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Partner Spotlight  
**WADE VANDER MOLEN  
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Making a Difference  
**KAREN BRISCOE**

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If you are interested in contributing or nominating Realtors® for certain stories, please email the publisher at [Kristin.Brinkley@realproducersmag.com](mailto:Kristin.Brinkley@realproducersmag.com).

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# HAPPY HOLIDAYS!

Dear NOVA Real Producers,

Happy Holidays! We are so grateful for our amazing Real Producers community! This tribe is a wonderful menagerie of good human beings who happen to sell a lot of real estate. Check out our holiday traditions section!

December is a month of reflecting on the year and envisioning the next year. We at Real Producers would like to express our gratitude for 2018. We have featured 39 agents this year, had two great events (our launch party and mastermind), and our publication app will be launched soon. It will be available on both Google Play and the App Store.

Our preferred partners are the cornerstone this community is built on. Without them, we would not be able to share the stories of our Real Producers and gather you together at wonderful events. The publication, all events, and being featured are free because of our partners. Thank you!! We also appreciate our Real Producers that referred them. All partners have been referred by Real Producers.

I have heard so many great stories of what this publication has created for all who have participated, from seeing old colleagues and friends to deals being struck right at an event. Relationships are being forged with people you know you will see again and again across the closing table. We have stories of features getting leads and actual closings directly from their feature story, and teams growing as well.



Our mastermind was amazing! Check out the photo spread in the January issue. Watch out for our next invite in your inbox for our January 24th event and Awards Gala on March 21st and on the private Facebook group!

If you haven't joined the private Facebook group, don't miss out. We will be asking the questions we print in the private group moving forward! Also, check out our cover story and partner spotlight interviews on our YouTube channel, and they are also located on Spotify.

Our mission: To inform and inspire industry professionals such as yourselves in the Northern Virginia area. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top 0.05 percent of your industry.

Who we are: We are a local, realtor-centric publication and platform covering the lifestyle, growth, and development of the top producing Realtors by providing exclusively curated content for what you, the best and brightest agents, demand.

Cheers to a fantastic year and years to come!

Thank you to all our features who have shared their stories to inform and inspire this amazing community.

With Gratitude,

**Kristin Brindley**  
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# Golden Nuggets



## Karen Cooper

*Platinum Group Real Estate*

“I don’t view anyone as a winner or a loser. We are all just people, and everyone has value and potential. Sometimes, some of us (myself included) need the right people in our lives to give us a chance and to help us to see our worth.”

“Let your faith be bigger than your fear.”



## Karen Briscoe

*Huckaby Briscoe Conley Group*

“We feel blessed to live full lives, and we consider our work to be an integral part of our life. We feel the same about contributing to others — it is all part of living a good life!”



## Kay Houghton

*Kay Houghton & Associates*

“My father always reminded me that ‘life is a marathon, not a sprint.’ Remembering that advice every single day has been so important for me. I tend to want to move faster, grow larger, do more than I am physically capable of doing. It has been helpful to remember

not just to do things quickly, but to do them right.”

“My mother’s advice to ‘expect miracles every day and in everything you do’ is one that particularly resonates with me. I feel like miraculous things happen every single day; whether it’s being in the right place at the right time or having someone come into your life just when you need them most. If you look for and appreciate those little miracles, you can overcome almost any challenge.”



## Wade Vander Molen

*Stewart Title*

Starting over in anything can be scary, but Wade knew with hard work and innovation, he could be successful. The first thing he did was build a website. The next thing he did was start a

YouTube channel and start shooting educational and marketing videos. Wade felt that having places where his clients could go to get educational content 24/7 was and still is important.



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# WADE VANDER MOLEN

## of Stewart Title



Photos by Howard Lansat Photography

**“The story as to ‘how’ I got started in the title insurance business and ultimately landed in the Northern Virginia/Washington D.C., market is not conventional.”**

After graduating from college, Wade Vander Molen moved to Phoenix, Arizona, and worked for Child Protective Services. Removing children from battered homes and spending half of his week in courtrooms had its rewards, but also its pitfalls. After

working in the social-work field for three years, Wade transitioned, at the urging of a friend, to selling FHA refinance mortgages. During this time, he would see nicely dressed people come to his office and provide lunch and ask for their business. These were the sales reps from the title company. He says he wasn’t sure what these people actually did, but it looked better than sitting in an office all day.

After doing some homework on title company marketing jobs available in the Phoenix area, Wade was hired to work for a local company named Capital Title Agency—a title company that was later transitioned into Lawyers Title of Arizona through acquisi-



Wade, his wife Valerie, and daughter Isla



President Elizabeth Brantley



Vice President Mark Fitzgerald



Wade, his wife Valerie, and daughter Isla

tion after the downturn of 2008. When the downturn came, it hit the Phoenix market very hard. Realtors and lenders had to learn new skills to market properties or identify clients. With a large inventory of short sales and foreclosures, things were challenging. During this time, many people left the business and cuts were made. Only the most valuable people in each industry stayed and fought through the rough market.

At this time and thereafter, the role of the title company sales rep changed. Wade went from bringing bagels to bringing real value. He helped his clients target short sale candidates, receive introductions to asset managers, and learn how to use the internet to get “found” online. His mission was to find more innovative ways to help his clients market their offline real estate business online. As the market recovered, Wade honed his skills to help his clients with social media marketing, website training, and more.

After seven years in the Phoenix market, he met his wife, Valerie, on a spring trip to Las Vegas in 2010. There was one issue: Valerie lived in Washington D.C., which was 2,000 miles away! Despite the distance, their relationship grew. In May of 2012, after lots of traveling back and forth across the country, a decision was made. Wade moved to the Washington D.C., area and started over his career in the title insurance business at Stewart Title with one big difference: he was in a brand new market with zero clients.

Starting over in anything can be scary, but Wade knew with hard work and innovation, he could be successful. The first thing he did was build a website: DCTitleGuy.com. Since most people search for information online, Wade wanted to be that resource for all things real estate marketing, technology, and title insurance for his clients. The next thing he did was create a YouTube channel and start shooting educational and marketing videos. Video is one of the best conduits to convey a value message and he wanted to cast a large net. Wade felt that having places where

his clients could go to get educational content 24/7 was and still is important.

As business started to expand and grow, Wade was engaged to Valerie and they were married in October of 2014. In May of 2016, their daughter, Isla, was born. Wade says that Valerie and Isla are the best things that ever happened to his life, and that joining Stewart Title was the best thing that could have happened for his business.

Under the leadership of President Elizabeth Brantley and Vice President Mark Fitzgerald, Wade was put in a great position to succeed. Wade knows that once he brings in a client, they are going to be well taken care of by long-term employees of Stewart Title who have perfected their craft. In addition, working for a National Title Insurance Underwriter, the title policies Stewart Title provides to homebuyers is ultimate protection.

After six years in the Washington D.C., area and thirteen years in the title insurance business, Wade has learned that leading with value and helping your clients is a must. Having a top-notch realtor/lender marketing department is great, but having the processing and closing staff that makes clients shine and creates a great customer experience is even more important. Stewart Title knows they are literally nothing without their clients, so they do all they can to help them grow their real estate business.




With a loving and supportive family at home, and another supportive family at work, Wade is happy to call both Northern Virginia and Stewart Title his home.



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Wade Vander Molen can be reached at (480) 203-6452 and at DCTitleGuy.com.



# DECEMBER

SUNDAY	MONDAY	TUESDAY
25	26	27
02 Int'l. Day for Abolition of Slavery	03	04
09 International Anti-Corruption Day	10 Green Monday Human Rights Day	11
16	17 Wright Brothers Day 	18 International Migrants Day
23	24 New Year's Eve 	25 Christmas 
30	31	

WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
28	29	30	01 World AIDS Day 
05	06	07 Pearl Harbor Remembrance Day	08 Annual Holiday Party 5:00 PM to 10:00 PM 
12	13 National Day Of The Horse	14	15 Bill of Rights Day
19	20	21	22 Super Saturday
26	27	28	29



# DECEMBER

## schedule details

### Annual Holiday Party

**NOVA Real Producers Partner:** Donofrio Property Inspections

**Date:** December 8, 2018

**Time:** 5:00 PM to 10:00 PM

**Location:** Holiday Inn, 15 Salisbury Dr., Stafford, VA, 22554

**Event Description:** At Home Realty agency-wide holiday party.

**For more information,** contact Ms. Myrlin Young, office administrator, at 571-310-2261.

### Important Dates to Remember

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December 1st - World AIDS Day

December 2nd - Int'l. Day for Abolition of Slavery

December 7th - Pearl Harbor Remembrance Day

December 8th - Annual Holiday Party

December 9th - International Anti-Corruption Day

December 10th - Green Monday

December 10th - Human Rights Day

December 13th - National Day Of The Horse

December 15th - Bill of Rights Day

December 17th - Wright Brothers Day

December 18th - International Migrants Day

December 22nd - Super Saturday

December 25th - Christmas

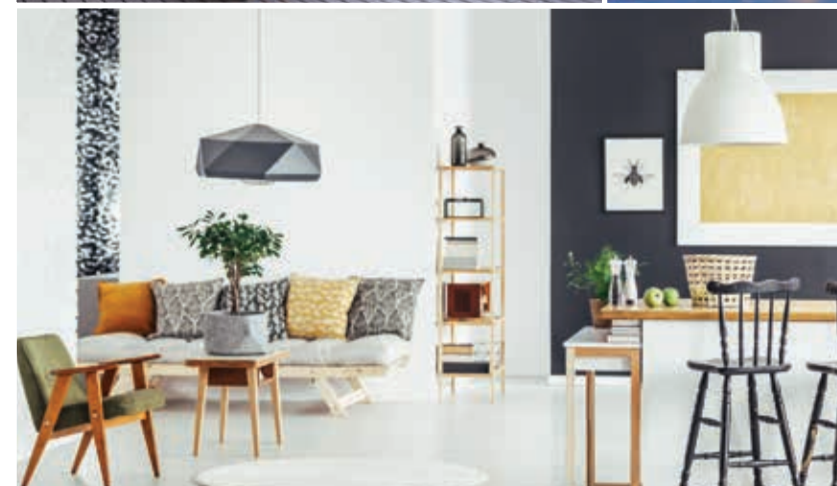
December 31st - New Year's Eve

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-Robert Chevez, The CAZA Group, Keller Williams Realty

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# Kay Houghton

By Karla Lutz Bowling  
Living a Purpose-driven Life



Kay Houghton, the owner of Kay Houghton & Associates, Keller Williams Metro Center, greets each day with an enthusiasm and energy that comes from genuinely loving what she does. She views her role as the company’s owner as the perfect way to live a purpose-driven life.

“I truly feel that running this company is my life’s purpose — it brings me so much fulfillment! I am extremely blessed to be in a position to employ some of the most talented and dedicated people in the industry.”

Kay’s philosophy guides the founding principles of her company. She firmly believes employers should treat staff like family, which is why the company offers many benefits that are hard to find in the industry. “We offer full benefits to all employees, including company-paid health care coverage, paid time off, and a retirement savings plan with a company match. My goal is to seek out the best of the best — the most talented folks out there. I know that if we give them our best, that’s exactly what we’ll get in return,” Kay says.

Kay has always had an interest in real estate and took several real estate investment courses in college with aspirations to one day start her own company. After graduating, she moved to Florida with the intention of purchasing investment properties and beginning a real estate career. However, her well-laid plans were suddenly derailed when she was diagnosed with multiple sclerosis shortly after relocating. Because she could not obtain health insurance as a self-employed agent, she opted to steer her career in a different direction landing in sales and marketing. She worked as a national sales director for various corporations and nonprofit entities for ten years.

In 2015, after much consideration, Kay decided to move from a corporate career into real estate. It soon became evident that this was the right transition for her as her sales volume

quickly increased — seemingly in direct correlation with the personal satisfaction she receives by living a purpose-driven life. Within three short years, her total volume has grown exponentially starting with an individual annual production of \$7 million to the current team projection on-track for this year of \$45 million. Her achievements and those of her team have not gone unnoticed. Their awards include NVAR Multi-Million Dollar Sales Club for 2017 and 2018; Washingtonian Magazine “Best Of” for 2016, 2017, and 2018; Northern Virginia Magazine “Best Of” for 2016, 2017, and 2018; and No. 1 Agent at Keller Williams Metro Center for all categories — Seller Volume, Buyer Volume, Seller Units, Buyer Units, Total Volume, and Total Units.

To provide the kind of service clients have come to expect from Kay Houghton & Associates, the company recently brought on board three new team members. “Hiring the right people has been a game-changer for me. There is no way I would have been able to grow our business and serve our clients at the highest level without our team. They are the best at what they do. We collectively strive to support one another and constantly improve,” she says.

Kay states that with her talented team in place, she has set a five- to seven-year plan to reach \$100 million in annual production, with approximately 200 transactions per year. To achieve that goal, she says they will have to double their staff. “Finding and training the right talent can be extremely



challenging. But with the help of my Keller Williams MAPS Coach, that’s a challenge I am ready for!”

Kay says that using the Salesforce Customer Relationship Management (CRM) data system has been instrumental in her company’s growth. “Companies live and die by their database. Data is powerful. Without software like Salesforce, we would not be able to onboard our employees as quickly as we have, provide service to our clients at the level we do, communicate within the company, or grow our business like we want to. It’s all related to data management.”

Kay confides that in addition to the close relationships she has formed with her clients and staff, one of her favorite things about being a real estate agent is the sense of community she has found from being an integral part of her Shirlington neighborhood. “I knew that wherever I ended up, I wanted to become a pillar of my community. I love being on a first-name basis with all of my neighbors, with different store owners, even with the mailman! I know that the community views our team as a resource. We are constantly being asked for recommendations or referrals or simply for our opinion on a renovation. It brings me so much joy to support my Shirlington community!”



From left to right: Yolanda Castleman, Kay Houghton, Chris Collier, Kerry Wood, Doug Gibson, Brett Cordeau, & Steve Carlozzi.

In addition to being a trusted resource for the community in which she lives, Kay also has a soft spot for helping animals, especially cats. She jokes that she is known as the “crazy cat lady” and laughs that she wears that title with pride. “I foster cats, trap feral cats for neutering, and rehabilitate wounded or feral cats so they have a better chance of being adopted. In the last five to seven years, I have fostered, rescued, rehabilitated, or spayed/neutered more than 120 cats!” Kay supports the Animal Welfare League of Arlington, King Street Cats, and the Multiple Sclerosis Society.

Kay is grateful for the success her team is enjoying, yet still dedicates each day to becoming a better leader. She acknowledges that with success there is also a need for balance. “My father always reminded me that ‘life is a marathon, not a sprint.’ Remembering that advice every single day has been so important for me. I tend to want to move faster, grow larger, do more than I am physically capable



of doing. It has been helpful to remember not just to do things quickly, but to do them right.”

Kay said that her mother’s advice to “expect miracles every day and in everything you do” is one that also particularly resonates with her. “I feel like miraculous things happen every single day; whether it’s being in the right place at the right time or having someone come into your life just when you need them most. If you look for and appreciate those little miracles, you can overcome almost any challenge.”

And clearly, with her company’s success firmly on course, Kay is embracing the challenge she set for herself of living a purpose-driven life.



# FUNDING AUTHORIZATION

By Keith Barrett



Lenders fund transactions by sending the loan monies necessary for closing to the settlement agent. Virginia Code § 55-525.10, entitled “Duty of lender”, states, “The lender shall, at or before loan closing, cause disbursement of loan funds to the settlement agent.” The next section, Virginia Code § 55-525.11, entitled “Duty of settlement agent”, states, “The settlement agent shall cause recordation of the deed, the deed of trust, or mortgage, or other documents required to be recorded and shall cause disbursement of settlement proceeds within two business days of settlement.”

A relatively new procedural requirement may play a role in the delay of recordation and disbursement. For the last several years, a number of lenders require settlement agents to receive funding authorization in order to record and disburse transactions. Here’s an example of language from a lender’s loan instructions:

Documents required prior to funding. A funding number will be issued on receipt/approval of these required completed documents.

Requested documents typically include the note, deed of trust, and closing disclosure among others.

“Settlement”, as defined by Virginia Code 55-525.8, “means the time when the settlement agent has received the duly executed deed, loan funds, loan documents, and other documents and funds required to carry out the terms of the contract between the parties and the settlement agent reasonably determines that prerecordation conditions of such contracts have been satisfied.”

So in the past, if the settlement agent had all the money in its escrow account and all the required documents signed, then settlement had occurred and the transaction could be recorded

and disbursed. However, with the introduction of funding authorizations, without a funding number from the lender, it is as if the settlement agent does not have the loan funds. A settlement agent, rather than going straight to recordation and disbursement, must send documents back to the lender and wait for review and approval before recording and disbursing the transaction. This is an additional step in the process and it should not come as a surprise that if a closing takes place during the end of the month (which is when up to 35-40 percent of all monthly transaction volume closes), it will likely take longer for any given lender to review the required documents from settlement and provide the funding number needed by the settlement agent to record and disburse the transaction.



**Keith Barrett** is a licensed attorney in Virginia, New York, Connecticut, and D.C., a licensed title agent, and a Virginia Real Estate Board approved instructor. Keith is the founder of Vesta Settlements. He also serves on the NVAR Standard Forms Committee (including as past chairman), the NVAR Attorney Roundtable Committee, is a member of the Virginia Bar Association Real Estate Section, and serves on the Virginia Bar Association Real Estate Council.

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# OVERCOMING THE REAL ESTATE VIDEO STAGE FRIGHT

By Wade Vander Molen

Six years ago, I started shooting videos for my target audience of realtors and mortgage lenders, and it’s one of the best things I have done to grow my title business. I convey this message to my clients to drive home the power of video. I then get hit with a series of excuses and anxiety-ridden reasons why they are camera-shy. Sound familiar?



### Between Your Ears

The issue for most realtors is the fear and anxiety of being on camera. When I hear an agent say “they don’t want to watch my videos” or “nobody wants to see me on camera,” what I really hear is, “I don’t like ME on camera.” I get it. Doing something new can seem intimidating, but your sphere, clients, and prospects want to see videos that portray your vast real estate knowledge. Video is also a great retention tool, especially if your sphere, clients, and prospects subscribe to your YouTube channel or watch your videos on social media. If your face, voice, and value messages are consistently in front of your audience...you will gain business.

### Have Clear and Consistent Value Messages

It’s important your videos portray clear and consistent value messages. Create a top ten real estate topics list your audience

would like to know about regarding the market, listings, how you conduct business, why work with you, etc. Your job is to portray your vast knowledge and have your audience wanting more. What is the shelf life of a direct mail postcard? Very short. The shelf life of a video on YouTube or Google is forever. A video created today could generate clients a year from now, five years from now or later! It is the best 24/7 selling feature for your real estate business. That thought alone should hopefully help remove the camera stage fright.

### Treat the Camera as Your Audience

When I shoot videos, 99 percent of the time I’m by myself talking to a camera. I look at the camera not as an inanimate object, but instead, I envision my target audience through the lens listening to what I have to say. If I screw up the video (and I do...you will

too), I delete the video and start again. I create talking points for my videos and make sure I hit each one. I then wrap up with “calls to action” for my target audience to subscribe to my channel, website, fill-out forms, and add me to social networks.

Make Sure You Do These Important Items!

Now that you are in front of the camera ready to go, make sure to do these essential items:

1. Speak clearly and with enthusiasm. Make sure your personality shines through!
2. Have a clear and valuable message! That’s what keeps your audience on the video!
3. Use an external microphone if you are outside or far away from the camera.
4. Create calls to action. Get your audience to do something else.
5. Very important. Have fun with the video!



**Wade Vander Molen** is the Director of Sales/Marketing for Stewart Title 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](http://www.DCTitleGuy.com).

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## What fun & meaningful traditions do you share with your family that make the holiday season magical?



**KELLY GAITTEN**  
**BERKSHIRE HATHAWAY HOME SERVICES**  
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I have a family open house gathering usually the Saturday days prior to Christmas. We all get together and spend an afternoon together eating, playing games and visiting. I book the date with everyone well in advance so it's on the calendar and they work it into the busy schedule. It's important to spend time with the ones you love. I believe that is the most important thing you can give or get for the holidays.

I usually hand make ornaments or special little gifts for everyone for the occasion. I don't limit the open house to just family. Friends and neighbors are always welcome but we try to keep the gathering small and intimate so we can visit. It's our tradition. We've always done it and we will continue it as long as we can!



**HEIDI ELLENBERGER JONES**  
**WASHINGTON FINE PROPERTIES**

We always have our children write their lists to Santa and on Christmas Eve we put them in the fire to "send them" to Santa through the Chimney.



**GINA M. TUFANO**  
**PEARSON SMITH REALTY**

We have a party on Christmas Eve Eve (12/23) that is open to all friends and family - it has become a tradition - with the first one starting in 1997 when I was pregnant and put on bedrest.



**SUE & ALLISON GOODHART**  
**THE GOODHART GROUP**

After going out to a nice Christmas Eve dinner with family and close friends, my family meets in the living room of my parents home for a nightcap in front of the fire, Christmas music and a reading of "The Night Before Christmas".

We have a very special breakfast cake we eat every Christmas morning that's been passed down for generations from my Moms family. A delicious potato-based cake, we call it a Moravian cake. We all get together ahead of time and bake as a family, making it all the more enjoyable the morning of the actual holiday. We eat that along with the oranges we always find in the bottom of our Christmas stockings and sip on another special family recipe, from scratch, eggnog!

On the first night of Hanukkah, we recite the prayer, shehecheyanu. It is said to be thankful for joyous and new occasions!



**HEIDI ROBBINS**  
**BUCK & ASSOCIATES | BILLY BUCK & COMPANY**  
Our family goes to NYC between Thanksgiving and Christmas every year to see the Rockettes.



# Karen Briscoe

## *A Mission to Impact and Improve Lives*

Working in real estate is more than guiding clients through the complex process of property acquisition and sales. Conscientious agents understand they have an opportunity to change lives when they help their clients make informed decisions which can significantly affect their quality of life. There is great satisfaction in knowing that what you do for a living can have such a positive impact. So much so, that the Huckaby Briscoe Conley (HBC) Group at Keller Williams McLean has incorporated this concept into their mission statement, pledging to “Impact and Improve People’s Lives.”

Karen Briscoe, a principal owner of HBC Group, says, “Whether it’s our clients’ lives, the people we touch through our involvement in charity programs, and even in our personal lives, implementing our mission in our everyday work is something we have found helps to make our jobs more meaningful.”

This guiding principle led Karen and her partner, Lizzy Conroy, vice president of HBC Group, to launch Community Charity Champions (CCC) in 2012. Their goal was to create a unique way to raise funds for local nonprofits and organizations and channel it into the local community. They partnered with several sponsors to host a monthly dinner at Pulcinella - The Italian Host restaurant in McLean, Virginia, in which a significant portion



Front row: Karen Briscoe with HBC Group at Keller Williams, Jim Harris with BOWA, Moe Gariani with Pulcinella Italian Host, & Paul Kohlenberger with Greater McLean Chamber of Commerce.

Back row: Lizzy Conroy with HBC Group at KW, Marcus Simon with EKKO Title, Justin Neal SunTrust Mortgage, Nancy Pierpont, & Kevin Dougherty with Pillar to Post Home Inspectors

(70 percent) of the monies spent for food and drink by patrons is contributed to a designated charity of the month. The Dine for Dollars events occur on a specified Tuesday each month, and local charities, organizations, or non-profits may apply to receive proceeds.

Additional sponsors partnering with HBC Group include Marcus Simon with EKKO Title; Kevin Dougherty, with Northern Virginia’s Pillar to Post Home Inspections, and his wife Nancy Pierpont; Kathy Neal and Justin Neal with SunTrust; Jim Harris with BOWA Design Build; and Pulcinella owner Moe Gariani. The Greater McLean Chamber of Commerce also supports CCC in promoting this worthwhile community program. Since 2012, Community Charity Champions has raised and given more than \$80,000 back to the community.

Karen’s and Lizzy’s commitment to impact and improve lives sets the tone for the entire office and is the foundation for a corporate environment of helping others. Each team member of HBC Group is passionate about giving back to the community and have woven the concept of service into the everyday fabric of their workplace. In addition to hosting and donating to multiple local charities through their monthly dining event, they also have three exceptional charities close to their hearts that they particularly enjoy devoting time and resources.

One of these charities is Operation Starfish. This organization serves the people of Haiti and has built more than 1,400 houses in 11 villages since it began in 1998. Each village is located in different geographic areas of Haiti and help starts with basic needs, like shelter, sanitation, and clean drinking water. Once established, they address education and health care needs by building schools, clinics, and vocational training programs with the end goal of creating a self-sustaining community which generates its own revenue stream.

Jennifer Olivera, office manager for HBC Group, introduced the organization to the team. She has made the trip to Haiti over the past few years with her church group, and in 2017, HBC Group generously donated the funds to build a home in Jennifer’s honor. The McLean / Great Falls Keller Williams agents and friends also donated backpacks, school supplies, sports equipment, and small gifts, which Jennifer and the mission team filled their suitcases to take to Haiti for the children.



Cameron’s Chocolates and Coffee - all the employees that help make the chocolates.



Another enterprise HBC Group enthusiastically supports is Cameron’s Coffee & Chocolates in Fairfax, Virginia, which provides employment opportunities for young adults with developmental and intellectual disabilities. “The HBC Group has supported Cameron’s Chocolates since its conception. We’ve even introduced our clients to this amazing company and their delicious chocolates! It is tradition to gift our clients with a box of Cameron’s Chocolates at settlement and share with them the story behind these ‘guilt-free’ treats,” shares Lizzy.

The concept for Cameron’s Chocolates was incubated at Trinity United Methodist Church, where both Karen’s and Lizzy’s families are longtime members. Cameron’s Chocolates is the first business enterprise of the nonprofit foundation, Every1 Can Work, and officially opened their doors on October 1, 2013. Karen notes that “more than 84 percent of young adults with cognitive disabilities are unemployed, but not unemployable – there is a big difference. This most vulnerable segment of our society is often the last hired and the first fired at businesses which are solely driven by profit. A job means much more than just a paycheck -- it means self-esteem and a purpose in life.”

Another worthwhile organization HBC Group supports is Lift Me Up! It is a therapeutic horseback riding program in Great Falls, Virginia, dedicated to providing safe and skilled instruction for children and adults who have varying disabilities. By combining the use of horses with the skills of certified instructors, Lift Me Up! seeks to help riders develop physically, mentally, and emotionally in a caring and fun environment that empowers the



Operation Starfish with HBC Group KW House with Haiti family members.



Lift Me Up - the program operators with mostly dedicated, trained volunteers.

rider in ways very different from traditional therapy.

The Briscoe family became involved in Lift Me Up! when Karen’s daughter, Callie, was looking for a local barn to board the first horse she had purchased in 2006. Soon after that, Karen became actively involved in the charity, serving as a board member since 2006, and as chair of the annual fundraising gala in 2006 and 2007.

Karen and Lizzy share a dedication for serving their community with compassion and commitment. Both are active members of Trinity United Methodist Church in McLean. It was there that Karen met Sue and Jerry Huckaby and joined as an agent the Sue Huckaby Team, a group that is regarded as one of the top real estate businesses in the D.C. area. Then in 2008, Karen took over the team from the late Sue Huckaby, and Lizzy joined her in 2009. The two were confident they could continue the success of Sue’s legacy recognizing they shared an invaluable combination of compassion and business savvy.

“Our motto has always been ‘Experience You Can Trust.’ Very few agent teams have a 40-year legacy of business and clientele in the community from which to draw. Clients appreciate longevity and consistency as well as evolution and advancement as the market changes. We are continually looking for ways to improve our client’s experience with buying or selling a home, and both old-fashioned service and cutting-edge technology are a part of that offering,” Karen says.

Karen and Lizzy emphasize that part of their success has been adhering to their mission statement of creating a work-life balance that genuinely “impacts and improves lives.” The HBC Group has managed to weave community service into their business successfully. “We feel blessed to live full lives, and we consider our work to be an integral part of our life. We feel the same about contributing to others — it is all part of living a good life!”





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Front row from left to right: Karyn Carkin, MaryEllen Ragsdale, Arianne Gharavi, Lisa Marsh, Linda Smith, & Melissa Oliver.  
Middle row from left to right: Angie Tanner, Ariana Gillette, Melissa Dawson, Karen Cooper, Vicky Noufal, Beth Lam, Roxanna Urban, Dee Simmons, & Jeanne Kelly.  
Back row from left to right: Tatjana Cadelina, Jeni Spagnoli, Mai Tang, Jodi Spelbring, & Chrisie Pekala.



Karen Cooper and Vicky Noufal



The Cooper family: Ryan, Ben, Josh, Karen, & Tyler.

# KAREN COOPER

## Designing Her Life on Her Terms

Being a business owner and entrepreneur has enabled Karen Cooper, co-owner of Platinum Group Real Estate at Pearson Smith Realty based in Loudoun County, Virginia, to take control of her life's direction. The road has not always been smooth, but her tenacity and resilience have pulled her through the tough times.

Karen grew up and still lives in Lovettsville, Virginia — a quaint town of fewer than 2,000 residents. She can trace her family back almost 300 years to the original German immigrants who came to farm the fertile topsoil of Lovettsville in the early 1700s. Karen was the first of her family to graduate college and has an associate degree from Frederick Community College. After graduation, she worked in various jobs while earning a Bachelor of Science in Business and Marketing from the University of Maryland University College, until she ultimately landed a position as a project manager for a pharmaceutical company.

A perfect alignment of events led to her decision to enter into real estate. After she was laid off from her position as a project manager in Virginia, the company offered her an opportunity to relocate to New Jersey. It was the second time she had been laid off, and she weighed the prospects of moving far away from her family and the life she was building with her then-fiancé, Josh (now her husband of 16 years). At the time, they were in the midst of buying a home together, and she was also selling her own house, each one listed as a For Sale By Owner. After diligently putting together the comps and detailed contracts for both transactions, she realized she had an aptitude and natural talent for real estate. "It was an enjoy-

able process for me, so I decided to pursue it and worked on getting my license," Karen says. Her license arrived just days after the last day at her former job, and she started immediately.

Initially, real estate began as a way to make money while trying something different than what she had been doing in the past. She appreciated the gratification of helping others realize their dreams and challenging herself with new skills. Over the years, it evolved into a passion for becoming a savvy business owner and entrepreneur with a focus on encouraging other women to see their value and worth.

"We are constantly bombarded with messages of not being enough, need-

ing someone or something else to be successful. A long time ago, someone told me that I was 'the queen of losers.' They meant it as an insult, but I have taken it back as a compliment and consider it motivational. I don't view anyone as a winner or a loser. We are all just people, and everyone has value and potential. Sometimes, some of us (myself included) need the right people in our lives to give us a chance and to help us to see our worth. I've been given those opportunities over and over in my life and want to offer that same chance to others as well," she says.

Karen founded Empowering Women in Real Estate in 2014, which is a posi-

tive, supportive space for women who are either in the real estate industry or who offer support services. The group of nearly 8,000 members shares experiences, advice, educational opportunities, motivation, best practices, and job opportunities. Members also meet monthly in multiple cities to discuss various business topics and to support one another. "Helping other women and agents achieve their potential through our group has been almost therapeutic for me," she reveals.

Karen, along with her business partner and co-owner of the Platinum Group Real Estate team Vicky Noufal, has built the company into a top-producing team consisting of 24 capable, independent and dynamic women — all moms! Karen's total personal volume for 2017 was \$21 million, and her total personal career volume exceeds \$350 million. She has won numerous awards both as an individual and team member of RE/MAX, Century 21, and the Dulles Area Association of REALTORS®. Platinum Group Real Estate was also named the Pearson Smith Realty 2017 Top Team.

Karen has weathered countless challenges in her 16 years in the industry. "In the beginning, my biggest obstacle was getting people I knew to recognize me as a legitimate real estate agent. Working on a rainmaker team, all of my business went under my team leader's name. It took a long time for my sphere of influence to see my value," she says. After Karen went out on her own, she said another challenge was learning to manage her time and her business efficiently. Even though her business grew and was successful, she struggled with being able to let go of the details, delegate, and adequately utilize her systems and an assistant. When offered a position as a managing broker at her then brokerage, Karen accepted thinking this would be the solution to her struggle. It seemed like the perfect remedy, but it turned out to be more stressful, more time consuming, less financially lucrative, and filled with drama. Then with the passing of

her mother in March 2015, Karen assumed care of her father and his finances. Karen knew she had to make another change and reassess her priorities.

In times of difficulty, Karen turns to her favorite quote: "Let your faith be bigger than your fear." Pushing through the storm makes you stronger, but so often it is hard to focus on the future. In the midst of Karen's storm, she took a leap of faith and changed her course. It was at this point that she and Vicky decided to form Platinum Group Real Estate.

However, the storm was not yet over. Multiple challenges quickly tested the promise of this new venture for Karen as she braved personal and family illness, in addition to caring for her aging father. Just as the partners thought they were past the rough stages, Vicky's husband, Joe, received a shocking diagnosis of terminal cancer. From that point in time, the next 18 months of their newly formed partnership became the ultimate test of strength for their friendship, business, and commitment to the team. Sadly, Joe passed in 2017, and it left an indelible impact on the entire team, illuminating the importance of living your best moments each day at a time.

Through it all, Karen says she has learned that life is too short to be doing anything less than what you love. She has found that being surrounded by positive people who recognize your strengths and nourish your best qualities is fundamental to happiness — and ultimately success. "Being in control of my life is perhaps one of the biggest rewards of real estate. I can choose what to do and when to do it. The choices I make will determine my success level, and the ceiling is limitless. That is an empowering feeling."

Karen is grateful for the financial freedom and the flexibility real estate offers, especially as she and her husband, Josh, balance the responsibilities of their three active sons, Ben (14), Ryan (12), and Tyler (9). Family and community are at the forefront of everything she does. Karen has regularly volunteered in her sons' classrooms. She is a life member of Lovettsville Volunteer Fire & Rescue having spent more than ten years as an EMT/Shock Trauma Technician and several years as the company's rescue chief. She has also served on numerous Lovettsville and Loudoun County committees.

"Being able to be a full-time mom and a full-time realtor has been a blessing," she says. "For me, success is being able to design my life on my terms."



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## TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Oct. 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Keri Shull	Optime Realty	104.5	\$71,153,601	198	\$123,018,296	302.5	194,171,897
2	Debbie Dogrul	Long & Foster Real Estate	199.5	\$112,617,216	113	\$58,211,649	312.5	170,828,865
3	Sarah Reynolds	Keller Williams Realty	195.5	\$98,301,278	90	\$43,575,579	285.5	141,876,858
4	Sue Goodhart	Compass	71	\$60,465,700	53	\$42,550,050	124	103,015,750
5	Phyllis Patterson	TTR Sotheby's International	63	\$53,310,000	54	\$44,765,447	117	98,075,447
6	Melissa Larson	Real Living Reserve Realtors	27.5	\$35,282,956	31	\$39,725,769	58.5	75,008,726
7	Jennifer Young	Keller Williams Realty	109	\$51,869,406	36	\$16,907,500	145	68,776,906
8	Brian Wilson	Keller Williams Realty	111	\$61,377,193	4	\$2,726,750	115	64,103,943
9	Martin Alloy	SMC Real Estate Corp.	91	\$44,685,361	37	\$18,113,450	128	62,798,811
10	Jennifer Walker	McEneaney Associates	47.5	\$32,092,972	42	\$29,861,494	89.5	61,954,466
11	Cynthia Schneider	Long & Foster Real Estate	77.5	\$38,935,650	41	\$21,879,227	118.5	60,814,876
12	Bruce Tyburski	RE/MAX Executives	52.5	\$29,257,304	52	\$29,964,325	104.5	59,221,628
13	Janet Callander	Weichert	44	\$41,100,501	18	\$17,859,388	62	58,959,889
14	Jean Garrell	Keller Williams Realty	48.5	\$36,500,350	33	\$21,484,939	81.5	57,985,289
15	Laura Mensing	Long & Foster Real Estate	31.5	\$37,188,001	19	\$15,521,199	50.5	52,709,200
16	Damon Nicholas	Coldwell Banker Residential	61	\$37,246,150	24	\$15,458,629	85	52,704,779
17	Khalil El-Ghoul	Glass House Real Estate	26	\$15,189,800	49	\$33,837,300	75	49,027,100
18	Carla Brown	Toll Brothers Real Estate .	77.5	\$43,381,058	3	\$2,770,000	80.5	46,151,058
19	Dianne Van Volkenburg	Long & Foster Real Estate	23.5	\$32,368,935	8	\$13,492,948	31.5	45,861,883
20	Tom Francis	Keller Williams Realty	23	\$32,386,717	15	\$13,393,642	38	45,780,359
21	Anthony Lam	Redfin Corporation	0	\$0	59	\$45,067,190	59	45,067,190
22	Raymond Gernhart	RE/MAX Allegiance	30.5	\$15,152,232	54	\$29,215,026	84.5	44,367,258
23	James Nellis	Keller Williams Fairfax Gateway	44	\$20,815,700	44	\$23,106,162	88	43,921,862
24	Elizabeth Twigg	McEneaney Associates	26.5	\$30,895,278	12	\$12,753,000	38.5	43,648,278
25	Elizabeth Lucchesi	Long & Foster Real Estate	32	\$24,305,430	25	\$19,192,455	57	43,497,885
26	Terry Belt	Keller Williams Realty	25	\$23,444,500	25	\$17,974,263	50	41,418,763
27	Marianne Prendergast	Washington Fine Properties	18.5	\$23,449,000	11	\$17,635,214	29.5	41,084,214
28	Michael Putnam	RE/MAX Executives	51	\$21,699,298	39	\$18,712,886	90	40,412,184
29	Christopher White	Long & Foster Real Estate	40	\$28,459,618	18	\$11,457,418	58	39,917,036
30	Roy Kohn	Redfin Corporation	68.5	\$38,246,188	2	\$1,420,000	70.5	39,666,188
31	Irina Babb	RE/MAX Allegiance	47	\$26,937,900	20	\$12,699,500	67	39,637,400
32	Gregory Wells	Keller Williams Realty	40	\$26,456,200	17	\$13,028,000	57	39,484,200
33	Lilian Jorgenson	Long & Foster Real Estate	21.5	\$28,175,000	10	\$10,186,455	31.5	38,361,455
34	Brian MacMahon	Redfin Corporation	29	\$15,262,288	36	\$23,073,050	65	38,335,338
35	Karen Close	Century 21 New Millennium	20.5	\$20,935,242	19	\$16,854,159	39.5	37,789,401



# TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Oct. 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
36	Paul Thistle	Take 2 Real Estate	35	\$16,764,290	30	\$20,295,153	65	37,059,443
37	Kimberly Spear	Keller Williams Realty	41	\$23,212,820	28	\$13,756,290	69	36,969,110
38	Fouad Talout	Long & Foster Real Estate	8.5	\$30,026,200	4	\$5,869,500	12.5	35,895,700
39	Piper Yerks	Washington Fine Properties	9	\$18,012,500	6	\$17,490,000	15	35,502,500
40	Scott MacDonald	RE/MAX Gateway	43	\$28,739,890	11	\$6,335,650	54	35,075,540
41	Bichlan DeCaro	Westgate Realty Group	16	\$9,824,500	45	\$25,229,893	61	35,054,393
42	N. Casey Margenau	Casey Margenau Fine Homes	20	\$29,257,400	5	\$4,747,500	25	34,004,900
43	Peter Braun	Long & Foster Real Estate	31	\$16,677,326	24	\$17,051,200	55	33,728,526
44	Dina Gorrell	Redfin Corporation	59	\$32,134,228	2	\$1,107,000	61	33,241,228
45	Robert Ferguson	RE/MAX Allegiance	24	\$18,627,600	15	\$13,911,000	39	32,538,600
46	Kevin Samson	Samson Properties	32	\$25,080,950	7	\$7,187,900	39	32,268,850
47	Victoria(Tori) McKinney	Keller Williams Realty	17	\$14,148,400	21	\$17,625,032	38	31,773,432
48	Akshay Bhatnagar	Virginia Select Homes .	6	\$2,556,900	55	\$28,964,876	61	31,521,776
49	Barbara Beckwith	McEneaney Associates	16.5	\$23,376,000	5	\$8,075,435	21.5	31,451,435
50	Megan Fass	FASS Results	9.5	\$7,892,150	28	\$23,536,500	37.5	31,428,650
51	Eve Weber	Long & Foster Real Estate	29.5	\$18,608,410	22	\$12,417,778	51.5	31,026,188
52	Kay Houghton	Keller Williams Realty	34	\$14,717,167	31	\$16,228,001	65	30,945,168
53	Patricia Stack	Weichert	24	\$18,914,000	12	\$11,633,487	36	30,547,487
54	Theresa Valencic	Long & Foster Real Estate	13	\$19,739,500	6	\$10,370,000	19	30,109,500
55	Venugopal Ravva	Maram Realty	4.5	\$1,396,500	51	\$28,452,223	55.5	29,848,723
56	Irene deLeon	Redfin Corporation	56.5	\$27,328,300	4	\$2,467,000	60.5	29,795,300
57	Paramjit Bhamrah	Redfin Corporation	51	\$28,282,599	1	\$1,299,999	52	29,582,598
58	John Shafran	Yeonas & Shafran Real Estate	8	\$20,874,273	4	\$7,823,900	12	28,698,173
59	Patricia Ammann	Redfin Corporation	6	\$2,799,500	44	\$25,873,500	50	28,673,000
60	Billy Buck	William G. Buck & Assoc.	18.5	\$13,222,772	16	\$15,305,717	34.5	28,528,490
61	Ashley Leigh	Linton Hall Realtors	46	\$19,763,183	18	\$8,740,194	64	28,503,377
62	Lex Lianos	Compass	24	\$17,946,880	17	\$10,484,967	41	28,431,847
63	Erin Jones	Keller Williams Realty	28	\$12,940,815	34	\$15,288,050	62	28,228,865
64	Christine Rich	Long & Foster Real Estate	17	\$15,012,006	13	\$12,922,700	30	27,934,706
65	Debbie Kent	Cottage Street Realty	47	\$24,108,899	5	\$3,242,500	52	27,351,399
66	Lenwood Johnson	Keller Williams Realty	35	\$13,210,500	39	\$13,810,829	74	27,021,329
67	Marlene Baugh	Long & Foster Real Estate	24	\$17,436,780	12	\$9,557,500	36	26,994,280
68	Dean Yeonas	Yeonas & Shafran Real	10	\$16,253,650	6	\$10,722,623	16	26,976,273
69	Joan Stansfield	Keller Williams Realty	24	\$18,315,600	12	\$8,447,754	36	26,763,354
70	Carol Hermandorfer	Long & Foster Real Estate	28.5	\$21,117,250	9	\$5,263,450	37.5	26,380,700

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
71	Matthew Elliott	Keller Williams Realty	24.5	\$12,470,950	25	\$13,835,825	49.5	26,306,774
72	Aaron Podolsky	Keller Williams Realty	26.5	\$15,960,800	13	\$9,999,421	39.5	25,960,221
73	Raghava Pallapolu	Fairfax Realty	5	\$2,093,000	37	\$23,720,938	42	25,813,938
74	Brad Kiger	Keller Williams Realty	29	\$18,776,850	14	\$6,982,250	43	25,759,100
75	Bradley Kintz	Long & Foster Real Estate	47.5	\$22,549,450	4	\$3,204,750	51.5	25,754,200
76	Vicky Noufal	Pearson Smith Realty	28	\$17,291,300	11	\$8,357,150	39	25,648,450
77	Diane Schline	Century 21 Redwood Realty	13	\$7,888,600	20	\$17,585,900	33	25,474,500
78	Ahmed Nadim	SquareSOLD	35	\$18,971,950	7	\$6,322,500	42	25,294,450
79	Benjamin Heisler	Pearson Smith Realty	27	\$12,892,684	23	\$12,240,543	50	25,133,227
80	Kevin Carter	RE/MAX Select Properties	16	\$9,543,046	24	\$15,335,846	40	24,878,892
81	Rheema Ziadeh	Redfin Corporation	49.5	\$24,304,487	1	\$570,000	50.5	24,874,487
82	Bhavani Ghanta	Long & Foster Real Estate	2	\$847,500	38	\$23,943,974	40	24,791,474
83	Jeremy Browne	TTR Sotheby's International	18	\$12,376,400	14	\$12,106,005	32	24,482,405
84	Christopher Craddock	Keller Williams Realty	23.5	\$9,897,155	32	\$14,534,199	55.5	24,431,354
85	Dennis Lee	Douglas Realty of Virginia	9	\$3,535,000	47	\$20,608,600	56	24,143,600
86	Laura Schwartz	McEneaney Associates	15	\$9,173,250	20	\$14,887,649	35	24,060,899
87	Patricia Fales	RE/MAX Allegiance	22	\$16,148,900	11	\$7,895,462	33	24,044,362
88	Angela Kaiser	Redfin Corporation	3	\$1,199,000	38	\$22,814,450	41	24,013,450

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# TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Oct. 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
89	Bradley Wisley	Berkshire Hathaway	40	\$22,103,605	5	\$1,891,500	45	23,995,105
90	Danilo Bogdanovic	Redfin Corporation	47	\$22,650,700	2	\$1,321,535	49	23,972,235
91	Mickey Glassman	RE/MAX Premier	34	\$18,579,600	10	\$5,372,760	44	23,952,360
92	Natalie McArtor	Long & Foster Real Estate	32	\$15,330,750	15	\$8,596,158	47	23,926,908
93	Tracy Dillard	Compass	13	\$15,476,500	8	\$8,143,000	21	23,619,500
94	Kevin LaRue	Century 21 Redwood Realty	29	\$14,904,700	13	\$8,653,382	42	23,558,082
95	Kendell Walker	Redfin Corporation	16	\$6,341,700	33	\$17,209,686	49	23,551,386
96	Cristina Dougherty	Long & Foster Real Estate	28.5	\$16,000,650	12	\$7,501,500	40.5	23,502,150
97	Elizabeth Kovalak	Keller Williams Realty	19	\$9,519,500	26	\$13,972,277	45	23,491,777
98	Constantine Anthony	Pearson Smith Realty	27	\$14,870,491	15	\$8,541,466	42	23,411,957
99	Christine Richardson	Weichert	23	\$12,889,800	17	\$10,364,900	40	23,254,700
100	Michael Webb	RE/MAX Allegiance	16	\$8,957,388	30	\$14,211,088	46	23,168,476
101	Michelle Sagatov	Washington Fine Properties	13.5	\$12,365,004	11	\$10,782,300	24.5	23,147,304
102	William Gaskins	Keller Williams Realty Falls	17.5	\$15,816,474	7	\$7,261,000	24.5	23,077,474
103	Margaret Czapiewski	Keller Williams Realty	37.5	\$15,684,850	18	\$7,237,500	55.5	22,922,350
104	Ahmad Ayub	Redfin Corporation	0	\$0	45	\$22,874,472	45	22,874,472
105	Jin Chen	Pearson Smith Realty	8	\$3,833,400	35	\$18,936,480	43	22,769,880
106	Colette LaForest	Redfin Corporation	46.5	\$22,112,095	1	\$586,000	47.5	22,698,095
107	David Moya	Keller Williams Realty	16	\$10,940,125	15	\$11,725,200	31	22,665,325
108	Lisa Smith	Pearson Smith Realty	26	\$16,908,812	11	\$5,614,750	37	22,523,562

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
109	Dina Azzam	RE/MAX Select Properties	18.5	\$10,709,900	20	\$11,755,385	38.5	22,465,285
110	Sarah Harrington	Long & Foster Real Estate	19.5	\$15,357,996	10	\$7,026,400	29.5	22,384,396
111	Diane Lewis	Washington Fine Properties	13.5	\$17,678,968	4	\$4,671,000	17.5	22,349,968
112	Timothy Pierson	Keller Williams Realty Falls	16	\$7,649,000	28	\$14,589,971	44	22,238,971
113	A. Casey O'Neal	RE/MAX Allegiance	28	\$17,276,083	10	\$4,939,657	38	22,215,740
114	Kelly Gaitten	Berkshire Hathaway	23	\$14,662,300	9	\$7,510,500	32	22,172,800
115	Sean Ragen	Keller Williams Realty Falls	32	\$20,109,372	4	\$1,935,000	36	22,044,372
116	Wes Stearns	M. O. Wilson Properties	31	\$16,479,465	10	\$5,296,475	41	21,775,940
117	Daan De Raedt	RE/MAX Allegiance	37	\$16,287,500	11	\$5,479,900	48	21,767,400
118	Jennifer Thornett	Washington Fine Properties	7	\$14,219,750	4	\$7,452,511	11	21,672,261
119	Spencer Marker	Long & Foster Real Estate	32	\$17,111,900	9	\$4,511,100	41	21,623,000
120	Charles Witt	Nova Home Hunters Realty	14.5	\$7,023,500	31	\$14,592,740	45.5	21,616,240
121	Lisa Dubois-Headley	RE/MAX By Invitation	18	\$10,454,782	18	\$11,005,500	36	21,460,282
122	Scott Shawkey	Keller Williams Realty	14.5	\$18,688,593	3	\$2,719,000	17.5	21,407,593
123	Kristy Moore	Local Expert Realty	35	\$15,675,238	9	\$5,549,455	44	21,224,693
124	John Spahr	Long & Foster Real Estate	1.5	\$20,450,000	1	\$572,000	2.5	21,022,000
125	Jessica Richardson	Compass	13.5	\$10,653,030	12	\$10,213,230	25.5	20,866,260

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Oct. 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
126	Ryan Rice	Keller Williams Capital	23	\$9,270,800	25	\$11,492,000	48	20,762,800
127	Patrick O'Keefe	RE/MAX Gateway	12	\$9,229,135	16	\$11,468,200	28	20,697,335
128	Cathy Pongmalai	Frankly Real Estate	37	\$17,701,800	5	\$2,977,750	42	20,679,550
129	Jack Work	RE/MAX Preferred Prop.	22	\$12,391,800	13	\$8,234,400	35	20,626,200
130	Gitte Long	Redfin Corporation	7	\$3,481,900	29	\$16,924,809	36	20,406,709
131	Marilyn Brennan	Long & Foster Real Estate	21	\$10,995,800	13	\$9,260,595	34	20,256,395
132	Deborah Frank	Deb Frank Homes	30.5	\$18,984,400	2	\$1,205,000	32.5	20,189,400
133	Sheri Allen	Weichert	30	\$13,935,084	12	\$6,198,396	42	20,133,480
134	Heather Heppe	RE/MAX Select Properties	22	\$13,295,100	11	\$6,833,501	33	20,128,601
135	Robert Clark	Redfin Corporation	34.5	\$20,026,820	0	\$0	34.5	20,026,820
136	John Goodwyn	Keller Williams Realty Falls	2	\$1,431,250	31	\$18,548,050	33	19,979,300
137	Christine Garner	Weichert	17	\$14,756,500	7	\$4,920,000	24	19,676,500
138	Sri Meka	Realty Resource	3	\$1,555,000	25	\$17,991,176	28	19,546,176
139	Carolyn Young	RE/MAX Premier	28.5	\$15,853,600	5	\$3,630,500	33.5	19,484,100
140	Benjamin Grouby	Redfin Corporation	36.5	\$18,743,850	1	\$725,000	37.5	19,468,850
141	Heather Corey	TTR Sotheby's International	10.5	\$11,966,500	6	\$7,490,100	16.5	19,456,600
142	Vladimir Dallenbach	TTR Sotheby's International	9	\$8,644,500	18	\$10,808,550	27	19,453,050
143	Colleen Coopersmith	McEneaney Associates	4.5	\$5,099,750	10	\$14,342,250	14.5	19,442,000
144	Thomas Moffett	Redfin Corporation	33	\$17,555,930	3	\$1,843,000	36	19,398,930
145	Thomas Arehart	RE/MAX Allegiance	26	\$11,746,000	13	\$7,615,000	39	19,361,000


#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
146	Deborah Shapiro	TTR Sothebys International	7.5	\$10,757,250	6	\$8,543,500	13.5	19,300,750
147	Jason Curry	Keller Williams Realty	14	\$6,609,100	19	\$12,631,337	33	19,240,437
148	Mara Gemon	Redfin Corporation	1	\$337,000	29	\$18,876,213	30	19,213,213
149	Ann Greene	Coldwell Banker Residential	17.5	\$10,993,996	11	\$8,082,000	28.5	19,075,996
150	Elizabeth McGuiness	Long & Foster Real Estate	18	\$12,086,000	12	\$6,978,000	30	19,064,000
151	Jon Blankenship	Pearson Smith Realty	18.5	\$8,650,500	22	\$10,331,362	40.5	18,981,862
152	Andrea Hayes	Living Realty .	25	\$10,948,798	20	\$8,005,497	45	18,954,295
153	Jon Silvey	Pearson Smith Realty	20	\$14,362,900	6	\$4,470,808	26	18,833,708
154	Joy Deevy	Compass	15	\$10,157,000	12	\$8,665,400	27	18,822,400
155	Sherif Abdalla	Compass	7.5	\$9,661,500	5	\$9,130,232	12.5	18,791,732
156	George Mrad	Keller Williams Realty	9	\$8,193,009	13	\$10,502,447	22	18,695,456
157	Gina Tufano	Pearson Smith Realty	20	\$10,707,800	16	\$7,886,400	36	18,594,200
158	Robin Arnold	McEneaney Associates	12	\$10,770,524	10	\$7,788,595	22	18,559,119
159	Douglas Ackerson	Redfin Corporation	1	\$445,000	36	\$18,099,991	37	18,544,991
160	Monique Craft	Weichert	20.5	\$10,966,632	16	\$7,511,788	36.5	18,478,420
161	Karen Cooper	Pearson Smith Realty	34	\$15,892,700	5	\$2,448,500	39	18,341,200
162	Robert Chevez	Keller Williams Realty	34	\$17,716,900	2	\$594,900	36	18,311,800
163	Cheryl Hanback	Redfin Corporation	0	\$0	35	\$18,304,100	35	18,304,100
164	Shaun Murphy	RE/MAX Allegiance	14	\$7,836,100	16	\$10,374,400	30	18,210,500
165	Lyssa Seward	TTR Sotheby's International	10	\$7,584,320	16	\$10,592,640	26	18,176,960
166	Carol Temple	Coldwell Banker Residential	16	\$10,529,300	10	\$7,567,300	26	18,096,600
167	Brittany Camacho	Century 21 Redwood Realty	22	\$11,249,666	12	\$6,780,380	34	18,030,046
168	Desiree Rejeili	Samson Properties	9	\$4,199,199	32	\$13,777,135	41	17,976,334
169	John McCambridge	Samson Properties	23	\$11,242,500	13	\$6,535,500	36	17,778,000
170	Ruth Boyer O'Dea	TTR Sotheby's International	10.5	\$12,359,550	4	\$5,415,000	14.5	17,774,550
171	Conor Sullivan	Keller Williams Realty	16	\$12,869,500	8	\$4,887,654	24	17,757,154
172	Branden Woodbury	Redfin Corporation	37	\$16,177,994	2	\$1,521,999	39	17,699,993
173	Paul Mandell	RE/MAX Gateway	8	\$10,087,000	3	\$7,594,990	11	17,681,990
174	Joseph Dao	Redfin Corporation	2	\$882,000	31	\$16,792,487	33	17,674,487
175	Kim Muffler	Long & Foster Real Estate	15	\$11,733,758	8	\$5,938,258	23	17,672,016
176	Christina O'Donnell	RE/MAX By Invitation	13	\$8,811,750	13	\$8,838,500	26	17,650,250
177	Paramjit Sikand	Long & Foster Real Estate	8.5	\$8,530,250	10	\$9,048,325	18.5	17,578,575
178	Tonya Finlay	Neighborhood Real .	11.5	\$9,771,963	9	\$7,683,588	20.5	17,455,551
179	Ana Ventura	Redfin Corporation	34	\$17,429,676	0	\$0	34	17,429,676

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# TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Oct. 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
180	Catherine Ryan	Long & Foster Real Estate	17	\$11,917,950	10	\$5,490,500	27	17,408,450
181	Andrew Biggers	Keller Williams Realty Falls	16	\$13,454,474	5	\$3,887,300	21	17,341,774
182	Mansoor Dar	Keller Williams Realty	8.5	\$11,264,900	7	\$6,050,000	15.5	17,314,900
183	F. David Billups	Long & Foster Real Estate	19	\$12,182,500	8	\$5,118,400	27	17,300,900
184	William Hoffman	Keller Williams Realty	8	\$7,332,302	12	\$9,953,468	20	17,285,770
185	MaryAshley Rhule	Compass	11.5	\$8,569,000	12	\$8,629,785	23.5	17,198,785
186	Meg Ross	Keller Williams Realty	12	\$7,422,325	11	\$9,757,415	23	17,179,740
187	Lisa Thompson	Hunt Country Sotheby's	12.5	\$13,367,999	4	\$3,778,254	16.5	17,146,253
188	James Andors	Keller Williams Realty	5.5	\$2,822,250	22	\$14,316,500	27.5	17,138,750
189	Jason Mandel	Washington Fine Properties	7.5	\$12,645,000	3	\$4,395,000	10.5	17,040,000
190	David Zadareky	Compass	18.5	\$11,092,550	9	\$5,877,000	27.5	16,969,550
191	Aaron Probasco	RE/MAX Allegiance	7	\$5,809,606	12	\$11,084,456	19	16,894,062
192	M. Joseph Reef	TTR Sotheby's International	8	\$4,402,300	18	\$12,476,388	26	16,878,688
193	Traci Rochon	Keller Williams Realty	19	\$8,906,400	14	\$7,956,100	33	16,862,500
194	Abuzar Waleed	RE/MAX Executives	21.5	\$7,530,349	22	\$9,295,699	43.5	16,826,048
195	Heidi Robbins	William G. Buck & Assoc.	16	\$10,928,522	8	\$5,879,595	24	16,808,118
196	Peggy Yee	Frankly Real Estate	17	\$11,193,000	8	\$5,603,000	25	16,796,000
197	Nancy Yahner	Keller Williams Realty	19.5	\$12,106,500	9	\$4,681,500	28.5	16,788,000
198	Deborah Wicker	Keller Williams Realty	20	\$11,003,500	9	\$5,701,423	29	16,704,923
199	Elizabeth Conroy	Keller Williams Realty	8.5	\$8,600,775	11	\$8,063,400	19.5	16,664,175
200	Karen Briscoe	Keller Williams Realty	12.5	\$11,092,775	9	\$5,523,220	21.5	16,615,995

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