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MARCH 2026

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Agent
Spotlight
**MICHELLE
MILTON**

CYNTHIA HOWAR

A LIFE SHAPED BY LEGACY,
LEARNING, AND LEADERSHIP

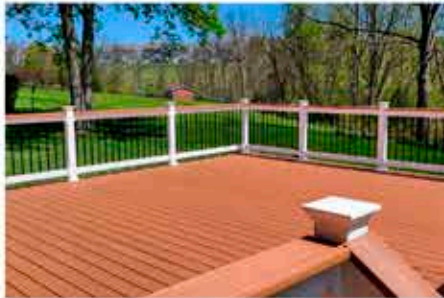
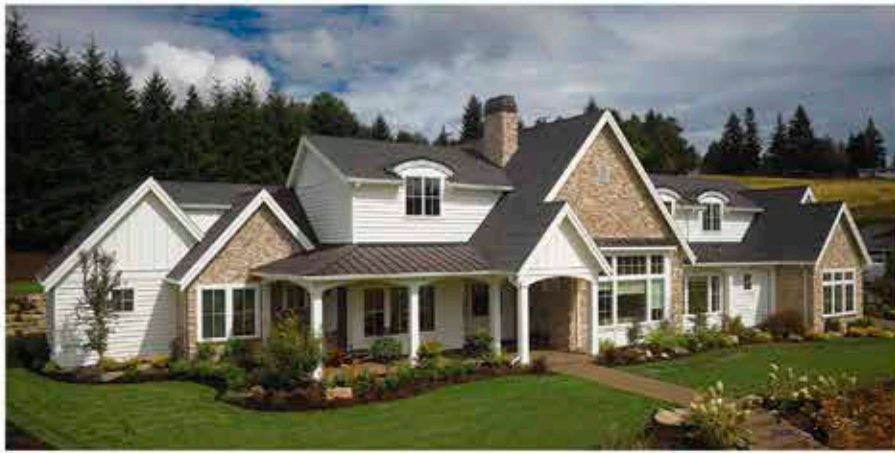
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Cynthia Howar **26**
COVER STORY

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If you are interested in nominating people for certain stories, please email us at: Wendy@RealProducersKBTeam.com.

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March is a milestone moment for our Real Producers community as we proudly welcome our **Class of 2026**. Being named among the top professionals in your market is no small achievement—it reflects consistency, dedication, and a commitment to excellence that sets you apart. This recognition places you among an elite group of agents who are shaping the future of real estate in our community.

As part of the Real Producers network, you are joining more than a list—you're becoming part of a community built on connection, collaboration, and shared success. We're honored to celebrate your accomplishments and excited to support you throughout the year ahead!

And one of the best parts of being part of Real Producers is the opportunity to connect in person, and we have an exciting lineup of events planned for **2026**:

- **March 12th** – Awards Gala
- **May 6th** – Pickleball Classic
- **September 17th** – Deal or No Deal

Each event is designed to bring our top agents together to connect, celebrate, and build meaningful relationships with peers who understand the journey.

As we step into spring and begin this new chapter, take a moment to reflect on what brought you here—and where you want to go next. Success in this industry is built through strategy, resilience, and the willingness to grow alongside others who challenge and inspire you.

We're so glad you're here. Welcome to the **Class of 2026**—we can't wait to celebrate with you all year long.

Here's to an extraordinary year ahead!



Kristin Brindley
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DC METRO AND NOVA
REAL PRODUCERS
powered by TEAM

Awards GALA

MARCH 12, 2026

SAVE THE DATE!

Celebrate with us at a joint DC and NOVA event honoring the agents, teams, and partners who make real estate shine. Come dressed to impress for an evening of great company, delicious food, live entertainment, and well-deserved recognition.

Together, we'll raise a glass to your hard work and the deals that made this year unforgettable.

Check your email for invites

For all information on all DC Metro and NOVA Real Producers events, email info@dcmetrorealproducers.com or info@novarealproducers.com

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FAQ



Since launching *DC Metro Real Producers* nine years ago, we've often heard the same questions. To save time, we're sharing the answers here. Remember, this publication is your voice, and our door is always open to discuss anything about our community!

Q: Who receives this magazine?

A: The top 500 agents in the D.C. metro area. We pull the MLS numbers each year (by volume) in the greater D.C. metro area: Washington, D.C.; Montgomery County, Maryland; FCAAR; and PGCAAR. We cut off the list at number 500, and the next year's distribution is born. We did this again in January, based on the updated list of the top 500 agents by 2025 sales volume.

Q: What is the goal of this magazine?

A: Real Producers is about building a stronger, more connected real estate community. We believe that when we surround ourselves with successful, like-minded individuals, we can grow to new heights. This magazine is a platform designed to bring together the top 500 real estate agents and our trusted preferred partners, fostering an exclusive and collaborative network. Each month, we share inspiring stories, celebrate successes, and promote events that connect, inform, and inspire. Our mission is to build relationships and empower growth within the real estate industry.

Q: Does Real Producers have events?

A: Yes! We will have specific networking events throughout the year.

Q: What is the process for being featured in this magazine?

A: Being featured is simple and starts with a nomination. Realtors, affiliates, brokers, office leaders, and even self-nominations are welcome! If you know someone with an inspiring story, exceptional leadership, top-tier customer service, or a remarkable commitment to giving back, we'd love to hear about them.

To nominate, email Wendy@RealProducersKBTeam.com and share why you believe they should be featured. Your insights help us uncover stories we may not know about. Once a nomination is submitted, we'll reach out for an interview to ensure the feature is a great fit. If selected, our team will take it from there, coordinating an article write-up and scheduling a professional photo shoot.

Q: What does it cost a Realtor/team to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! The only small fee you may incur would be for professional lifestyle photos for the article.

Q: Who are the Preferred Partners?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every magazine issue, attend our events, and be part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have personally referred every single preferred partner you see in this publication. Our partners hold a special piece of this puzzle since their partnership helps support our monthly publication. Without them, we wouldn't be able to feature our top agents or host our social events.



Q: How can I refer a Preferred Partner?

A: If you know and want to recommend a local business that works with top Realtors, let us know!



2026

BY THE NUMBERS

HERE'S WHAT DC METRO'S TOP 500 AGENTS SOLD...

14,198



TOTAL TRANSACTIONS



\$13.4B

TOTAL SALES VOLUME



LISTING SIDE TRANSACTIONS

7,656



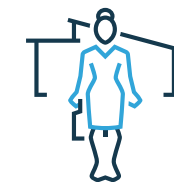
BUYING SIDE TRANSACTIONS

6,542



AVERAGE SALES VOLUME PER AGENT

\$26.8M



AVERAGE TRANSACTIONS PER AGENT

28.40

Information based on 2025 residential sales in Virginia, Maryland, and Washington, D.C., by the top 500-producing agents licensed in Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties, Maryland.

WHY AIMLESS MARKETING IS DEAD IN 2026

BY WADE VANDER MOLEN

Aimless marketing is dead, yet as a 21-year title sales rep this is the one thing I come up against most when meeting with Realtors. “I want to mail to the entire neighborhood.”

Does that sound familiar?

On the surface, it feels logical. More homes, more exposure, more chances to get business... right? Unfortunately, that mindset is exactly what's quietly draining marketing budgets and producing little to no return. Sending the same message to a mass group of people is costing you money — and more importantly, it's costing you opportunities.

The market has changed. Consumers have changed. And the way we communicate has to evolve with it.

The Problem With “Everyone” Marketing

When you market to everyone, you resonate with no one. A postcard sent to an entire neighborhood assumes that every homeowner is in the same life stage, has the same motivations, and is thinking about selling at the same time. That simply isn't true. Some homeowners just moved in. Some refinanced at historically low rates and have no intention of selling. Others may be considering a move — but your generic message didn't speak to *their* situation.

Mass marketing isn't personal. And today's consumers expect relevance.

Attention Is the Real Currency

People don't ignore your marketing because they don't care about real estate. They ignore it because it doesn't feel like it was meant for *them*. We live in a world of hyper-targeted ads, personalized recommendations, and instant access to information. When a homeowner receives a vague message like “Thinking of selling?” it blends into the background noise. It's forgettable. The real win isn't being seen by more people — it's being remembered by the *right* people.

Precision Beats Volume Every Time

Imagine shifting your strategy from mailing 1,000 homes with one generic message to targeting 100 homes with a message that directly addresses a specific need:

- Long-term homeowners sitting on significant equity (downsizing seniors)
- Empty nesters considering downsizing (good school districts and large homes)
- Homeowners in neighborhoods with low inventory and high buyer demand

Now your message isn't marketing — it's a conversation starter. That's where real ROI lives.

Strategy Creates Confidence (and Consistency)

One of the biggest frustrations I hear from Realtors isn't just wasted marketing dollars — it's inconsistency. When you don't know who you're speaking to, every campaign feels like a gamble.

Clear targeting brings clarity:

- You know who your ideal client is
- You know what problem you're solving
- You know why your message matters
- What makes you valuable and to whom?

That confidence shows up in your branding, your follow-up, and your conversations.

The Bottom Line

Marketing isn't about being louder. It's about being more intentional. Aimless marketing may have worked years ago, but today it's a liability. If you want better results, stop asking how many people you can reach — and start asking how precisely you can connect. Because the agents who win moving forward won't be the ones who mail the most homes. They'll be the ones who speak directly to the right ones.



Wade Vander Molen is senior vice president of business development at Pruitt Title LLC in the Northern Virginia/Washington, D.C., area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new, sustainable business model to help them grow their businesses. You can visit Wade at www.DCtitleGuy.com.

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I've completed multiple rehab projects with John L., and every one of them delivered excellent returns. One of those deals even helped me buy my wife's engagement ring—yes, we're still happily married! Beyond the profits, working with John gave me the knowledge and confidence to not only manage my own projects successfully but also consistently achieve over \$20 million in production each year. I highly recommend partnering with him. — Jon Granlund, The Real Brokerage

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

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RENTAL ACT UPDATE: Key Changes for Real Estate Agents

The District of Columbia's Rebalancing Expectations for Neighbors, Tenants, and Landlords (RENTAL) Amendment Act of 2025, effective December 31, 2025, introduces major updates to landlord-tenant laws and the Tenant Opportunity to Purchase Act (TOPA). These changes impact eviction procedures, tenant rights, and property transactions. Here's what you need to know.

TOPA REFORMS

Expanded Exemptions: The Act exempts newly constructed multifamily buildings from TOPA for 15 years following the issuance of a permanent certificate of occupancy. Additionally, certain affordable housing projects that are subject to restrictive covenants also qualify for exemption.

Investor Entry/Exit Flexibility: Transfers involving non-controlling investors in ownership entities will no longer trigger TOPA, provided that proper notice is given to tenants.

Certified Tenant Support Providers: A new system of Mayor-certified tenant support providers will offer tenants no-cost technical assistance and training on exercising their rights. Property owners must include the contact information for these certified providers in all offers of sale.

Enhanced Transparency: Owners are now required to send offers of sale to tenants via certified mail or tracked delivery and provide copies to the Mayor. To further improve visibility, a TOPA Transparency Portal will publish transaction details, including timelines and negotiated outcomes.

Cooling-Off Period and Anti-Interference Rules: Tenants cannot assign their purchase rights immediately after receiving an offer; a cooling-off period applies. The Act also prohibits any coercion, retaliation, or misleading statements intended to interfere with a tenant's ability to exercise their rights.

LANDLORD-TENANT CHANGES

Shorter Notice for Nonpayment Evictions: The Act reduces the pre-filing notice period for nonpayment cases from 30 days to just 10 days. Landlords must deliver these notices by certified mail or tracked delivery and also post them on the unit's front door to ensure proper notification.

Court Discretion in Eviction Cases: Courts now have the authority to allow landlords to correct deficiencies in eviction filings rather than automatically dismissing cases. This change is intended to reduce delays and streamline the process.

Expedited Evictions for Dangerous Crimes: When a crime of violence or other dangerous crime occurs on the premises, landlords may issue a 10-day notice to vacate, and courts are required to hold a hearing within 20 days of filing. Tenants, however, retain important defenses if they were unaware of the criminal activity, took reasonable steps to prevent it, or were victims themselves.

Protective Orders for Rent Payments: Courts now have an explicit, codified framework to require tenants in nonpayment cases to deposit ongoing monthly rent into the court registry while the case is pending. Importantly, judges may issue a preliminary protective order right after a motion is filed using the lease or rent ledger amount. The Court may later hold a hearing to adjust the amount if necessary, such as in cases involving housing code violations or disputes over the rent calculation.

WHY THIS MATTERS FOR AGENTS

- Update your practices to comply with new notice requirements.
- Understand expanded TOPA exemptions for new construction and investor changes.
- Prepare for faster timelines in certain eviction cases.
- Familiarize yourself with tenant support resources and the transparency portal for accurate client guidance.

We want the Legal Hotline to be a conversation so please send your questions and topic suggestions to hotline@shulmanrogers.com.



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

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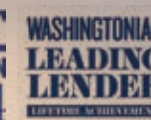
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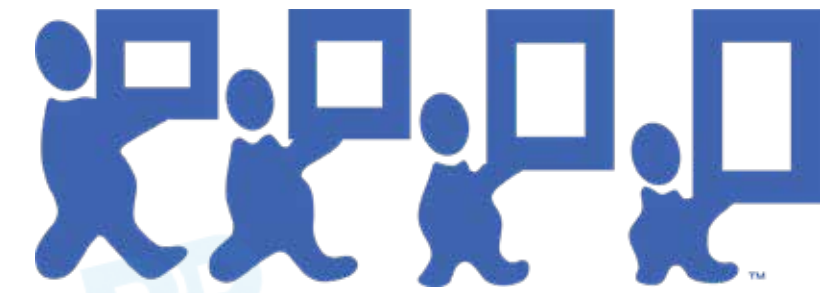
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In 2025, Moyer & Sons was named Independent Mover of the Year by the American Trucking Associations, one of the highest honors in the industry. The award is peer-judged and blind, making it especially meaningful. True to form, the recognition was not treated as a finish line, but as motivation to keep raising the bar.

A Legacy Built to Last

Founded in 1969 by Tiny Moyer and his sons, Moyer & Sons began as a true family operation rooted in trust, reliability, and hard work. The four movers featured in the company's iconic logo are Tiny's actual sons, and the logo itself, designed by a close family friend, has remained unchanged for 57 years. That consistency reflects something deeper: a long-standing commitment

Originally based in Gaithersburg, the company later relocated to Clarksburg and expanded into Elkrigde and Alexandria. Today, Moyer is proudly led by the third generation: Jason Moyer, John Moyer Jr., and Deirdre Moyer Burke, who continue to build on the foundation laid before them. Their leadership blends innovation with tradition, ensuring the company evolves without losing what made it exceptional in the first place.

Your Move

While Moyer & Sons has long been known for exceptional moving services, the company has grown into much more than a mover. In 2020, Moyer became

Moyer

MOVING LIVES FORWARD

BY GEORGE PAUL THOMAS
PHOTOS BY RYAN CORVELLO

Great companies are rarely built overnight. They are shaped through decades of consistency, shared values, and a relentless commitment to doing things the right way. For more than half a century, Moyer has embodied that philosophy, earning its reputation not just as a mover, but as a trusted partner through life's biggest transitions.





one of the first moving companies in the country to offer Move Management Services, launching what is now known as Moyer Move Management. Today, that division is a recognized industry leader, earning a prestigious “Best of the Best” classification from the National Association of Senior & Special Move Managers, along with Top Workplaces recognition from The Washington Post.

Building on that momentum, Moyer Staging + Design was introduced to provide flexible, thoughtful staging solutions tailored to each client’s needs. Most recently, Moyer expanded its offerings again with the launch of Moyer Home Wellness, designed to simplify life during and after a move.

Moyer Home Wellness assists clients with coordinating home repairs, completing post-inspection checklists, and managing contractor work prior to move-in or after move-out. The service also oversees third-party providers, eliminating the stress of scheduling and supervision, and supports aging-in-place needs and major household transitions that extend beyond packing and moving.

Rather than offering disconnected services, everything at Moyer is intentionally brought under one roof. Knowing every detail will be handled by the same trusted team, with the same standards, accountability, and care.

Built for Clients. Trusted by Realtors.

What truly sets Moyer apart is not just its range of services, but its consistency. Every truck is Moyer-owned. Every employee is carefully vetted. Every service is designed with the client experience in mind.

For Realtors, Moyer serves as a strategic partner throughout the transaction. Their move management and downsizing services are especially valuable for clients who have lived in their homes for decades and feel overwhelmed by where to begin. The staging and design team creates floor plans and placement strategies before move day, ensuring clarity and confidence. Home wellness services connect licensed contractors to complete inspection-related repairs quickly and professionally, helping transactions move forward smoothly and on schedule.

The result is a seamless experience clients remember, and one Realtors trust to reflect their own standards of excellence.

A Culture That Scales with Care

Despite its growth and national recognition, Moyer remains deeply collaborative and family-driven. The ownership team is actively involved in day-to-day operations, working alongside a staff that shares the same commitment to professionalism and care.

Innovation is encouraged, but never at the expense of trust. That balance has allowed the company to grow responsibly while protecting the reputation it has built over nearly six decades.

Looking Ahead

For Moyer, success is not defined by a single award or milestone. It is measured in daily execution, long-term relationships, and the ability to deliver excellence again and again, no matter how much the company grows.

For Realtors and clients alike, the message is simple: when you choose partners who care as deeply as you do, the entire experience is elevated.

From moving and storage to full-service move management, staging and design, and home wellness, Moyer is there long before move day and long after the last box is unpacked.

Learn more at www.moyerandsons.com or call 301-869-3896 to discover why so many professionals choose Moyer as their trusted moving partner.



Michelle Milton

REIGNITING
HER CAREER
& RECLAIMING
HER VOICE

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Some people enter real estate searching for a career. Michelle Milton found a calling. Confident, direct, and deeply committed to her clients, she brings legal training, commercial leasing experience, and decades of life perspective to her role as a Realtor with The Agency DC in North Bethesda. She knows her craft, she knows her market, and she knows how to guide people to make decisions that shape their lives.

From Paralegal to Real Estate

Michelle grew up in Cranford, New Jersey. After graduating from the University of Maryland, she stayed in the D.C. area and completed her training at the Paralegal Institute. She spent several years at a major downtown law firm, where she developed a sharp eye for detail and learned to navigate complex real estate transactions.

In 1987, she made her first move into real estate as a commercial leasing agent with Julien Studley in Washington, D.C. Commercial leasing required relentless cold calling, and Michelle thrived on it. One early highlight was a forty-five-minute cold call that secured a meeting with the White House to facilitate a temporary relocation during renovations to the Old Executive Office Building. The experience confirmed that she could hold her own and make a deal.

“The more I achieve for myself and for the team, the harder I work and the more enjoyment I get from working hard.”

After starting a family, Michelle eventually transitioned into residential real estate at Long & Foster in Potomac Village. She built her business the old-fashioned way through open houses, office walk-ins, and consistent follow-up. Early on, a woman arrived at an open house by bus. Other agents assumed the buyer was not serious, but Michelle saw an opportuni-



ty. That client and her husband went on to purchase a townhouse in the seven-hundred-thousand-dollar range with a four percent commission. In her first year in residential real estate, Michelle closed \$10.5 million in volume and quickly proved she belonged.

Losing Momentum & Finding It Again

Over the course of her more than 20-year career, Michelle has worked with several respected brokerages, including Long & Foster, Coldwell Banker, and Real Living at Home. Like many independent contractors, she found that too much freedom could become a trap. “Most companies leave you alone,” she explains. “If you have business, great. If you don’t, no one really notices.”

While raising her sons and caring for her mother, who lived with dementia and spent years in assisted living and memory care, Michelle often put her own ambitions on hold.

As her children grew up and built lives of their own, Michelle realized she wanted more for herself. “Everyone around me was working and busy, and I felt like I had nothing to talk about,” she recalls. A turning point came when she was connected to a \$12 million listing in Cancun, Mexico. Seeking a brokerage with a strong international presence, she reached out to The Agency. That introduction ultimately led her to join The Agency DC in September 2022.



Family, Music, and Loving What She Does

Outside of work, Michelle's life revolves around her family. She has been married to her husband, Jeffrey, for 37 years. Their son Daniel and his wife, Kasia, live nearby in Bethesda, while their younger son, Alec, resides in Brooklyn, New York. Michelle also helped raise her two stepsons, Jon and Todd, and now cherishes time with her grandchildren.

Michelle plays piano and sings, enjoys golf, and proudly has two hole-in-ones to her credit. Her heart for elders was shaped by the decade she spent advocating for her mother in assisted living and memory care communities, an experience that left a lasting imprint on her life.

Looking Ahead

Michelle's goals for the coming year are centered on continuing to help clients navigate the complex process of buying and selling homes. She prioritizes education at every step, from the initial listing or engagement through closing and beyond. By listening closely to her clients' wants and needs, she ensures each one feels informed, confident, and supported.

Her superior negotiating skills, attention to detail, and commitment to professionalism consistently lead to successful transactions and satisfied clients. Above all, Michelle strives to provide a seamless, stress-free experience rooted in trust and care.

Michelle Milton's signature phrase, which appears across her social media and perfectly encapsulates her approach to real estate, remains constant: "Love What I do."

What made this transition different was the expectation that being part of the team meant actively working and striving for success. Since joining, her business has surged. Michelle closed roughly \$12 million in sales last year and has already surpassed \$20 million in sales this year, earning the 2025 GCAAR Gold Recognition Award as well as The Agency's Gold Award. She is also recently recognized as a Real Producers Top 500 Realtor, placing her in the top 2 percent of more than 24,000 Realtors in the DC Metro area.

missing. "I needed to feel part of a team and to know that at The Agency, I am recognized and stand out for my achievements," she says. Michelle has found her home at The Agency, where she is dedicated to representing her clients' best interests and ensuring successful results.

What truly changed things was finding structure, accountability, and a sense of belonging, something she had been





WASHINGTON
FINE PROPERTIES

Cynthia HOWAR

A LIFE SHAPED
BY LEGACY,
LEARNING, &
LEADERSHIP

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

From the outside, Cynthia Howar's success in Washington real estate appears almost destined. As a third-generation Washingtonian from a family of influential developers, she grew up surrounded by stories of land, architecture, and possibility. Yet Cynthia is quick to clarify that her path was never prewritten. "Real estate may be in my blood," she says, "but it was not my first career. I had several lives before becoming a full-time realtor, and each one plays a role in how I serve people today."

A Foundation in Learning, Curiosity, and Discipline

Her upbringing in DC helped shape the worldview she carries into every transaction. She remembers a small, tight-knit city where community was as central as geography. Her childhood weekends were spent at her grandparents' home on Linnean Avenue, where Sunday dinners drew twenty or thirty relatives and often diplomats or family friends. "We used to moan and groan about those mandatory dinners," Cynthia laughs. "Now we miss them."

Cynthia attended Holton-Arms School from nursery through twelfth grade. Being a "lifer," she says, shaped her confidence, fueled her love of sports, and ignited a passion for the arts. "Every senior had to take a college-level art history class. That course stayed with me," she explains. Her academic path continued at Trinity College, followed by doctoral work in psychology and environmental psychology at the Graduate Center of the City University of New York.



Her journey might have continued into academia or architecture. "I was on my way to architecture school at Columbia," she shares, "but I decided to return to DC instead." Back home, she earned her law degree from Georgetown University Law Center, building the foundation for a legal and consulting career that spanned healthcare, telecommunications, and emerging technology.

From the White House to Washington Fine Properties

Before becoming a full-time agent, Cynthia lived several professional lives. After earning her law degree in 1983, she also obtained her real estate license and placed it with her father's company, Howar Properties, while simultaneously working in other fields. She entered the long-distance telephone industry shortly after the first deregulation of AT&T, working in South Carolina with Charles Frasier, the developer of Hilton Head Island. When that company was sold, she briefly practiced as a telecommunications attorney with Wiley, Rein, and Fielding.

From 1994 to 1998, she served in the Clinton/Gore

Administration, focusing on emerging technologies in health care and on partnerships with the private sector and the military. "Telemedicine and health informatics were twenty years ahead of the technology," she recalls. "But the work shaped how I think about innovation."

After leaving the White House, she consulted for private sector companies, applying her expertise in law, policy, and emerging technologies.

Her transition into full-time real estate came in 2004, sparked by advice from a trusted friend with an MBA who was one of DC's top agents. "She told me real estate would be a great career fit for me," Cynthia says. "She thought I could be very successful. I took her advice to heart."

A Career Defined by Depth, Discipline, and Results

Today, Cynthia is one of Washington Fine Properties' most respected agents and a consistent top producer in the region. She speaks about her success with gratitude rather than pride. "I am so grateful for my career in real estate," she says. Her

lifetime sales exceed \$420 million. Last year, she closed more than \$50 million across twenty-four transactions, including \$16 million in Kalorama. In Hillandale, she has sold ninety-two homes throughout her career, more than any other single agent.

"I love representing my clients," she says. "Our job is to put their interests first and find solutions that honor their goals." It is work that rewards her legal training, her psychological insight, and her deep understanding of the DC, Maryland, and Virginia markets.

Although she is a solo full-time agent, she occasionally

collaborates with colleagues when it benefits her clients. "I want sellers and buyers to have the best representation possible," she explains. "Each situation is different, and sometimes a shared listing makes sense."

Her strategic approach and calm leadership style have earned her lasting trust. She is a member of GCAAR and NAR, and a member of both the California and DC Bar Associations. Her resume includes an array of professional associations, from the American Telemedicine Association to the National Defense Industries Association.





A Family Legacy of Service

Cynthia's commitment to community work echoes her family history. Her grandfather, Joseph Howar, arrived in the United States in the 1890s, selling notions on 16th Street before becoming a developer who built more than thirty apartment buildings during and after World War I. He believed deeply in giving back. "He always said that if you take from the community, you must give back to the community," Cynthia says. "He instilled that in all of us." In the early 1950s, as a result of his success, Joe Howar purchased land in Kalorama on Massachusetts Avenue for the purposes of building a mosque as his thanks to the US for allowing him to realize the American Dream. Along with a group of Ambassadors, they amassed craftsmen

“This profession is about communication, negotiation, and helping people through major transitions. Every experience I have had has *prepared me for this.*”

and funds from many Middle Eastern countries and completed the Islamic Center in 1957, which was dedicated by then-President Eisenhower. At that time, there was a research library that allowed visitors to learn about the Islamic religion and was open to visits from schools and scholars. It was at the time a unique cultural landmark in DC.

Her father, Raymond Howar, carried this belief forward through decades of industry leadership, supporting organizations such as the Washington Board of Realtors, a Director of the Greater Washington Board of Trade, the Apartment and Office Building Association, and the Children's Hospital.

Cynthia has continued that tradition. Her community involvement included serving on the Board of Visitors at Children's National Medical Center, the I Have A Dream Foundation, the Children's Defense Fund, the Hillandale Homeowners Association, and the Alzheimer's Foundation.

Outside of real estate, Cynthia finds joy in art, cooking, travel, tennis, golf,

and time with people she loves. "My art studio is in my home," she says, "but I paint mostly outdoors." Her watercolor and oil paintings have been featured in juried shows throughout the region.

She values time with her son and daughter-in-law, as well as with a close-knit circle of friends who join her for art workshops and travel. "I am very lucky," she reflects. "I have wonderful friends who are my support network."

A Legacy Still in Motion

After decades of achievement across multiple fields, Cynthia sees real estate as the perfect culmination of everything she has learned. "This profession is about communication, negotiation, and helping people through major transitions," she says. "Every experience I have had has prepared me for this."

Her story is one of heritage, intellect, resilience, and heart. In a city her family helped shape, Cynthia continues the work with the same values that guided generations before her: integrity, service, commitment, and community.



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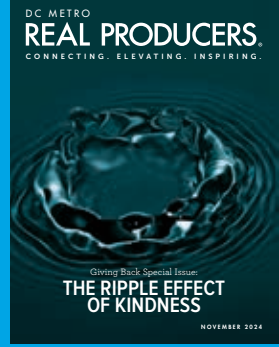
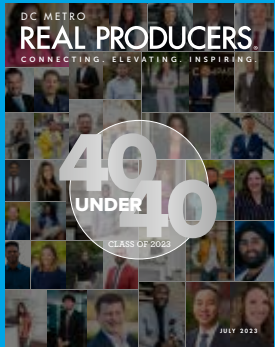
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TOTAL CLOSED
LOAN VOLUME

476

LOANS CLOSED

\$385K

AVERAGE LOAN
AMOUNT

409

BUYERS
WELCOMED HOME

67

REFINANCED
HOMES

1.3

CLIENTS HELPED
A DAY



NATHAN FITZGERALD
Regional Vice President
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nathan.fitzgerald@ccm.com



MATT MILLER
Regional Vice President
240.678.4669
matt.miller@ccm.com

TOP 250 STANDINGS - BY VOLUME

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

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

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

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| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL \$ |
|------|------|--------|-----------|------------|----------|-----------|-------|----------|
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TOP 100 STANDINGS - BY UNITS

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

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

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

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Stephen Gabauer
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COVER STORY

STEPHEN GABAUER
A Global Perspective With Grounded Purpose

BY ANJALA BERENSON
PHOTOS BY FRANK CORVELLO

Stephen Gabauer has lived many lives. He has worked in chemical engineering, battled with farmers in Kenya, collaborated with world athletes on clean water initiatives, and made community through improv theater. Each chapter shaped his understanding of people and the environment that help them thrive. When he eventually stepped into real estate, he realized that every part of his past had been preparing him for this work. Today, Stephen knows for his own experience, his deep care for his clients, and his steady ability to guide people through major life transitions. "I want every client to feel understood and supported," he says. "The remarkable reality is as much as the transaction."

A Life Shaped Around Community Born in Silver Spring and raised in Potomac, Stephen grew up with a curiosity about people and the world. He later earned a degree in Chemical Engineering and a minor in Communications from Penn State University, followed by a master's degree in International Sport Management from Universitat Ramon Llull in Germany. His early career path reflected a desire to learn and help. "I have always been drawn to work that makes life better for others," he explains.

That desire took him far from home in Scotland, he supported environmental sustainability in professional golf. In Kenya, he partnered with farmers on clean water projects and helped lead a clean water initiative that brought safe drinking water to schools. Through that program, he worked with global athletes like Stephen Curry, Bryce Drew, and Morgan, Megan Rapinoe, and Melissa. "Seeing the impact that clean water had on these communities changed me," he recalls. "I realized how deeply our environment affects our wellbeing."

When he returned to the United States, Stephen joined a consulting firm focused on diversity, equity, and inclusion. The work was meaningful, but something else was beginning to take shape. "I loved that these things, and I felt inspired to

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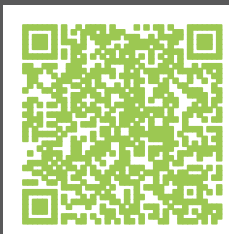
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