

# Satellite Office Strategy

11<sup>th</sup> Annual Showcase of Unique Ideas and Innovative Concepts

June 2026





# Deborah Glakas

---

Vice President of Executive Office  
Administration & Human Resources

Northern Virginia Association of Realtors®

# The Path to Loudoun Launch

- In 2022, we commissioned T360 to discover where our Realtors® were living and doing business.
- We found we had 2,000+ members primarily living and working in Loudoun.
- We assembled a Task Force of local Brokers and several staff who used the data to decide on possible locations.



# Loudoun Member Experience Center MXC

- After an extensive search One Loudoun stood out among the rest.
- We settled on this amazing suite for its location on the campus, its openness and natural light, and its amazing view of the plaza below.
- Also, provided us the opportunity to put up this sign with great visibility from the plaza below.
- We had our Grand Opening in September 2025.

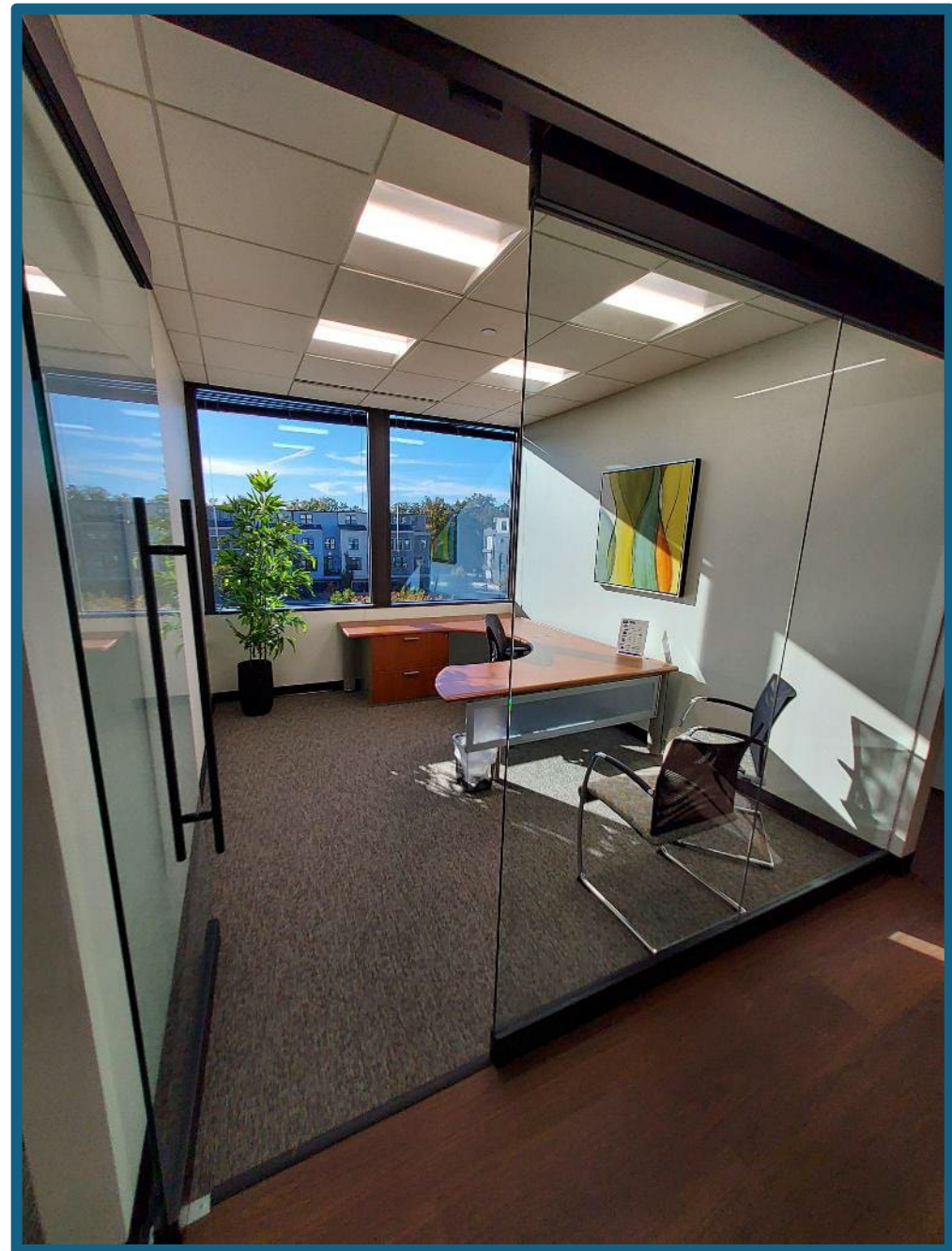




Classroom space with glass walls and fits 35 members



Open concept gathering area with exposed ceiling and floor-to-ceiling windows



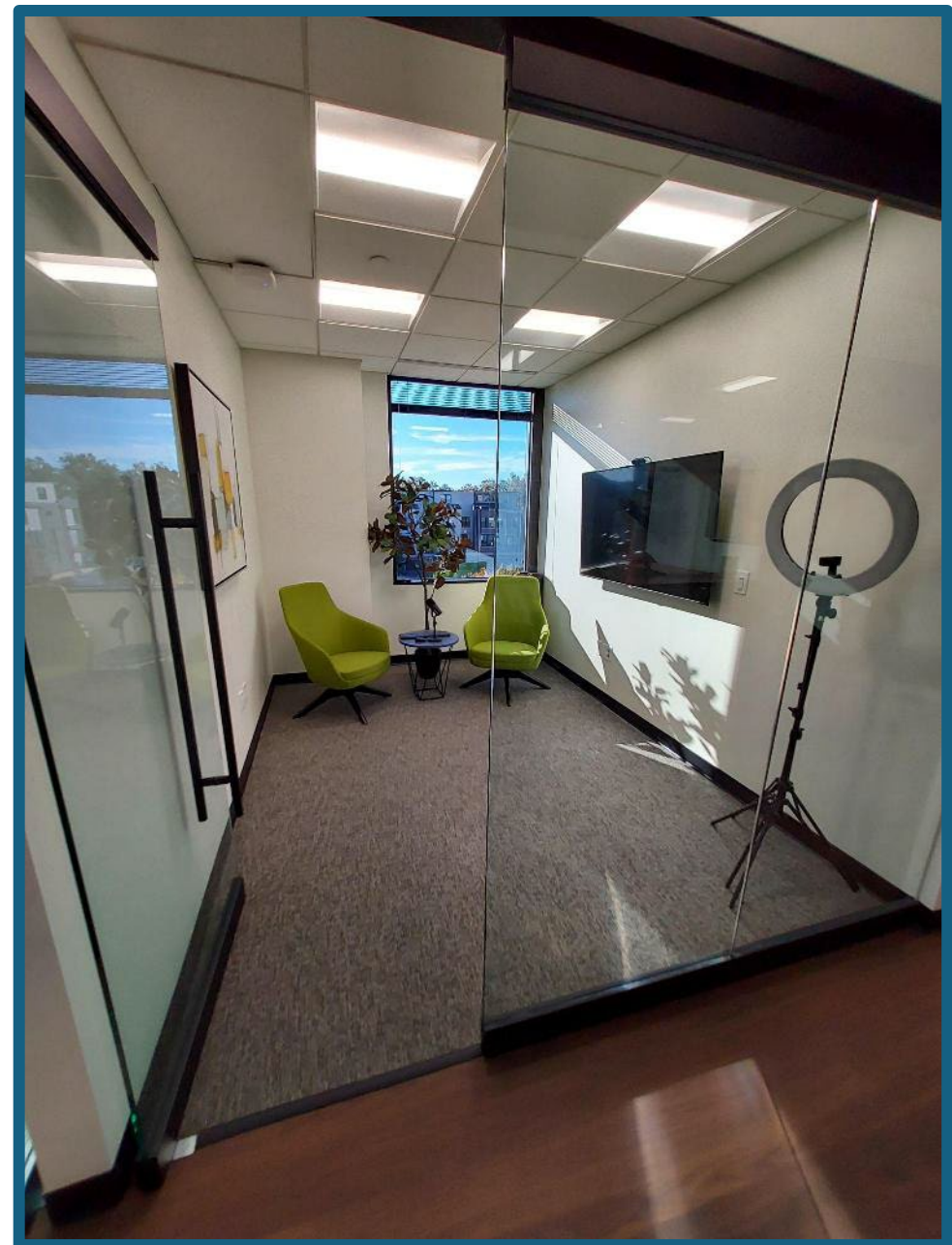
"WeWork"-style office spaces available for member use



Coffee lounge equipped with Starbucks machine, flavored syrups, and stocked mini fridge



Realtor® items displayed (available for purchase)



Digital Experience Center available for creating content

# LOUDOUN IN ACTION





**Thank You**

[nvar.com](http://nvar.com)