AN INDOOR AIR QUALITY ASSESSMENT!

- AIR QUALITY
- MOLD
- DUCT DISINFECTION
- DISINFECTION
- NON-TOXIC ENCAPSULATIONS

Green Home SOLUTIONS.

Reach out to Roy Coupland!
888-453-8461 • Roy.Coupland@GreenHomeSolutions.com
GreenHomeSolutions.com/sterling-va/

Learn More!

REAL ESTATE MEDIA

FOR TOP AGENTS

Lucent

REAL ESTATE MEDIA

- PROFESSIONAL PHOTOS
- ENGAGING VIDEO
- STUNNING AERIALS

Book Your Shoot!

JONATHAN,
Owner

[@lucentmedia.re](https://www.instagram.com/lucentmedia.re)

A+ PROTECTION FOR EVERY CLOSING

As families prepare for a new school year, they're also making one of life's biggest transitions—a new home. From home insurance to auto coverage, we're here to help make every move a little easier.

McKINNON INSURANCE AGENCY, INC.
GIRL DAD Agent
State Farm
PROVIDING INSURANCE & FINANCIAL SERVICES

Neil McKinnon
(571) 723-4208
Neil@GirlDadAgent.com | GirlDadAgent.com
10195 Main Street, Suite J, Fairfax, VA 22031
Home • Auto • Business • Life • Health

TOWN & COUNTRY MOVERS, INC.

Local, Long Distance & International Specialist



Your Clients are in **Good Hands**

Everything your clients need before, during, and after the sale — handled, so your closings stay smooth.

- ▶ Local & Long Distance
- ▶ Climate-Controlled Storage
- ▶ Home Staging
- ▶ Packing & Settling In
- ▶ Floor Planning
- ▶ Downsizing
- ▶ Furniture Assembly
- ▶ And Much More!



**Add us to your
preferred-vendor list.**

Your clients get white-glove care, you get the credit.

800-683-6683 | 7650 Rickenbacker Dr, Gaithersburg MD 20879

TownAndCountryMovers.com



Arina Terlyuk
Partnership Manager



- 1. We Show Up On Time** We don't do vague arrival windows or disappearing acts. When we say we're coming, we show up ready to work. Simple as that.
- 2. We Handle The Heavy Stuff** Sofas, beds, dressers, safes, pianos — if it's heavy, bulky, or awkward, we've probably moved it before. Your back gets a break, and your walls stay safe.
- 3. Fast, But Never Rushed** We work efficiently, without cutting corners. The goal isn't just speed — it's doing the job right the first time.
- 4. Storage When Life Does Not Go As Planned** Closing dates change. Renovations take longer. Life happens. Our storage options give you flexibility when you need it most.
- 5. Because Moving Should Not Feel Impossible** At the end of the day, moving is a big transition. Our job is to make it feel simple, manageable, and even a little exciting — like a fresh start, not a breakdown



Scan To Become
Our Affiliate Today!

Inc.
5000

ROSEWOOD
TRUSTED BUSINESS



www.mypromoversdc.com
(703) 310-7333

UNITS® is the Smart Choice for Real Estate Professionals



Staging • Decluttering • Moving • Storage

540-907-5454 • www.UNITSstorage.com



TOP 250 STANDINGS - BY VOLUME

Individual Closed Data as reported to MLS from Jan. 1 to Jul. 31, 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 August 5, 2026, for residential sales from January 1, 2026, to July 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.

MAKE SURE YOUR NUMBERS COUNT

Your Real Producers ranking is powered by Everynook.

To ensure accuracy, log in and:

- Verify your production data
- Add any off-market transactions
- Confirm your preferences

Accurate data = accurate rankings.

Scan to create or update your account
Or visit Everynook.com/Ranking



TOP 250 STANDINGS - BY VOLUME

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

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

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

Disclaimer: Information based on closed MLS data and supplemental data provided by Everynook, as of August 5, 2026, for residential sales from January 1, 2026, to July 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.

MOVING YOUR
CLIENTS FORWARD
WITH CONFIDENCE.

Interstate Moving & Storage
helps make every move simple,
efficient, and stress-free.

We support your clients through local,
long-distance, and specialty relocations.



northAmerican



INTERSTATE

MOVING | RELOCATION | LOGISTICS

 moveinterstate.com

 sales@invan.com

 703.226.3282

64 • September 2026

NOVA Real Producers • 65

TOP 250 STANDINGS - BY VOLUME

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

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

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

Disclaimer: Information based on closed MLS data and supplemental data provided by Everynook, as of August 5, 2026, for residential sales from January 1, 2026, to July 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.



We offer flexible loan options for BRRRR (Buy, Rehab, Rent, Refinance, Repeat).

- No income documentation required
- 100% of the reno budget
- No prepayment

Fix-and-Flip financing provided by Anchor Loans.



Call me today!
Shawn Barsness
Producing Sales Manager, NMLS #67292
c: 703.783.2322
ph: 800.333.3004 x3830



Embrace Home Loans, Inc. NMLS #2384, 25 Enterprise Center, Middletown, RI 02842; ph: 800.333.3004, www.nmlsconsumeraccess.org

TOP 250 STANDINGS - BY VOLUME

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY- ING #	BUYING \$	SALES	TOTAL \$
------	------	--------	--------------	---------------	---------------	--------------	-------	-------------

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

Disclaimer: Information based on closed MLS data and supplemental data provided by Everynook, as of August 5, 2026, for residential sales from January 1, 2026, to July 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.



You call the plays.
We'll *move* the chains.

Football season is about preparation, teamwork, and attention to detail – the same things that make a move successful. From the first listing appointment to move-in day, Hilldrup brings the game plan, the right team, and an award-winning experience that your clients deserve.

Contact Lisa Rhead to learn how Hilldrup can support your clients' next move.



Moving
Logistics
Workplace



Vice President,
Business Development
704-272-3245 | Lisa.Rhead@hilldrup.com
hilldrup.com



TOP 250 STANDINGS - BY VOLUME

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

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

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

Disclaimer: Information based on closed MLS data and supplemental data provided by Everynook, as of August 5, 2026, for residential sales from January 1, 2026, to July 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.

One Lender – 34 years of Experience - All your clients mortgage needs handled with one phone call – 703-856-4019

The
Mullis Team

at CMG Home Loans

www.ericmullis.com

NMLS #215552

Established 1991

Your Trusted Mortgage Experts





CMG Mortgage, Inc. dba CMG Home Loans dba CMG Financial, NMLS ID# 1820 (www.nmlsconsumeraccess.org), is an equal housing lender, licensed by the Department of Financial Protection and Innovation (DFPI) under the California Residential Mortgage Lending Act No. 4150025, AZ #0903132; Regulated by the Division of Real Estate; Georgia Residential Mortgage Licensee #15438; Licensed by the NJ Department of Banking and Insurance; Licensed Mortgage Banker-NYS Department of Financial Services; Licensed by the Virginia State Corporation Commission #MC-5521. Licensed by the New Hampshire Banking Department, Ohio Mortgage Broker Act Mortgage Banker Exemption #MBMB.850204.000. Registered Mortgage Banker with the Texas Department of Savings and Mortgage Lending To verify our complete list of state licenses, please visit www.cmgfl.com/corporate/licensing Ohio Mortgage Broker Act Mortgage Banker Exemption #MBMB.850204.000., Tennessee Mortgage License # 109401, Licensed by the Virginia State Corporation Commission #MC-5521. (www.nmlsconsumeraccess.org), Georgia Residential Mortgage Licensee #15438

70 • September 2026

NOVA Real Producers • 71

TOP 250 STANDINGS - BY VOLUME

Individual Closed Data as reported to MLS from Jan. 1 to Jul. 31, 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 August 5, 2026, for residential sales from January 1, 2026, to July 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.

NOVA
REAL PRODUCERS

WHO DO YOU TRUST

With Your Real Estate Business?

Know of a business that should connect with the top real estate agents in NOVA?

- Accounting/CPA
- Landscaping
- Painting
- Asbestos Abatement
- Heating & Cooling
- Interior Design
- Plumbing and Sewer
- Real Estate Technology



We take recommendations from YOU – our top agents – on who should be named a preferred partner with Real Producers. Refer your favorite vendor to us at info@novarealproducers.com.

SCAN ME

WE GET HOMES MARKET-READY

Declutter • Sort • Purge • Pack
One trusted team!

**Book a FREE
consultation with Lisa!**

Lisa Geraci Rigoni, Owner & Chief De-clutter Officer

- Certified with The National Association of Senior & Specialty Move Managers.
- Professional organizing since 2008.
- #1 Best Selling Author of 17 Spatulas and the Man Who Fried an Egg
- Serving DMV and beyond!

TheOrganizingMentors.com • 703-434-9585 • Lisa@TheOrganizingMentors.com

FROM LISTING TO LEAVING

We've Got the
Cleaning Covered!

Book Online or
Receive a **FREE** Quote!



Home Cleaning • Deep Cleans
Carpet Cleaning • Eco-Friendly Cleaning

VilmasCleanService.com | (240) 760-9188



**"The confidence
and clarity we
have now around
our finances is
invaluable, to say
the least."**

Emily, The CAZA Companies



Looking for a finance partner
that can keep up with your
team's growth? Get started with
a free financial systems audit:



agentcfo.co

AGENT CFO The Financial Operating System For
The World's Best Real Estate Teams

BOOKKEEPING | ADVISORY | DASHBOARDS | PAYROLL



Your Trusted Local Mortgage Team

BUY | BUILD | RENOVATE | REFINANCE | CASH-OUT

Hello, we're **Jody and Christy**, and for nearly 20 years, we've worked together to help people turn homeownership dreams into reality by making the home financing process easier, faster, and more affordable.

About Us

- Over four decades of combined mortgage experience
- Thousands of clients served
- Passion for helping people secure the right home financing
- Dynamic and personalized service
- Free quotes, consultations, and preapprovals

About The Money Store

- A trusted mortgage brand for more than 50 years
- Wide selection of flexible loan options
- Highly competitive rates
- Streamlined loan application and processing
- 99% customer satisfaction rating*
- A+ Better Business Bureau rating

Contact us today with your home financing needs!



Jody Alston | NMLS ID # 271664
Branch Manager

703-732-3905
jalston@themoneystore.com

44715 Brimfield Drive, Suite N240, Ashburn, VA 20147



jodyalston.themoneystore.com



Christy Trumino
Branch Sales Manager

703-627-9706
ctrumino@themoneystore.com

44715 Brimfield Drive, Suite N240, Ashburn, VA 20147



* Based on companywide client reviews from Experience.com for 1/1/2025 through 12/31/2025. Source: www.experience.com/reviews/company/the-money-store-47994

Mortgage programs are subject to approval based on program guidelines, borrower's credit and underwriting approval, acceptable appraisal, and clear title. Rates, terms, and conditions may apply. Programs are subject to change at any time. This is not a commitment to lend. Contact your MLD Mortgage Inc. dba The Money Store mortgage loan originator for full program details and requirements.

MLD Mortgage Inc. dba The Money Store, NMLS ID # 1019 (www.nmlsconsumeraccess.org). Located at: 308 Vreeland Rd, Ste 200, Florham Park, NJ 07932. Phone: 973-805-2000. Licensed by the New Jersey Department of Banking and Insurance, license # 99117842. View our licensing at: www.themoneystore.com/state-licensing. View our privacy policy at: www.themoneystore.com/privacy. Jody's office phone: 703-563-4015. © 2026 MLD Mortgage Inc. dba The Money Store. All Rights Reserved. 01074-01. 3/2026.

TOP 100 STANDINGS - BY UNITS

Individual Closed Data as reported by MLS from Jan. 1 to Jul. 31, 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 August 5, 2026, for residential sales from January 31, 2026, to July 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.

TOP 100 STANDINGS - BY UNITS

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

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

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

Disclaimer: Information based on closed MLS data and supplemental data provided by Everynook, as of August 5, 2026, for residential sales from January 31, 2026, to July 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.



Don't Let the Appraisal Cost You the Deal



Appraisal Assurance Lets Buyers Waive the Contingencies Without Worry

With **Appraisal Assurance**, buyers can waive the appraisal contingency with absolute certainty their financing is safe.

Here's why it's a total game-changer:

- **Financing stays solid**, even if the appraisal comes in low.
- **Waiving the appraisal contingency** makes the buyer's offer stand out to sellers.
- **Buyers feel more confident** and sellers feel more secure.
- **Buyers are winning offers** without even increasing their price.
- **Available for Conventional loans**

Take the next step toward a cleaner, stronger offer.
Call now to get started.



Sylvia Bae
Regional Vice President of Retail Sales
NMLS#: 1657524
Phone: (571) 251-9854
sbae@annie-mac.com
sylvia_bae.annie-mac.com



Corp NMLS# 338923. AnnieMac Home Mortgage. 700 East Gate Drive Suite 400, Mount Laurel, New Jersey 08054
© 2025 American Neighborhood Mortgage Acceptance Company LLC dba AnnieMac Home Mortgage, CVM with AnnieMac Home Mortgage, Unity Home Lending, HSI. Powered by AnnieMac Home Mortgage Lender NMLS #338923
(www.nmlsconsumeraccess.org). American Neighborhood Mortgage Acceptance Company LLC is not affiliated with or endorsed by any state or federal government entities or any entities sponsored by the same. **Warranties:** The AnnieMac Appraisal Assurance Certification warrants that AnnieMac Home Mortgage can finance the purchase of the above property regardless of the appraisal value. An appraisal may be required and any repairs required by the appraisal must be completed prior to closing. Not valid for contracts executed more than 30 days from the Date of Issuance. Occupancy must be a primary residence or second home. If the Loan to Certified Value Ratio above exceeds 80%, mortgage insurance will be part of the mortgage at a rate determined by the ratio. **Situations:** This Certification is not a credit decision or commitment to lend. Financing is subject to underwriting approval and other conditions. The Certification is not an appraisal. A buyer's decision on whether to waive the appraisal contingency should be made after thorough consideration of the risks and consultation with a real estate professional. Item#: 11438379281
Corp NMLS # 338923. Corp website: www.annie-mac.com. American Neighborhood Mortgage Acceptance Company LLC dba AnnieMac Home Mortgage, CVM with AnnieMac Home Mortgage. For complete and current licensing information visit www.nmlsconsumeraccess.org. Virginia Mortgage Lender and Broker License #MC 5523

HOW IT WORKS:

1. The buyers get reviewed for approval with **AnnieMac**.
2. We handle comps and valuation in the background.
3. The **Appraisal Assurance** Certificate is sent to strengthen the offer.
4. The offer is submitted without the appraisal contingency.
5. If sellers say yes, the deal is set up to close smoothly.



LIGHTSPEED
WATER · FIRE · IAQ RESTORATION

BACK TO SCHOOL = LUNCH & LEARN!

Would you like your team to know about our services and common items to look for during a home inspection? We'll bring lunch or breakfast and present on key topics while you indulge. Call Dan to schedule!

- | | |
|-------------------------------------|----------------------------|
| ✓ Free Inspections | ✓ Attic & Crawlspace Mold |
| ✓ 24/7 Emergency Services | ✓ Mold In Air Ducts |
| ✓ Water Damage Restoration | ✓ Post Remediation Repairs |
| ✓ Interior Mold Remediation/Testing | ✓ Odor Mitigation |



Call or text our veteran-owned, family-run, local business!

571.288.8050

DAN DERBES

lr.alexandria-fairfax@lightspeedrestoration.com
24/7 Emergency Phone: (571) 512-5852



LEARN MORE
LightspeedRestoration.com



**Our heart goes into
every floor, every relationship, every home.**

When looking for new floors, rely on our woman-owned company,
which has been serving the Northern VA area since 2019.

Carpet • Hardwood • Laminate • Sand & Refinish and More!



START WITH ONE STEP

Helping single parents with one-time,
large ticket items so they can focus on
leading successful families.

www.startwithonestep.org

Request your FREE estimate!

📞 571-316-1218 🌐 RachelsFloors.com ✉️ rachel@rachelsfloors.com

We offer financing and settle at closing options!

Rachel Loback, Owner

