

NOVA

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INFORMING AND INSPIRING REAL ESTATE AGENTS

SARAH
REYNOLDS

TAKING THE REYNOLDS
TEAM TO NEW HEIGHTS

PARTNER SPOTLIGHT

Howard Lansat &
Associates Photography

RISING STAR

Joan Reimann

**TOP
100**

STANDINGS

JULY 2018



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If you are interested in contributing or nominating Realtors® for certain stories, please email the publisher at Kristin.Brindley@realproducersmag.com.

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Note: When community events take place, photographers may be present to take photos for that event, and they may be used in this publication.



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FAQ

About This Magazine

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in the Northern Virginia (NOVA) area. We pulled 2017 MLS numbers (by volume) in the NOVA area and cut off the list at number 500, and the distribution was born. Based on 2017's numbers, the minimum production level for our group is \$15 million. The list will reset at the end of 2018 for next year and continue to update annually.

Q: WHY AM I NOT LISTED ON THE STANDINGS?

A: There are a number of reasons why that could be the case. First, be sure to read the disclaimer in its entirety. The standings are only based on data pulled for the counties listed, which can cause confusion when a Realtor® has closed business in other counties. Also, we pull the data on the exact date listed, so if the closed transaction is not submitted by that date, it will not be included. I've also found that some teams report their data under one MLS ID, and other teams report each agent individually, which of course alters the ranking. If you have a question about the Standings, please contact me at Kristin.Brindley@realproducersmag.com and we can take a look. We all want the same thing: for the standings to be as accurate as possible.

Q: WHERE DO THE STANDINGS COME FROM?

A: We have a few brokers from different brokerages email us the standings every single month. They obtain the data from Broker Metrics and email the data to us, and we submit. We do not manipulate the data.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple – every feature you see has first been nominated. You can nominate other Realtors® (or yourselves!), affiliates, brokers, and owners, and office leaders can nominate Realtors®, as well. We will consider anyone brought to our attention because we don't know everyone's stories, so we need your help to learn about them. A nomination currently looks like this: You email us at info@novarealproducers.com with the subject

“Nomination: (Name of Nominee).” Please explain why you are nominating them to be featured. It could be that they have an amazing story that needs to be told – perhaps, they overcame extreme obstacles, are an exceptional leader, have the best customer service, or give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion for our writer to conduct an interview and write the article and for our photographers to schedule a 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!

Q: HOW CAN I WRITE AN ARTICLE TO BE PRINTED?

A: If you are interested in writing an article to give back to the *NOVA Real Producers* community, please send me an email at Kristin.Brindley@realproducersmag.com. Even if you don't consider yourself a prolific writer but have great ideas to share, let's talk!

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 issue of the magazine, attend our quarterly 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. We won't even meet with a business that has not been vetted by one of you and “stamped for approval,” in a sense. Our goal is to create a powerhouse network, not only of the best Realtors® in the area but the best affiliates, as well, so we can all grow stronger together.

Q: HOW CAN I REFER A PREFERRED PARTNER?

A: If you know and want to recommend a local business that works with top Realtors®, please email us at info@novarealproducers.com, and let us know!



publisher's note ◀◀

Hello, Realtors® of Northern Virginia! Happy Fourth of July!

Welcome to our second issue of *NOVA Real Producers* – a local, Realtor®-centric publication and platform covering the lifestyle, growth, and development for the top-producing Realtors®. We provide exclusively curated content for what you, the best and brightest agents, demand. Our mission is to inform and inspire industry professionals such as yourselves all over the NOVA area.

NOVA Real Producers is unique to the Northern Virginia real estate market, and will reflect who you are as a community of Realtors®. Each month we will showcase top-producing agents and give you an exclusive, inside look at their businesses, their personal lives, and the keys to their success. We will bring you the latest developments, top standings, business information, pictures, personal stories, and articles, as well as other information specifically related to our market. A typical publication will include social-event information specific to the Loudoun County, Fairfax County, Prince William County, Alexandria, and Arlington, as well as announce upcoming meetings and special events.

In addition to our publication, *NOVA Real Producers* has exclusive events and brings our Real Producers together as a community. Our launch party is coming up on July 25! Check out the details on page 12! We will host a variety of fun and free social events to bring the Realtor® community together. Events have great food, drinks, great networking with the best of the best. I

also publish *DC Metro Real Producers*, and event locations have included top restaurants, beautiful listings, conference venues for Masterminds, and more! You will see information on these exciting events in the magazine. For information and to be included on our invitation list, please send me a note at **Events@novarealproducers.com**.

NOVA Real Producers is committed to supporting the best of the best to grow their businesses together. This publication and our events are designed to promote a culture of relationship building in our real estate community and provide opportunities to increase business and social connections between top Realtors® and affiliates. It is my personal goal to contribute to your success by providing content that helps you grow, both personally and professionally.

We are pleased to be able to bring this publication to top producers like you free of charge. We do our best to select advertisers who can provide the types of services that you and your clients may need or want, and our advertising partners cover the

cost of producing, printing, and mailing each issue. If you currently utilize a business that does excellent work, please let us know about them. They may want to be featured in *NOVA Real Producers* so they can be seen by your associates, as well. And if you own or run a business that needs to reach top Realtors® each month, please contact me for information about advertising with us.

I'd like to personally thank all of our business sponsors who partnered with us in making the magazine free to all top producers, as well as the many Realtors® who contributed to this issue. Please know that *NOVA Real Producers* is for you and would not exist without you!

I look forward to meeting each of you at our upcoming events!

All my best,

Kristin Brindley
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Presents

Golden Nuggets



Sarah Reynolds

Favorite Quote: "If I have seen further than others, it is by standing upon the shoulders of giants."
—Isaac Newton

"Give yourself to whatever is in front of you, whether you are in the office or at home. Be present where you stand."

Sarah doesn't take her job lightly. She believes in the responsibility that Realtors® have at the front lines of a U.S. economy that is based on the housing market.



Joan Reimann

"When you're starting out, there is little money for marketing. However, the one thing you have is your reputation ... There's no better advertising than word of mouth."

"I take as much pride in the properties I represent as the homeowners do ... there are no shortcuts in this business."

"Strong relationships and client satisfaction are the keys to success in real estate. [It] has always been my goal to love what I do and make people happy."



Howard Lansat

"We enjoy listening to the vision people have for their photos ... and then we use our professional expertise to execute that vision in a way that surpasses their expectations."

"I know photography; [Realtors®] know what sells. My goal is to interpret how they want the house to be portrayed through my photography."



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Nominate A Cover Story



Please send all nominations to
info@novarealproducers.com.

Howard Lansat

Howard Lansat Photography

Although Howard Lansat & Associates Photography was officially formed 28 years ago, in 1990, Howard's experience as a photographer goes well beyond starting his own company. Howard first picked up a camera when he was 11 years old. He instantly fell in love with photography, developing black and white photos in the dark room of his parents' house in Sharon, PA. While in high school, Howard got a job as a photographer for the local newspaper, and for the state police department, doing forensic photography.

After graduating from the Art Institute of Pittsburgh in 1985, Howard moved to Rockville, MD, to work as a photography contractor for the army. For the military police, Howard did forensic photography, portraits, award ceremonies, and anything else they needed. He eventually ended his contract with the military to focus on family photography.

Before starting his own company, Howard ran a photography studio in Vienna, VA, for a few years, doing everything from weddings to portrait photography. Howard decided to start Howard Lansat & Associates Photography the same year he got married. His wife was instrumental in helping him start his own business and was a huge supporter.

In addition to being the official photographer for *NOVA Real Producers* magazine, Howard Lansat & Associates Photography runs the gamut of photography services, from real



Photos by Howard Lansat Photography



Mike Dickhaut, Melissa Fox, Howard Lansat, James Nelson, Brit Morris, Brooke Pohly



The Lansat Family: Sam, Dara, Howard, Lizzy, and Cody the dog.

estate (including aerial drone photography) and executive portraits to family portraits, graduations, weddings, bar mitzvahs, photo booths, green screen, old photo restoration, etc. Some of their past clients include Westinghouse, Alcoa, Coleman Campers, and musicians like The Pointer Sisters, Marvin Hamlisch, and Itzhak Perlman.

What has put Howard Lansat and Associates Photography at the top of their profession is their capacity to listen. "We enjoy listening to the vision people have for their photos – the image they are looking to present – and then we use our professional expertise to collaborate in executing that

vision in a way that surpasses their expectations," says Howard.

When it comes to real estate photography, Howard knows how important it is to listen to the Realtors® he works with. "I know photography; they know what sells in the real estate business. My goal is to interpret how they want the house to be portrayed through my photography," he says.

Howard has two grown children he enjoys spending time with when he

can — Elizabeth (25) and Sam (23) — and shares his time with his beloved, 10-year-old family dog, Cody. Howard's wife passed away from cancer four years ago, having fought strong to the end. Howard says he would like to be remembered for being a good father, a good friend, and a listening ear for whoever may need it.

You can contact Howard Lansat & Associates Photography by phone at 301-838-9560, by email at howard@lansatphoto.com, or by visiting www.lansatphoto.com.



“We enjoy listening to the vision people have for their photos – the image they are looking to present – and then we use our professional expertise to collaborate in executing that vision in a way that surpasses their expectations.”

”

special events



NOVA Real Producers LAUNCH PARTY

July 25th, 2018, 4-7 PM

McLean, VA



DC Metro Real Producers' first year in print was wildly successful. So much so that we have launched this sister publication, *NOVA Real Producers*, for our top 500 agents in Northern Virginia.

We will be celebrating the launch of *NOVA Real Producers* with one of our signature REAL Producers events at this wonderful property in McLean on Wednesday, July 25. All of our NOVA Real Producers are invited! Look for your exclusive invitation by email. There will be live music, recognitions, raffles, great food and beverages, and tons of networking with your peers – the best of the best in the Northern Virginia real estate market.

Exclusive invitations to the Top 500 Real Producers in Northern Virginia (that's you!) have been sent by email. If you haven't received your invitation and would like to attend, please email us at Events@novarealproducers.com.

Location: 1181 Ballantrae Lane, Mclean, VA 22101

We hope to see you all there!

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HOWARD LANSAT has 30 years of personal photography experience and manages a team of 15 photographers to meet every photo need.

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Joan Reimann

Joan Reimann, of McEneaney Associates, has always loved real estate – buying, selling, renovating, flipping – but as an entrepreneur. It wasn't until she needed a way to help fund her son's school tuition that she decided to try her hand as a professional Realtor®.



Photos by Howard Lansat Photography

"I thrive on the entire process of selling homes. From the hunt for the perfect property to preparing it for sale, staging, and finally negotiating contracts. So it made sense for me to use those skills in a professional real estate career."

Joan became a landlord at age 23, after she and her husband bought their first investment property on Harbour Island, in Tampa, FL. "At the time, my husband was a new FBI agent, and we knew we would move often throughout his career. We decided that with each relocation we would look for homes we could buy with the intention of making a profit."

Joan's natural ability to see a property's potential from the perspective of the buyer is what has made her a rising star in the industry. She began her real estate career with one of the area's largest real estate firms in 2012 and was named one of their Rookies of the Year in 2013. She has been a member of NVAR's Multi-Million Dollar Sales Club since 2013, and has been named to the *Washingtonian's* and *Northern Virginia Magazine's* Best Real Estate Agents lists.

In 2017, she reached her personal best of \$20 million in volume, and has exceeded \$8.5 million in the first quarter of this year. Her business has



"I thrive on the entire process of selling homes."

Photos by Howard Lansat Photography

grown exponentially each year, mostly through referrals. "When you're starting out, there is little money for marketing. However, the one thing you have is your reputation. When you're an honest, hardworking agent with integrity, your clients know they can trust you and feel comfortable referring you. There's no better advertising than word of mouth."

Joan is an Accredited Staging Professional® and counsels her clients on how best to showcase their home's most desirable assets. Many times, that means more than decluttering and rearranging furniture. Sometimes she advises they invest in significant changes such as painting, new carpet, updated tile or fixtures if they want to maximize profit on the sale of their home.

"It's not easy convincing a client to pour money into a property, but once I show them the portfolio of homes I've sold and the difference those changes make, my clients are comfortable taking my lead." Joan orchestrates the transformation from start to finish. In addition to supervising contractors, she can often be found hanging pictures, filling porch planters with seasonal flowers, and even wielding a mop for last-minute touch-ups.

"I take as much pride in the properties I represent as the homeowners do. I know it's a stressful time for them, and I want to make it as painless as possible. There are no shortcuts in this business."

Joan experience growing up as an "Army brat" allows her to empathize with her clients and the emotional process of buying and selling their homes. She believes her nomadic lifestyle and numerous moves have given her a unique perspective on how best to serve her clients during times of transition.

Before she was 20, Joan moved 11 times and attended 10 different schools. She met her husband while attending the American College of Greece, and they moved several more times after they married – living in Germany, Pakistan, Singapore, New Mexico, California, and Florida. Joan knew that when they finally settled

in Vienna, VA, it would be the perfect place to raise their two boys and become established members of the community. It didn't take long for Joan to become involved in volunteer work, fund-raising, and heading up large projects for her children's school. She capitalized on her experience as a former public relations and marketing professional to bring the events in which she was involved to another level. Along the way, she built a reputation as a dynamic, energetic team player with an innovative leadership style.

Joan's ability to network and easily make friends was a perfect foundation for her decision to become a Realtor®. She has cultivated lasting friendships with her clients. Each year, she looks forward to Thanksgiving, when she hand-delivers gourmet pies to each of her former clients at their new homes.

"I genuinely care about every person I've represented. I look forward to catching up with them and visiting with them in the home I helped them find. It reminds me that strong relationships and client satisfaction are the keys to success in real estate. That has always been my goal ... to love what I do and make people happy."

GET MORE EYES TO YOUR BUSINESS BY USING VIDEO!

By Wade Vander Molen



Want to get more qualified eyes to your real estate business? Of course you do! With so many licensed Realtors® in D.C., Maryland, and Northern Virginia, competition can be fierce in many hyper-local areas.

There are a lot of people in the same areas seeking to earn the same business. Something has to give. Finding new ways to connect with your target audience in the way they like to collect information is important. The days of primarily using postcards, sports schedules, calendars, and more to convey a value proposition is fading fast.

If you were standing in a field and saw 99 Realtors® run in the same direction, but saw one Realtor® run in the opposite direction, it would be pretty easy to identify that one person. Why? Implementing video in your real estate business is looked at in a very similar way. It is the fastest way to differentiate yourself from the competition. The next step is creating engaging content your clients and prospects want and crave.

Video Ideas to Gain Traffic and Engagement

The key is not only making videos that the consumer would want to watch, but videos they would look for when they have a need via YouTube, Instagram or Facebook. Video is the fastest-growing segment online, with social media platforms going “all in” on video by promoting those posts first to create engagement. One of the best benefits of using video on these huge platforms is that it costs nothing. Here are some examples video topics to get started.

- Subdivision videos (the one you Farm)
- Market stats in your area (overview)
- How To Win a Competitive Buyer Offer
- Short Sale vs. Foreclosure — What’s the Difference?
- Steps To Purchasing Your First Home

- Why Staging A Listing Is A Good Idea
- What Is The Difference Between FHA/VA/Conventional Loans?
- What Is Title Insurance And Why It’s Important
- Six-Month Market Forecast (for your Farm area)
- When Does My Seller Get Their Proceeds After Closing?
- Should You Waive A Home Inspection To Win A Buyer Offer?

I could go on and on, but, as you can see, the possibilities are endless. By creating educational and engaging content, you position yourself as the “mayor” of your town and all things real estate. This is important, because as you grow an audience, it can also lead to referrals — and other referrals from people you never knew existed who “discovered” your video content online.

Be Progressive!

Think about your competition ... what are they doing? Are they still marketing to consumers the old way? Break away from the herd and develop your own marketing plan around something that matches what the consumer wants – videos. Most consumers would rather watch a video than just read content only. The home-buying process, and how people seek information, has become very visual for the consumer, and video makes that happen. Video also allows the consumer to get to know you before you ever meet them, which helps to lower any barriers. Portraying your value by implementing video into your real estate business will help to educate your target audience faster, grow viewership, and effectively shorten your sales cycle.



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.



SARAH REYNOLDS

TAKING THE REYNOLDS TEAM TO NEW HEIGHTS

“If I have seen further than others, it is by standing upon the shoulders of giants,” —Isaac Newton

One of Sarah Reynold’s favorite quotes speaks to the reason for her success. “That’s how I feel about my parents, grandparents, so many mentors and coaches in the industry; I did not get here by myself,” she says.

Sarah grew up in Northern Virginia, the daughter of a Realtor® mother and a pastor father who taught her to be business-minded and to care for people. She went on to get a degree in business from Liberty University. When her mother, Debbie Reynolds, was immobilized after back surgery in 2005, Sarah was able to step in and help her show houses. She officially joined her mother in 2006 and fell in love with real estate.

“I love a challenge and thrive on competition; it’s my number-one strength,” says Sarah. These attributes have driven Sarah and The Reynolds Team to implement some amazing guarantees into their business, setting them apart from others. For example, their “love it or leave it” guarantee promises that if a client doesn’t love their home, then they will buy it back from them or sell it for free. And if they are unable to sell a client’s house, then they will buy it from them as well (*conditions apply).

As it is for many Realtors®, one of Sarah’s biggest challenges is managing her time. However, she has a few tips that have helped her along the way. She knows that many agents are free spirits and don’t like to keep a strict schedule, but if they are able to block out one to two hours a day for their most important activity, it will go a long way. For Sarah, that means following up with sellers that she has met with. For a better work/life balance, she says, “Give yourself to whatever is in front of you, whether you are in the office or at home. Be present where you stand.”



The Reynolds Family. From left: George, Kaitlyn, Olivia, and Sarah



Sarah is currently passionate about building her team and mentoring other agents. “I believe our industry is really messed up, how the model works. We have a 95 percent fail rate among newly licensed Realtors®. So it’s become my passion to help my team members grow and help them achieve the life they wanted when they started,” says Sarah. This is a shared passion with her mother, Debbie, who says, “One of the things I love about real estate and working with people is to see them flourish. I love influencing people and seeing them be able to take things beyond what I could even imagine. Sarah and I did personality testing and, based on her profile, she is more suited to run a team than I am. I am blessed that she was willing to take on that role and take us to amazing heights.”

Sarah doesn’t take her job lightly. She believes in the responsibility that Realtors® have at the front lines of a U.S. economy that is based on the housing market. That is why she fights for her clients – she fights for her sellers to get the highest price for their house, and fights for her buyers to purchase the best investment they can.

Beyond the economy, however, Sarah believes the ability to make a lot of money also carries great responsibility. She feels she was given the ability to be excel in business and to make good money so that she can give it away to worthy causes, including churches and missionaries. Two nonprofits that are dear to Sarah’s heart are The Fisher House, which provides housing for military veterans seeking medical treatment, and Children’s National Medical Center. Since her daughter, Olivia, was recently diagnosed with a rare condition that affected her hearing, Sarah has had a heart for any nonprofit that helps families with children in need of health care. Her goal for giving is to



The Reynolds Team



The Reynolds Team. From left: Jennifer Wade - COO, Peachy Choochan - Marketing Director, Carria Reynolds - Director of Buyer Care, Debbie Reynolds - Founder, Sarah Reynolds - CEO, Sasha Hoptiak - Director of Builder Relationships, Lydia Parvin - Executive Assistant to Sarah Reynolds, and Marc Parvin - ISA Director

be able to “reverse tithe” — live on 10 percent of what she makes and give away 90 percent to churches, missionaries, and worthy causes like the ones mentioned above.

Sarah and her husband, George, have two children: Olivia (5) and Kaitlyn (2.5). They love spending time together, playing games, hanging out, and traveling. Sarah would like to be remembered for having a long-term impact in the world. She is on her way to doing just that.

“I love a challenge and thrive on competition; it’s my number-one strength”

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TOP 100 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018-May 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total \$	Total \$
1	Keri Shull	Optime Realty	48.5	\$30,753,180	85	\$54,503,548	133.5	\$85,256,728
2	Debbie Dogrul	Long & Foster Real Estate	100	\$56,770,866	51	\$23,952,001	151	\$80,722,867
3	Sarah Reynolds	Keller Williams Realty	105	\$53,405,564	39	\$18,047,659	144	\$71,453,223
4	Sue Goodhart	McEneaney Associates	30	\$27,205,600	27	\$21,827,650	57	\$49,033,250
5	Jennifer Young	Keller Williams Realty	66	\$30,904,256	11	\$6,132,500	77	\$37,036,756
6	Jennifer Walker	McEneaney Associates	31	\$20,918,776	21	\$13,522,893	52	\$34,441,670
7	Brian Wilson	Wilson Realty Group	55	\$30,374,699	3	\$2,398,750	58	\$32,773,449
8	Phyllis Patterson	TTR Sotheby's International	24.5	\$19,732,000	15	\$12,010,200	39.5	\$31,742,200
9	Bruce Tyburski	RE/MAX Executives	24	\$13,237,225	29	\$18,122,625	53	\$31,359,850
10	Cynthia Schneider	Long & Foster Real Estate	39	\$20,984,800	18	\$10,135,300	57	\$31,120,100
11	Tom Francis	Keller Williams Realty	14	\$20,844,725	10	\$9,307,650	24	\$30,152,375
12	Martin Alloy	SMC Real Estate Corp.	36	\$17,847,580	21	\$10,558,680	57	\$28,406,260
13	Khalil El-Ghoul	Glass House Real Estate	7.5	\$4,495,400	28	\$20,878,000	35.5	\$25,373,400
14	Jean Garrell	Keller Williams Realty	23	\$17,224,750	12	\$7,496,290	35	\$24,721,040
15	Scott MacDonald	RE/MAX Gateway	28	\$19,184,972	8	\$4,700,750	36	\$23,885,722
16	Damon Nicholas	Coldwell Banker Residential	27	\$16,731,550	12	\$6,990,150	39	\$23,721,700
17	John Shafran	Yeonas & Shafran Real Estate	6.5	\$16,749,273	3	\$6,849,900	9.5	\$23,599,173
18	Christopher White	Long & Foster Real Estate	20	\$15,310,118	12	\$8,027,418	32	\$23,337,536
19	Anthony Lam	Redfin Corporation	0	\$0	29	\$21,989,190	29	\$21,989,190
20	Alkesh Tayal	Wydler Brothers	5	\$9,610,100	2	\$12,323,000	7	\$21,933,100
21	Elizabeth Lucchesi	Long & Foster Real Estate	16	\$12,655,230	14	\$9,260,555	30	\$21,915,785
22	Lilian Jorgenson	Long & Foster Real Estate	11.5	\$15,550,000	7	\$5,836,999	18.5	\$21,386,999
23	Elizabeth Twigg	Washington Fine Properties	15	\$17,818,279	4	\$3,549,000	19	\$21,367,279
24	Marianne Prendergast	Washington Fine Properties	9	\$10,791,000	7	\$10,260,000	16	\$21,051,000
25	Dean Yeonas	Yeonas & Shafran Real Estate	8	\$13,773,400	5	\$7,272,623	13	\$21,046,023
26	Janet Callander	Weichert	14	\$15,174,000	6	\$5,515,388	20	\$20,689,388
27	Billy Buck	William G. Buck & Assoc.	10.5	\$8,001,272	12	\$12,497,315	22.5	\$20,498,588
28	Piper Gioia	TTR Sothebys International	3.5	\$8,382,500	4	\$11,790,000	7.5	\$20,172,500
29	Michael Putnam	RE/MAX Executives	22	\$9,036,400	23	\$10,508,690	45	\$19,545,090
30	Kimberly Spear	Keller Williams Realty	19	\$11,298,650	15	\$7,914,890	34	\$19,213,540
31	Laura Mensing	Long & Foster Real Estate	10	\$9,343,101	11	\$8,027,900	21	\$17,371,001
32	James Nellis	Keller Williams Fairfax	16	\$8,580,400	16	\$8,785,569	32	\$17,365,969
33	Roy Kohn	Redfin Corporation	29	\$16,532,675	1	\$635,000	30	\$17,167,675
34	Irina Babb	RE/MAX Allegiance	21	\$12,244,400	8	\$4,588,000	29	\$16,832,400

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total \$	Total \$
35	Terry Belt	Keller Williams Realty	10	\$8,825,625	9	\$7,981,983	19	\$16,807,608
36	Karen Close	Century 21 New Millennium	10	\$10,469,746	6	\$6,158,000	16	\$16,627,746
37	Erin Jones	Keller Williams Realty	18.5	\$8,194,915	15	\$8,083,700	33.5	\$16,278,615
38	Gregory Wells	Keller Williams Realty	19	\$12,637,000	4	\$3,390,000	23	\$16,027,000
39	Jeremy Browne	TTR Sotheby's International	10.5	\$7,266,400	10	\$8,467,005	20.5	\$15,733,405
40	Raymond Gernhart	RE/MAX Allegiance	12	\$5,779,550	17	\$9,701,400	29	\$15,480,950
41	Peter Braun	Long & Foster Real Estate	15.5	\$8,270,886	10	\$7,193,500	25.5	\$15,464,386
42	Paramjit Bhamrah	Redfin Corporation	25	\$14,121,449	1	\$1,299,999	26	\$15,421,448
43	Alexander Lianos	Weichert	12.5	\$9,137,630	9	\$6,275,308	21.5	\$15,412,938
44	N. Casey Margenau	Casey Margenau Fine Homes	8	\$13,804,000	2	\$1,581,000	10	\$15,385,000
45	Kay Houghton	Keller Williams Realty	15	\$7,200,990	15	\$8,162,901	30	\$15,363,891
46	Eve Weber	Long & Foster Real Estate	15.5	\$9,718,500	9	\$5,569,000	24.5	\$15,287,500
47	Kevin Samson	Samson Properties	15	\$12,054,325	3	\$3,157,900	18	\$15,212,225
48	Dina Gorrell	Redfin Corporation	29	\$14,674,028	1	\$490,000	30	\$15,164,028
49	Patricia Ammann	Redfin Corporation	3	\$1,554,000	23	\$13,521,800	26	\$15,075,800
50	Dianne Van Volkenburg	Long & Foster Real Estate	11.5	\$12,269,000	3	\$2,785,000	14.5	\$15,054,000

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LENDER

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total \$	Total \$
51	Brian MacMahon	Redfin Corporation	1	\$555,000	23	\$14,281,550	24	\$14,836,550
52	Paul Thistle	Take 2 Real Estate	15	\$7,725,500	13	\$6,937,850	28	\$14,663,350
53	Angela Kaiser	Redfin Corporation	3	\$1,199,000	23	\$13,337,400	26	\$14,536,400
54	Lisa Dubois-Headley	RE/MAX By Invitation	11.5	\$6,671,250	13	\$7,811,500	24.5	\$14,482,750
55	Barbara Beckwith	McEneaney Associates	7.5	\$10,700,000	2	\$3,775,000	9.5	\$14,475,000
56	Ahmed Nadim	UpsideDoor	21	\$11,839,550	3	\$2,437,500	24	\$14,277,050
57	Elizabeth Kovalak	Keller Williams Realty	11	\$5,470,500	16	\$8,705,000	27	\$14,175,500
58	Vladimir Dallenbach	TTR Sotheby's International	5	\$6,180,000	12	\$7,984,950	17	\$14,164,950
59	Irene deLeon	Redfin Corporation	25.5	\$12,711,500	2	\$1,035,000	27.5	\$13,746,500
60	Christopher Craddock	Keller Williams Realty	12	\$5,485,655	17	\$8,050,700	29	\$13,536,355
61	Mickey Glassman	RE/MAX Premier	16	\$10,333,300	6	\$3,152,860	22	\$13,486,160
62	Ashley Leigh	Linton Hall Realtors	22	\$9,140,588	9	\$4,236,445	31	\$13,377,033
63	Carol Hermendorfer	Long & Foster Real Estate	13.5	\$9,667,500	6	\$3,460,950	19.5	\$13,128,450
64	Kelly Gaitten	Berkshire Hathaway	11	\$7,405,400	6	\$5,587,500	17	\$12,992,900
65	Rheema Ziadeh	Redfin Corporation	25.5	\$12,318,799	1	\$570,000	26.5	\$12,888,799
66	Brad Kiger	Keller Williams Realty	13	\$9,046,100	6	\$3,827,000	19	\$12,873,100
67	Tracy Williams	Wydler Brothers	5	\$10,415,000	2	\$2,445,000	7	\$12,860,000
68	Lenwood Johnson	Keller Williams Realty	14.5	\$5,609,000	21	\$7,246,330	35.5	\$12,855,330
69	Bichlan DeCaro	Westgate Realty Group	5	\$3,253,000	21	\$9,561,743	26	\$12,814,743

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total \$	Total \$
70	Joan Stansfield	Keller Williams Realty	11	\$8,496,100	7	\$4,258,000	18	\$12,754,100
71	Carla Brown	Toll Brothers Real Estate Inc.	24	\$12,719,141	0	\$0	24	\$12,719,141
72	Sean Ragen	Keller Williams Realty Falls	21	\$11,815,303	1	\$835,000	22	\$12,650,303
73	George Mrad	Keller Williams Realty	5	\$6,110,612	7	\$6,286,050	12	\$12,396,662
74	Jason Curry	Keller Williams Realty	6	\$3,172,100	14	\$9,153,789	20	\$12,325,889
75	Laura Schwartz	Keller Williams Realty	7	\$4,606,000	12	\$7,629,400	19	\$12,235,400
76	Ahmad Ayub	Redfin Corporation	0	\$0	24	\$12,203,620	24	\$12,203,620
77	Brittany Camacho	Century 21 Redwood Realty	14	\$7,305,360	8	\$4,728,880	22	\$12,034,240
78	Kim Muffler	Long & Foster Real Estate	10	\$8,201,258	5	\$3,827,258	15	\$12,028,516
79	Jessica Richardson	McEneaney Associates	7	\$5,269,830	8	\$6,708,330	15	\$11,978,160
80	Natalie McArtor	Long & Foster Real Estate	13	\$6,315,000	9	\$5,651,003	22	\$11,966,003
81	Marlene Baugh	Long & Foster Real Estate	9	\$6,187,830	6	\$5,777,500	15	\$11,965,330
82	Jin Chen	Pearson Smith Realty	5	\$2,292,900	19	\$9,602,602	24	\$11,895,502
83	Venugopal Ravva	Maram Realty	2.5	\$729,500	22	\$11,161,384	24.5	\$11,890,884
84	Bradley Kintz	Long & Foster Real Estate	21.5	\$10,153,750	3	\$1,729,750	24.5	\$11,883,500
85	Megan Fass	FASS Results	5	\$4,106,650	10	\$7,722,400	15	\$11,829,050

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TOP 100 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018-May 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total \$	Total \$
86	Patricia Stack	Weichert	10	\$7,780,500	5	\$4,014,000	15	\$11,794,500
87	Robert Ferguson	RE/MAX Allegiance	7.5	\$6,287,500	7	\$5,489,500	14.5	\$11,777,000
88	Christine Richardson	Weichert	11.5	\$6,432,500	8	\$5,277,500	19.5	\$11,710,000
89	Heather Corey	TTR Sotheby's International	4	\$5,364,000	4	\$6,325,000	8	\$11,689,000
90	Barbara Ghadban	Weichert	11	\$8,582,573	3	\$3,093,110	14	\$11,675,683
91	Jack Work	RE/MAX Preferred Prop.	12	\$6,897,000	6	\$4,711,400	18	\$11,608,400
92	Kevin LaRue	Century 21 Redwood Realty	14	\$6,885,000	7	\$4,632,982	21	\$11,517,982
93	Victoria(Tori) McKinney	Keller Williams Realty	3	\$2,595,500	11	\$8,918,500	14	\$11,514,000
94	Paramjit Sikand	Long & Foster Real Estate	3.5	\$5,768,750	4	\$5,724,900	7.5	\$11,493,650
95	Dennis Lee	Douglas Realty of Virginia	6	\$2,549,000	19	\$8,919,500	25	\$11,468,500
96	Gina Tufano	Pearson Smith Realty	11	\$5,665,300	12	\$5,731,400	23	\$11,396,700
97	Vicky Noufal	Pearson Smith Realty	15	\$8,355,400	4	\$3,004,900	19	\$11,360,300
98	Dina Azzam	RE/MAX Select Properties	11	\$5,873,000	10	\$5,484,875	21	\$11,357,875
99	Daan De Raedt	RE/MAX Allegiance	16	\$7,426,600	8	\$3,861,000	24	\$11,287,600
100	Matthew Elliott	Keller Williams Realty	12	\$5,756,600	9	\$5,448,675	21	\$11,205,274

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