

NOVA REAL PRODUCERS®

INFORMING AND INSPIRING REAL ESTATE AGENTS



**TOP
200**
STANDINGS

Rising Star
**SELINA AND
TODD DELAHANTY**

Partner Spotlight
**TOWN &
COUNTRY MOVERS**

Veterans Appreciation Month
**REAL PRODUCERS
SHARE THEIR STORY**

JD CALLANDER

Living with Intention — A Calling to Help Others

NOVEMBER 2018

This is the time of the year to be Thankful for all the blessings received and one of them is our customers. Thank you for trusting us and helping us grow into a huge success as a company and as a better team to serve you and your family.



Entrepreneur Services, LLC

- Flexible Settlement Times & Locations (VA, DC, MD)
- Amazing Team
- Great Rates
- Interactive Process

202-449-2933

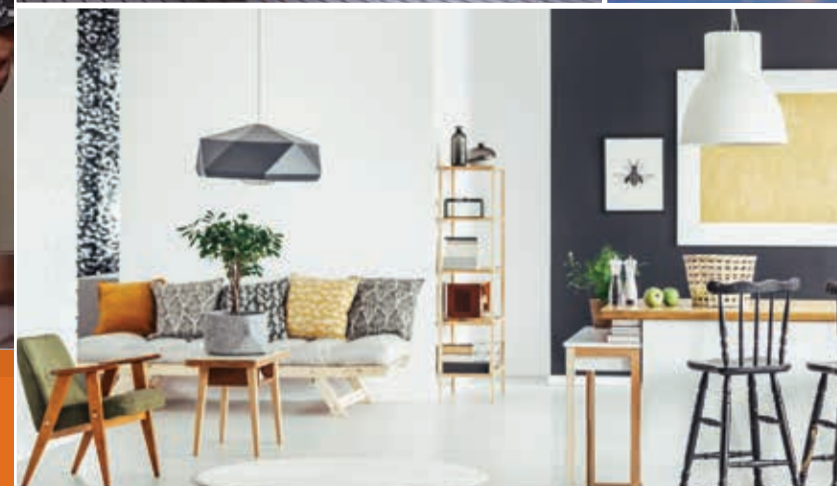
monica@atgtitle.com

Lending Professionals are the Difference.

With industry leading technology and online applications, we help take guesswork and time out of the entire loan process. By pairing outstanding service and exceptional products, we ensure the satisfaction of the modern, financially sophisticated borrower. Our lending experts have years of experience which enables them to understand the market and clients' lending needs.

Our Difference

- Privately Owned Direct Lender
- In-house Underwriting
- Local Appraisers
- Variety of Loan Products
- Flexibility That Allows Us to Cater Loan Solutions Specific to Your Clients
- Fast Closings (As Quick as 15 Days)
- Bridge Financing



Thad Wise, Vice President
 8444 Westpark Drive
 The Fourth Floor
 McLean, VA
 Cell: 703-350-1733
 Office: 703-564-1758
 NMLS ID 340921
 twise@firstsavings.com



FIRST SAVINGS
 MORTGAGE

Apply online at ThadWise.com

All information given here is subject to change without notice.
 Loans subject to credit approval. NMLS# 38694 (nmlsconsumeraccess.org)

TABLE OF CONTENTS

	5 Preferred Partner Index		6 Publisher's Note		8 Golden Nuggets
	9 Real Producers Market Map		10 Partner Spotlight: Town & Country Movers		12 Calendar of Events
	16 Rising Star: Selina and Todd Delahanty		18 Words by Wade		20 Honoring Military Veterans in Real Estate
	29 1st Annual Mastermind		30 Cover Story: JD Callander		35 Top 200 Standings

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

DISCLAIMER: Any articles included in this publication and/or opinions expressed herein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The paid advertisements contained within *NOVA Real Producers* magazine are not endorsed or recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies.

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

PREFERRED PARTNERS



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

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

First Home Mortgage
Todd Pedé
(443) 764-7648
ToddPedé.com

HOME BUILDER

Classic Cottages
(703) 256-1400
CCottages.com

First Savings Mortgage
Thad Wise
(703) 350-1733

HOME INSPECTION

Donofrio Property Inspections
(703) 771-8374
Donofrioinspections.com

Monarch Mortgage
Richard Early
(301) 332-2184

Pillar To Post Home Inspectors
Matt Lloyd
(703) 520-1440
pillartopost.com / mattlloyd.com

TIAA Bank
Cindy Small
(703) 863-6868
www.tiaabank.com / csmall.com

MOVING COMPANY

JK Moving Services
(703) 574-6674
JKMoving.com

RMJ Home Inspections
(571) 353-1594
FairfaxVAHomeinspector.com

Town & Country Movers
(301) 670-4600
TownAndCountryMovers.com

JUNK REMOVAL

123JUNK
(703) 400-7645
123JUNK.com

PHOTOGRAPHY

Howard Lansat & Associates Photography
(301) 838-9560
LansatPhoto.com

MORTGAGE

Caliber Home Loans
Scott Silverstein
(301) 254-9547

PRINTING, DIRECT MAIL SERVICES

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

PUBLIC RELATIONS AND MARKETING

PR For Anyone
(844) 774-2691
PRForAnyone.com

TITLE SERVICES

Eastern Title & Settlement
(240) 660-2278
EasternTitle.net

Entrepreneur Services
Monica Sulaimani
(202) 449-2933

Stewart Title and Escrow
(480) 203-6452
DCTitleGuy.com

TRANSACTION COORDINATOR

Scalable RES
(571) 445-4737
[Facebook.com / ScalableRES](http://Facebook.com/ScalableRES)

VIDEO SERVICES

HDBros
(540) 840-1388
HDBros.com



YEAR END BUNDLE PACKAGE

Take \$50 OFF when you bundle these 3 services during November & December!

- Termite Inspection
- Home Inspection
- Radon Test

Call to Learn More **TODAY!**



703-771-8374
DonofrioInspections.com







Dear NoVa Real Producers,

Happy November! We are so grateful for our amazing Real Producers community! This tribe gives back to the community and takes ownership for their impact on Northern Virginia. November is a month of gratitude. We, at Real Producers would like to express our gratitude, and recognize our Veterans. Without which our liberties and freedom would not exist. Check out our veteran stories in this issue.

November is also a time to reflect on the current year, and the year to come. This year has been an exciting year of growth. NoVa Real Producers launched in June and hosted our launch party in July. There are now 60 Real Producers publications across the USA! Our sister publication, D.C. Metro Real Producers, was the seventh one launched last year. A map of locations is on page 9.

Without our preferred partners, none of this would be possible! We are thankful for their participation and all they do for this community. The publication, all events (except masterminds), and having a featured article are free because of our partners. Thank you! We also appreciate our real producers that have referred all of our partners.

Our Real Producers Mastermind is approaching fast, and there are a few spots left. RSVP today for our annual mastermind on November 9. There is limited seating. Get your tickets at www.novarealproducers.com/mastermind.

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. They are also located on Spotify.

Our mission: To inform and inspire industry professionals such as yourselves all over Northern Virginia. It is a badge of honor to be a real producer. Receiving this publication means you are in the top .05 percent of your industry.

Who we are: We are a local, Realtor-centric publication and platform covering the lifestyle, growth, and de-

velopment for the top-producing real estate agents by providing exclusively curated content for what you, the best and brightest agents, demand.

Thank you to our features who have shared their stories to inform and inspire this amazing community. My favorite part of being the publisher is interviewing such talented, wonderful humans! Last, but certainly not least, thank you to my team. The team here cares about the Real Producers community, our standards, and the voice we give to you, the real producers. Thank you: Angela, Michael, Mark, Von, Ian, Carl, Idolina, Karla, Zach, Chris, Howard, Ryan, Rodney, Barry, and Bobby. Thank you!

With Gratitude,
Kristin Brindley
Publisher
NOVA Real Producers
(313) 971-8312
Kristin.Brindley@realproducersmag.com



MEET THE REAL PRODUCERS NOVA TEAM



Kristin Brindley
Publisher
Kristin.Brindley@RealProducersMag.com
(313) 971-8312



Angela Clemons
Events Manager



Mark Celeste
Publishing Assistant



Karla Bowling
Staff Writer



Idolina Walker
Asst. Editor



Zach Cohen
Staff Writer



Howard Lansat
Photographer



Ryan Corvello
Photographer



Bobby Cockerille
Videographer



Barry Katz
Videographer

Real estate marketing made easy.
Listing photography | Video | 3D modeling | Aerial imaging | 24 hr delivery

HD BROS

schedule@hdbros.com www.hdbros.com 540-840-1388

Golden Nuggets



JD Callander

Weichert

"I would say that what sets me apart is that I bring a different level of compassion, analytics, listening, and kindness to each client, and set up a strategy which supports them in achieving their goals."

"Doing what you love is the cornerstone of having abundance in your life." – Wayne Dyer

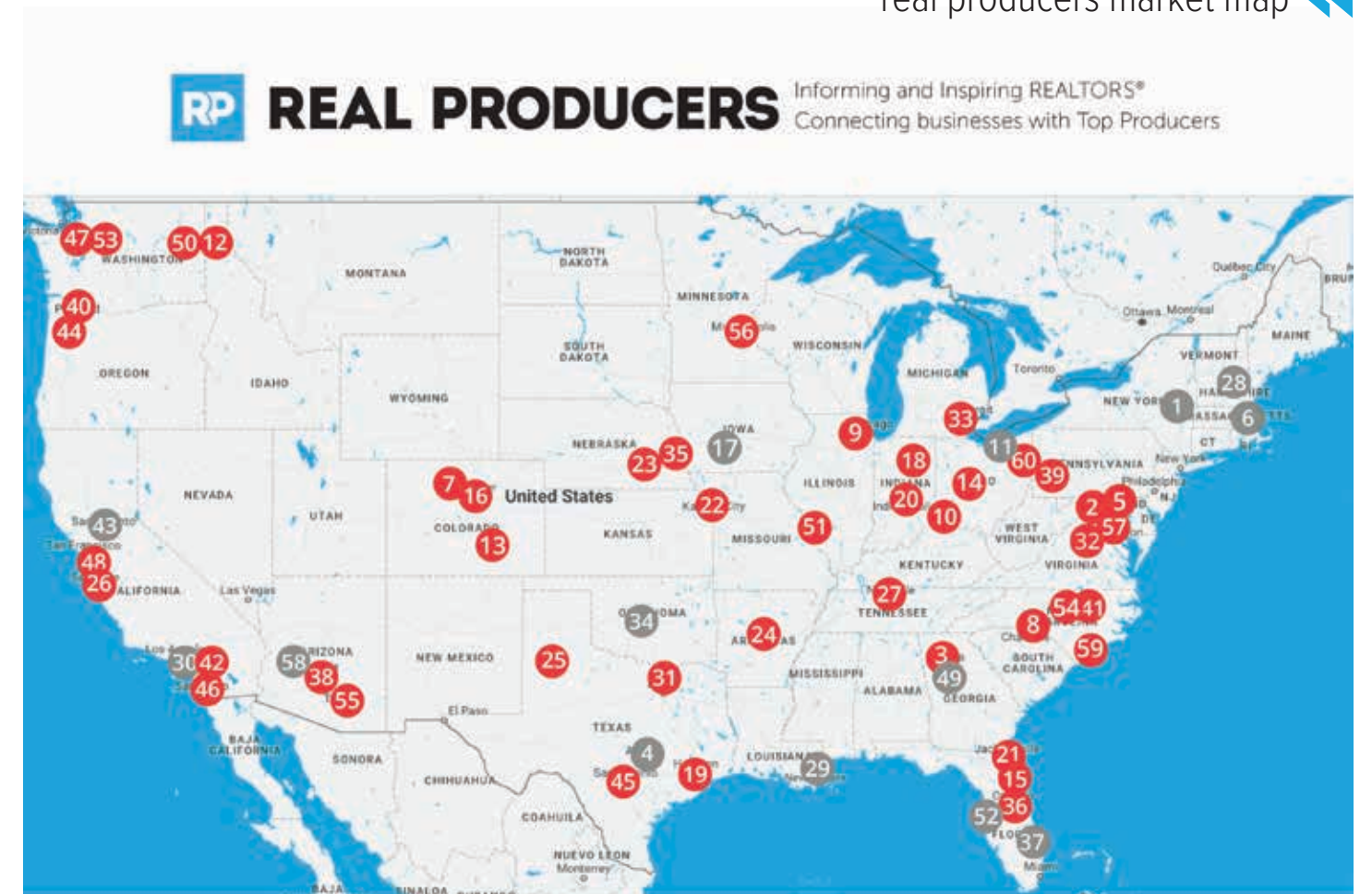
"It's about how you live each moment. If you live by intention and are compassionate to the people you interact with, you will find joy in each day."



Todd and Selina Delahanty

Long & Foster Real Estate

"We both appreciate the diverse opportunities and challenges that each day and each client represent. We work hard together, but we have an awful lot of fun together too!"



RP REAL PRODUCERS Informing and Inspiring REALTORS®
Connecting businesses with Top Producers

- | | | |
|---|--|---|
| 1. Albany, NY - Mike Baker | 21. Jacksonville, FL - Carly Lozo | 41. Raleigh, NC - Mark Menezes |
| 2. (Annapolis) Chesapeake, MD - Rachael Acevedo | 22. Kansas City, MO - Reece Hale | 42. Riverside, CA - Wade Sine |
| 3. North Atlanta, GA - Anthony Mercer | 23. Lincoln, NE - Tim Maticio | 43. Sacramento, CA - Nicole Lopez |
| 4. Austin, TX - Jason Shelden | 24. Little Rock, AR - RC Smith | 44. Salem, OR - Sabrina Dikeman |
| 5. Baltimore, MD - Colleen Rippey | 25. Lubbock TX - Kathy Pettit | 45. San Antonio, TX - Gonz Trevino |
| 6. Boston, MA - Sean Terry | 26. Monterey Bay, CA - Laurie Martin | 46. San Diego, CA - Jessie Wright |
| 7. Boulder CO - John Mendez | 27. Nashville, TN - Matt Polisenio | 47. Seattle, WA - Isaac Stegman |
| 8. Charlotte, NC - Tom Bramhall | 28. New Hampshire - Erin Clark | 48. Silicon Valley, CA - Mitch Felix |
| 9. Chicago, IL - Andy Burton | 29. New Orleans, LA - Julian Landry | 49. South Atlanta, GA - Laura Taylor |
| 10. Cincinnati, OH - Patrick Braddick | 30. Newport Beach, CA - Rob Gallagher | 50. Spokane, WA - June Ladd |
| 11. Cleveland, OH - Mike Maletich | 31. North Dallas, TX - Jordan Espeseth | 51. St. Louis - Metro East - Nick Najjar |
| 12. Coeur d'Alene, ID - Matt Laughlin | 32. Nova, VA - Kristin Brindley (North DC) | 52. Tampa Bay, FL - Don Hill |
| 13. Colorado Springs, CO - Mark Van Duren | 33. Oakland County, MI - Chris Csotty | 53. Tri-Cities - Natalie Garland |
| 14. Columbus, OH - Bobby Wright | 34. Oklahoma City - Alby Luciani | 54. Triad, NC - Alexis Brinkley |
| 15. Daytona Beach, FL - Tracy Thomas | 35. Omaha, NE - Stacey Penrod | 55. Tucson, AZ - Delilah Royce |
| 16. Denver, CO - James Ryan | 36. Orlando, FL - Aaron Ludin | 56. Twin Cities, MN - Chad Jeske |
| 17. Des Moines, IA - Fonz Jenkins | 37. Palm Beach, FL - Ryan McHugh | 57. Washington, D.C. - Kristin Brindley |
| 18. Ft Wayne, IN - Jon Good | 38. Phoenix, AZ - Jenni Vega | 58. West Valley, AZ (Phoenix) - Paige Gibbons |
| 19. Houston, TX - Taylor Waidhofer | 39. Pittsburgh, PA - Mike Maletich | 59. Wilmington, NC - Gabe Chandler |
| 20. Indianapolis, IN - Remington Ramsey | 40. Portland, OR - Chris Larsson | 60. Youngstown, OH - Mike Maletich |

Town & Country Movers

Town & Country Movers is a family-owned moving and storage company based in Montgomery County, MD. They service the local markets in Maryland, D.C., and Virginia, and have long-distance authority in all 48 states, as well as international moving services.

Town & Country Movers was established in 1977 by Kevin Bass, who, along with his wife, Dodi, worked tirelessly building a small local moving company into one of the largest independent relocation firms in the country. They started out meagerly, with one truck and four part-time movers. Navigating the area, they realized they could fill a void in the local moving arena without a large sales force by knocking on doors themselves and making phone calls to homeowners whose homes were for sale.

During the ‘80s and ‘90s, Town & Country Movers experienced widespread growth, adding storage to the mix. Knowing this growth would continue, in 1990, Town & Country moved from their small, Rockville, MD, location to a much larger facility in Gaithersburg, where they still reside today.

As the company grew, adding inside staff, outside sales, and moving crews became a priority so they could meet the demand of the transient make-up of the population in the DMV. During this period of rapid expansion, Town & Country Movers was gaining a reputation in the local real estate market for high quality and impeccable customer service. It wasn’t long before realtors knew they could recommend their clients to Town & Country and be assured they would be receiving the same level of services that they themselves were providing on

the real estate side. Town & Country Movers continues to work closely with large and small real estate companies throughout the DMV.

Kevin has always gone on the premise that if you give your customers a fair price, impeccable service, and treat their belongings as if they were your own, they will recommend you to their friends and family. And for the last 40 years, it’s worked. Customer service has always been and continues to be the hallmark of the Town & Country Movers brand. This is evidenced by Town & Country winning Angie’s List’s Super Service Award for Customer Service 11 years in a row.

Town & Country Movers has long been a leader in senior moving and relocations. Their longstanding relationships with many senior communities have given them the necessary experience to provide simple solutions that moving seniors demand. Town & Country enjoys wonderful relationships with the top senior move managers in the



market and work in tandem to offer comprehensive services, such as downsizing, decluttering, and organizational assistance. Experienced crews that understand the sensitivity of moving seniors has always been Town & Country’s priority.

As the new century rolled around, Town & Country expanded its footprint to include commercial moving and international relocations. These services demanded specialty staffing and increases to their fleet of vehicles. Their four full-time mechanics and dispatchers manage over 100 vehicles, consisting of straight trucks, flat-bed trucks, pack vans, and tractor trailers. In 2006, as the demand for storage increased, they built a brand new, LEED-certified, state-of-the-art storage facility. With over 80,000 square feet of storage space, Town & Country Movers can now provide both short-term and long-term storage solutions for their customers.

Always seeking to meet the demands of their customers and strategic partners, in 2016, Town & Country Movers opened Town & Country Staging. They can now offer a turnkey solution to meet the needs of realtors and their clients.

The mission of Town & Country Staging is simple: “To transform each space into an unforgettable experience and assist our clients to achieve a beautiful looking property.”



Kevin Bass and Ryan Bass

Photos by Howard Lansat Photography

First and foremost, Town & Country is a family-owned and operated business. Kevin’s son, Ryan Bass, is an integral part of the Town & Country management team. Lynda Rothschild, Kevin’s sister, is Director of Business Development and oversees marketing and the staging division. Two nephews, Jason Bass and Max Rothschild, also add to the family presence in sales and operations. Town & Country’s success can be measured almost entirely by their employees. Several of the sales staff began with Kevin

as movers and drivers. They have worked their way up the chain to the top sales positions in the company. This follows the tradition at Town & Country to promote from within. Both local and long-distance dispatchers started with Kevin 20 years ago. It’s wonderful to see second-generation employees come into the company, assuring the legacy of having hard-working, dedicated people, and that Kevin’s vision of customer-service-centric ideals will continue for years to come.



Kevin Bass and Lynda Rothschild



Eva Robinson and Ryan Bass



Eduardo Martinez and Kevin Bass

TOWN & COUNTRY
MOVERS, INC.



Local, Long Distance & International Specialist






MD (301) 670-4600 • VA (703) 560-8600
800-683-6683
www.townandcountrymovers.com

To learn more about Town & Country Movers Inc., please visit them on their website at www.townandcountrymovers.com or call 301-670-4600.



NOVEMBER

SUNDAY	MONDAY	TUESDAY
28	29	30
04 Daylight Savings Time Ends	05	06
11 Veterans Day 	12	13 Stop Marketing Like It's 1999 10:00-11:30 am World Kindness Day
18	19	20 National Entrepreneur Day
25	26 Cyber Monday 	27 Giving Tuesday

WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
31	01 All Saints' Day 	02	03
07 Real Estate Coffee House 8:30am – 9:30am Top Producers Happy Hour 6:30pm - 8:30pm	08 DC Metro Real Producers 2nd Annual Mastermind 10:00am - 6:30pm	09 NOVA Real Producers 1st Annual Mastermind 10:00am - 6:30pm	10
14 Real Estate Coffee House 8:30am – 9:30am 	15	16 International Day For Tolerance	17
21 Real Estate Coffee House 8:30am – 9:30am 	22 Thanksgiving Day 	23 Black Friday	24
28 Real Estate Coffee House 8:30am – 9:30am 	29	30	1

November schedule details

Real Estate Coffee House

NOVA Real Producers Partner: Donofrio Property Inspections

Date: Every Wednesday

Time: 8:30-9:30 a.m.

Location: Falls Road Golf Course, 10800 Falls Rd., Potomac, MD 20854

Event Description: Open roundtable discussion hosted by Lisa Abrams and Harvey Jacobs with Realtors® and affiliate industry professionals. For more information, contact Lisa Abrams at 301-437-6742.

Top Producers Happy Hour

NOVA Real Producers Partner: Eastern Title and Settlement

Date: November 7, 2018

Time: 6:30-8:30 p.m.

Location: 4870 Bethesda Ave., Bethesda, MD 20814

Event Description: Social Happy Hour and Fundraiser for The Humane Society

For more information, contact Josh Greene at 703-297-6072.

Stop Marketing Like It's 1999 with Christina Daves

NOVA Real Producers Partner: PR For Anyone

Date: November 13, 2018

Time: 10:00-11:30 a.m. (seating starts at 9:45)

Location: 8065 Leesburg Pike, 2nd Floor Tysons Corner, VA 22182-2738

Event Description: Christina will humorously share the history of marketing, and bring people into the 21st Century with examples, tips, and easy ways to market businesses to today's audience. For more information, contact Christina Daves at 844-774-2691 or Christina@prforanyone.com.

Important Dates to Remember

Brought to you by Strategic Gifting

November 1 — All Saints Day

November 4 — Daylight Savings Time Ends

November 8 — DC Metro Real Producers 2nd Annual Mastermind

November 9 — NOVA Real Producers 1st Annual Mastermind

November 11 — Veterans Day

November 13 — World Kindness Day

November 16 — International Day For Tolerance

November 20 — National Entrepreneur Day

November 22 — Thanksgiving Day

November 23 — Black Friday

November 26 — Cyber Monday

November 27 — Giving Tuesday

HAPPY
Thanksgiving



IT'S TIME TO INVEST IN YOURSELF

"PERFECT LOAN PROCESS"

Our extraordinary
level of service.

DIGITAL MORTGAGE

Cutting edge technology to
maximize efficiency



"Ability is important in our quest for success,
but dependability is critical." - Zig Ziglar



SCOTT SILVERSTEIN

NMLS ID: 1445513
4050 Legato Rd. Suite 100
Fairfax, VA 22033
Mobile 301-254-9547
Office 703-638-1262

scott.silverstein@caliberhomeloans.com
www.caliberhomeloans.com/ssilverstein

www.lansatphoto.com



**Howard Lansat
& Associates**
Photography

Md. (301) 838-9560

Va. (703) 904-6842

OUR STUDIO IS COMMITTED TO GIVING OUR CLIENTS THE
VERY BEST IN PHOTOGRAPHIC COVERAGE

- **Formal & Creative Photo Sessions**
 - CREATIVE PHOTO SESSIONS ARE TAILORED TO EACH CLIENT
 - TRADITIONAL PHOTOGRAPHS CAN BE DONE IN OUR STUDIO OR ON LOCATION
- **Interior & Exterior Photos**
 - DRONES AVAILABLE FOR EXTERIOR PHOTOS
- **Photo Booths & Novelty Stations**
- **Bar/Bat Mitzvahs & Weddings**
- **Family Portraits & Pet Portraits**
- **Flip Books**
- **Corporate Photos**
- **Green Screens**
- **Social Media Booth**



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

SERVING MONTGOMERY COUNTY, MARYLAND,
NORTHERN VIRGINIA, AND WASHINGTON, D.C.



May the blessing of this
Thanksgiving fill your **heart**
and **home** with **happiness**.

At Pillar To Post, we believe home inspections are an important step in every home ownership story. Our goal is to provide a thorough inspection. It's not just about a list of deficiencies. It's about what's right with the home, what's wrong, how it operates, and what to expect in the next 1 to 5 years of ownership!

- We're the preferred choice among real estate agents
- Our inspectors are always insured
- Pillar To Post inspectors are held to higher standards
- Our level of expertise will show in your final report

Call **Matt Lloyd**
to schedule your
Pillar To Post home
inspection **TODAY!**



MATT LLOYD
PILLAR TO POST
HOME INSPECTORS

MATT LLOYD

5501 Merchants View Square #701 | Haymarket, VA
703-520-1440
Matt.Lloyd@pillartopost.com
PillarToPost.com/mattlloyd

Selina and Todd DELAHANTY

Partners in Business, Partners in Life

» rising stars

For Todd and Selina Delahanty, of Delahanty Real Estate LLC at Long & Foster in Arlington, VA, real estate is the ideal profession to showcase each other's talents. Both have varied and impressive backgrounds in business and entrepreneurship.

Todd comes from a military background initially enlisting as an infantryman in the U.S. Army then advancing to earn a commission as an armored cavalry officer. After leaving the military, Todd held corporate executive positions at Volvo Cars of North America. As an entrepreneur, he specialized in taking failing business organizations and turning them around. On the side, Todd had also obtained his real estate license in Colorado in 2004 to gain a competitive advantage when buying real estate. When the couple moved to Virginia in 2015 to be closer to Todd's aging parents, they decided to devote themselves full time to real estate, and both got their Virginia licenses.

Selina brings valuable expertise to the team as the former owner of a mortgage company and several years of experience working for a title company. They began operating as a team in December 2017 to capitalize on their shared talents, goals, and aspirations for the future.

"Selina and I enjoy spending time together and recognized that real estate was the perfect career path for us to complement each other's skill

sets while retaining the flexibility to enjoy life on our own terms, visit family across the county, and squeeze in vacation travel as time permits. We both appreciate the diverse opportunities and challenges that each day and each client represent. We work hard together, but we have an awful lot of fun together too!" says Todd.

When Todd first obtained his license in 2004, it was initially to become a better informed real estate investor. This knowledge came in handy over the years as he and Selina acquired homes to renovate and sell, but, more often, to keep as rental investments. They frequently share their personal experiences with clients on the challenges of updating a home, managing investment properties, and identifying properties most likely to appreciate in value.

One of the experiences they say influenced their decision to go into real estate full time was when they assisted their daughter and son-in-law with their first home purchase in Texas. "The agent they selected was not especially helpful, engaged or competent. Because of our experience in real estate, we were instrumental in getting better representation from the agent. Seeing their frustration and concerns as first-time homeowners made us realize how much of a positive impact we could have if we focused our business on the representation of other first-time homebuyers."

Todd and Selina have embraced their role as trusted advisors to first-time homebuyers. "Our favorite part of being real estate agents is helping buyers understand their many options, guiding them through the purchasing process, and showing them how to compete and win in a challenging market. Sharing dreams with our clients for their futures and helping them to achieve those dreams is so very rewarding!"

Todd and Selina regard their clients as friends and establish a personal

relationship with them from the beginning. "We sit down over a good meal and educate them on the process of purchasing a home by thoroughly reviewing the contract and setting expectations for the process to make certain we are a good fit for each other. Since we spend a lot of time with our clients, we want to make a connection and ensure we will enjoy each other's company. Often, this ends up being the beginning of many new friendships."

Clients realize early on that Todd and Selina will go to any lengths to provide unparalleled personal service. They have been known to wedge themselves underneath a deck, a cramped crawl space or an attic to assess the pros and cons of various systems in the home. They are forthright and honest with their clients when they discuss the hard decisions they will need to make to get the optimum price in the current fast-paced market. They regularly loan out their pickup truck to help clients transport furniture or load it with boxes which are dropped off to help with moving preparations — sometimes even lending a hand to fill a few of those boxes.

And their commitment doesn't stop once they collect signatures at closing. Time after time, they have come to the aid of their clients after closing to meet with contractors, discuss designs or improvements, run out to their home at midnight when the water heater floods, or contact an HVAC

company to request assistance with a broken AC system in 90-degree weather.

The Delahantys add a warm, personal touch to the buying or selling process from start to finish. "Many of our clients arrive at their new home surprised by a homemade meal and a good bottle of wine. We also like to leave them with a starter kit of often forgotten items, such as toilet paper, paper towels, dishwashing soap, and a dish towel," details Selina. They become close with their clients and remain friends, attending housewarmings, barbecues, and baby showers. "I'm even on the first-call list for a client who is close to delivering her baby in case she is unable to reach her husband right away!" she adds.

Todd and Selina say that along with encouragement from several influential mentors at the Long & Foster Arlington office, the key driver for their success has been open houses. "We worked three to four open houses a week for the first year. We spent a great many Saturday and Sunday afternoons working within the community which has created an abundance of opportunity for us. We built our business on open houses, and now we continue to grow from client referrals."

Todd and Selina are both proud members of Long & Foster's Gold Team. Todd is a member of the NVAR's Multi-Million Dollar Sales Club and Residential Top Producer. In 2016, Selina placed second as Rookie of the Year for the Long & Foster Northern Virginia, West Virginia, and the Greater Washington, D.C., Region. The Delahanty Team had over \$9.6 million in closed sales for 2017, and they are on track for coming close to their 2018 goal of \$14 million.

The Delahantys are partners in business and partners in life — a perfect combination for success!



Photos by Howard Lansat Photography



Photos by Howard Lansat Photography

BENEFITS OF TRACKING YOUR REAL ESTATE WEBSITE ANALYTICS

By Wade Vander Molen



As a producing Realtor, there is a strong chance you have a website. Do you know how many people visited your site last week/month, how long they stayed on your site, and what they read? If the answer is “No” or “What are you talking about,” then there could be an issue. As a real estate agent, you spend time tracking the results of other methods of your marketing strategies. The same should apply for your online storefront – the real estate website. Over 90 percent of consumers (your friends, family and past clients) begin their home-buying/selling search on the internet. To know where you are going in terms of creating effective online content, you need to know where you’ve been and if it’s working! Tracking your website analytics might sound foreign, but don’t worry. Here is how to do it.

Set up a Google Analytics Account

Google Analytics is a freeway for Realtors to track their website analytics. It provides the ability to track everything related to

your real estate website in real time. Simply, go to <https://analytics.google.com> and log in with your Gmail account credentials. Next, provide Google Analytics your website URL, and you’re set!

From this point forward, any traffic your website receives from search engines, consumers clicking over from live links, or simply typing in your website URL will be tracked. This is important because if you are posting listings, blogs, videos, testimonials, and more to your website, it allows you to see which content and pages are most popular with your audience.

Right Content = Right People

It’s important to see how someone “discovers” your content, and what search phrases are being used to land on your site. It also tells if you are creating the right content to attract the right people. If a blog or video about “Buying Investment Properties” produces online traffic for a completely different topic, then you

know you are doing something incorrectly. A Google Analytics account will ensure that Realtors will be able to track their online content audience in real time.

Website Analytics Plugins

There are several good analytics plugins to install into your real estate website. If you use WordPress, here are three of the best. This allows your website stats to show in real time on the back-end of your site.

Google Analytics Dashboard
New StatPress
WP SlimStat

Takeaway

Taking the time to create content on your website is important. Making it grow to get more eyes to your business is what it’s about. Greater audience, the more likelihood of converting prospects to paying customers. Without tracking how consumers are getting to your website, what pages and content they are clicking on most, it’s difficult to know if you are creating the right content for your audience. Take the time to set up your Google Analytics account and install any of these website plugins to help create the most effective content marketing strategy possible.



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.



We all want to stand out among our competitors.



RMJ Home Inspections can help you stand out with your clients by:

- ✓ 24 hour online scheduling and Saturday inspections
- ✓ Realtor dashboard to download all your reports and tests all in one place.
- ✓ Thorough but non-alarmist language used on the inspection and the report.
- ✓ Buy Back Guarantee - If we miss anything our association will buy the house back for the full price within 90 days
- ✓ Free Concierge service - Call the toll free number and we will set up your clients utilities for free.
- ✓ Porch Home Assistant Gold - toll free number to call and get lock smiths, handymen, and any other\ home service with no hassle.

“RMJ Home Inspections did a thorough inspection, and along the way he was explaining to us different ways to maintain our home. He was very knowledgeable, I understand he was in the construction business which obviously is a plus. The detailed report was delivered via email shortly after the inspection with suggestions for repairs and maintenance. Thank you Mr. Parascand, it was a pleasure working with you!” -**Walid Ashoor**

571-353-1594
fairfaxvahomeinspector.com | rmjhomeinspections@gmail.com



*Some Restrictions Apply
www.nachi.org/buy.htm

HONORING

Honoring MILITARY VETERANS IN REAL ESTATE

November is National Veterans and Military Families Month.
NOVA Real Producers proudly presents Realtors® and their significant contributions as American service members, as well as their families and loved ones.

Name: BARRY CONSTANT
Company: Patriots Home Group

How long were you in the service and which branch?
Four years, U.S. Army.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.
Controlling airplanes.

What made you decide to pursue a career in real estate?
Helping other people.

Tell us about your real estate business. What are your most important successes?
Helping people achieve their dream of owning a home.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?
By learning leadership, focus and dedication to something larger than yourself.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.
Being a veteran and a real estate agent is a blessing. They both serve others.



Define success.
Living the life you were intended to live.

Do you have a favorite quote?
“Don’t talk about it, be about it.”



Name: BRETT KORADE
Company: Berkshire Hathaway Home Services Pen Fed Realty (BHHS-PenFed)

How long were you in the service and which branch?
Twenty-five years, Navy.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.
I am most proud that the sailors I led still reach out to me years later to seek counsel and advice. I began as a commercial fisherman in the family business on Long Island, NY. Four-year ROTC at RPI and then to flight school. I was fully qualified in four different aircrafts (E-2C, C-2A, FA-18A thru D, and C-12).

What made you decide to pursue a career in real estate?
As I was preparing to retire, I knew I did not want to fly for the airlines. One day my wife (who at the time had been an agent for almost 20 years) made a comment, “You know, of all the stories you tell about your career in the Navy, none of them are about flying off of aircraft carriers and chasing drug runners through

Central and South America and all the other cool stuff you did for the country – all the stories you tell are about the people you worked with, led, mentored, and counseled during periods of adversity. That’s really what a great real estate agent does. You should give it a try.”

Tell us about your real estate business. What are your most important successes?
My most important real estate successes always involve clients achieving and exceeding their goals. For me, the first step in every client relationship is helping them clarify what their goals are within the terms of what they are really trying to achieve. The property sale/purchase then simply becomes a mechanism through which they achieve those goals as we work together.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?
I finished my career in the Pentagon and on Capitol Hill as the Director of Legislative Affairs for the Navy Reserve. In that position, I was able to hone my ability to deliver a message in a way that connected most with a wide array of people each with differing areas of interest. Being able to do that with integrity and honor is unique.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.
During my career, I lost 18 friends who gave the ultimate sacrifice in defense of our great Constitution. When you experience that kind of loss and grief, you get broken. I am thankful to Jesus for working through many people in my life to pull me back together and away from the brink. My wife and I now use those experiences to coach engaged couples and to equip our clients for life – not just a real estate transaction.

Define success.
Choosing to stand up when you again find yourself face down on the gravel path of life.

Do you have a favorite quote?
“A man’s reach should always exceed his grasp, else what’s a heaven for?” – Robert Browning



Name: FRANCINE (CINÉ) WRIGHT
Company: eXp Realty®-Stafford, Virginia.

How long were you in the service and which branch?
April 1979-October 1995, U.S. Army Signal Corp; Training, Operations and Finance

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.
While attending basic training in Ft. Gordon, GA (home of the Signal Corp), I had been selected for my first assignment. I had no earthly idea for weeks about the selection other than I'd be in "holdover status" for 18 months pending my clearance. I was sent to Fort Belvoir Adjutant General's office where I remained until my orders arrived. While working at Fort Belvoir, I began learning how to process military ID cards, update and maintain personnel records, and other duties as assigned. Afterwards, I received my orders; I could report to my first official duty assignment, which took me to serving at the White House Communications Agency (WHCA). During this time, I supported two presidential campaigns, traveled, and learned far more than I could have ever imagined. After my six-year tour, I was reassigned and spent several more years at Fort Belvoir where I was fortunate enough to

22 • November 2018

begin training for my operations and financing career path. On the heels of some pretty amazing and influential people, they took me under their leadership to further mentor me into the proud soldier I continued striving to be! I am most proud of my "entire" military career. The gratitude and fulfillment that has, continues, and will follow me the rest of my life. I remain an active member and participant within our military communities through various affiliations, the National Association of Realtors®, Military Relocation Professional (MRP), and Veterans Association of Real Estate Professionals (VAREP).

What made you decide to pursue a career in real estate?
By pursuing a career in real estate, I am also able to apply my passion stemmed from my military career into real estate. I thoroughly enjoy learning, training and assisting others. Giving back in ways most may not truly understand. I pride myself in being my clients' go-to resource for all real-estate-related matters; simply sharing knowledge helps strengthen families, build upon their growth, and their financial legacies.

Tell us about your real estate business. What are your most important successes?
Being part of each and every one of my clients' journey, remaining actively involved after their transaction(s); continuing to strengthen legacies also donating my time and efforts into the communities I serve; that's what "success" feels and looks like for me.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?
Combining all of my years of military service allows me the opportunity to pour into every client; adding value, share experiences that are relatable; contribute from a place of "simplicity, sincerity, and mutual service-orient-

ed, passionate while remain authentically me!"

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.
Nothing is more gratifying than to follow the footprints of other women comrades who paved a way as a female soldier moving up through the ranks, learning as much as possible throughout my military career. One key element was always to learn, train and be all in everything I aspired. Serving my country prepared me for not only protecting our country, it also prepared me in numerous other ways, such as learning various cultures and how to adapt to many situations in life; it also allowed me to travel around the world. All of which I was able to incorporate and apply into the real estate industry, sharing these same attributes and values by educating and equipping my clients in being prepared with clarity to accomplish one of the largest purchases in one's life. Whether purchasing multiple times, downsizing, upsizing, selling or investing into real estate, all requires continuous training to remain proficient, remaining knowledgeable, efficient and effective. Training was and remains my number-one goal; empowering others throughout my military career afforded me every opportunity to continue those skills into my civilian life.

Define success.
Success for me is when everything comes together for the betterment of others no matter what industry or endeavor – then and only then are you able to embrace and label it "success."

Do you have a favorite quote?
"I am grateful for who I am. I will not wait to have a good day, I will make one. I cannot climb uphill thinking downhill thoughts. My every imperfection is uniquely perfect in its own way. I am blessed and highly favored, yes, I am happy with me!"



Name: DANIEL LESNIAK
Company: Orange Line Living, Keri Shull Team and Hyper Local, Hyper Fast

How long were you in the service and which branch?
U.S. Navy, Naval Academy from 1998-2002, and then submarine officer from 2002-2008.



Name: KATHRIN (KATY) DONOVAN
Contractor: Keller Williams-Leesburg

How long were you in the service and which branch?
Eight years, Army.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.
At 18 years old, I joined the Army right out of high school. I had no idea what I was getting into or what my future would hold, but I was sure it would be an amazing adventure. Like the rest of the world, I could have never imagined what would happen next, but the 9/11 terrorist attack happened while I was in basic

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.
I did four strategic deterrence patrols on a nuclear ballistic missile submarine. They lasted anywhere from 60 to 90 days. The camaraderie and bonds developed with the other officers and crew members during those times is something I will never forget.

What made you decide to pursue a career in real estate?
Being in the Navy helped me start buying homes at an early age because of the VA loan. So after doing it a few times for myself, I thought I would get my license. At first, I envisioned just having it for personal and investment use, but then my business took off quickly, and I left my job as a defense contractor.

Tell us about your real estate business. What are your most important successes?
In my first year, I quit my full-time job and sold over \$22 million. Although I run a large team now that sells over \$200 million a year, I still remember vividly how quickly I succeeded in my first year, and I went on to write a best-selling book (*The Hyper Local, Hyper Fast Real Estate Agent*) about how I did it.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?
The military taught me to have extreme discipline and how to focus on the mission or task at hand. That has helped me tremendously with my real estate business.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.
I think real estate is a great opportunity for active duty and veterans to build equity through homeownership. I love having the opportunity to connect with them to help them on that journey. I also love giving back to veteran-focused charities.

Define success.
Success is challenging yourself to improve in all areas of life. I focus on resisting the temptation to compare myself to others, but rather to compete with my own self.

Do you have a favorite quote?
"If it doesn't challenge you, it won't change you."

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?
The military taught me to have extreme discipline and how to focus on the mission or task at hand. That has helped me tremendously with my real estate business.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.
I think real estate is a great opportunity for active duty and veterans to build equity through homeownership. I love having the opportunity to connect with them to help them on that journey. I also love giving back to veteran-focused charities.

Define success.
Success is challenging yourself to improve in all areas of life. I focus on resisting the temptation to compare myself to others, but rather to compete with my own self.



Do you have a favorite quote?
"If it doesn't challenge you, it won't change you."

confidence that our satisfaction was the top priority. We also felt like we were pushed through the process quickly with very little explanation. I wanted to do it better and build a business using the values and respect I learned in the military. I wanted to build a partnership with my clients where they would have a great experience and would feel comfortable enough to recommend me to their friends and family.

Tell us about your real estate business. What are your most important successes?

My greatest success is each and every happy client I serve. I pride myself on the dedication and respect that I show to my clients. I provide the same care and work tirelessly no matter if my client is looking for a rental or a big home in the city. I strive to earn their respect by building a partnership founded on honesty, compassion, and hard work. I truly advocate for my clients, like they are family, throughout every portion of the experience.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?

There are two sayings that I think would resonate here: “Hurry up and wait” and “change is the only constant.” These are lessons I think anyone who served in the military or has worked as a realtor could understand. I feel like I had a head start in my career because of these universal lessons and the core values I learned

through the Army. Through my military experiences, I learned to have patience, listen carefully, and care deeply. These skills help me to build strong bonds with all my clients. Ultimately, my military experience has provided the foundation necessary for me to provide every client an exceptional real estate experience.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

I am proud to be a veteran and a realtor. I love being a part of the NOVA real estate family and have had so many great experiences with other real estate professionals. I look forward to working with all of you as we do our best to help our clients achieve their dreams.

Define success.

I believe success is the hug I get from the client who just bought their dream home, or the joy and relief expressed from the family I helped sell quickly so they can relocate to another job or duty station.

Do you have a favourite quote?

“I’ve learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.” – Maya Angelou



Name:
LARRY ASKINS
Company:
The Askins Real Estate Group at Keller Williams Capital Properties – Fairfax, VA, and Homes for Heroes NOVA affiliate

I am most proud of my military service as I was able to serve with so many true heroes dedicated to preserving our constitution and protecting our freedoms in many bizarre places around the world. I served as the Commander, Task Force 168.4.1 (I was the U.S. Naval Advisor to the U.S. Commander Berlin) behind the Iron Curtain in Berlin, Germany, from 1985-89 during the Cold War. It was exciting daily. I was in the audience when President Regan delivered his speech in West Berlin on June 12, 1987, repeatedly telling Mr. Gorbachev, to “Tear down that wall.” I also served in the Vietnam and Beirut, Lebanon, conflicts. I feel blessed to have served among true heroes who were willing to give their lives for our great nation (and many of my friends gave their all). So, it’s an honor to still be able to support the heroes who continue to serve.

What made you decide to pursue a career in real estate?

During a 27-and-a-half year military career, I made 19 Permanent Change of Station (PCS) moves. As I purchased homes during these moves, I quickly discerned the importance of finding a skilled and competent realtor after several unusual closings. My positive, and some not so positive, experiences with realtors and property investments were a major factor in my decision to become a realtor. By doing so, I have been able to share my knowledge to ensure veterans receive the best real estate experience possible. Serving in the military instilled in me a life of commitment to serve and help others.

Tell us about your real estate business. What are your most important successes?

I became the First HFH affiliate in Virginia, which means I give veterans who are buying, selling, or investing in a home 25 percent of my commission. In the past few years, the AG

has served almost 100 heroes, which means we’ve given back close to \$400,000, while this amount continues to increase each month. Additionally, I have helped soldiers, marines, and sailors purchase a home while they were deployed to Afghanistan. They reach out to me and requested that I find them a home while there are still in Afghanistan. I send photos or Skype with them while they are deployed. It’s exciting that they trust me enough to write an offer on a home, have it inspected for them, and ensure the home closes just after they return from their deployment. And, I’m also proud to serve our PTSD veterans through being a member of the Fairfax Court Veteran Mentor Program. Furthermore, I’ve been blessed to be on the Agent Leadership Council in KWCP-Fairfax.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?

At the Aviation Officer Candidate School (AOCS) in Pensacola, FL, our U.S. Marine Corps drill instructor pushed us to the maximum limits physically and mentally in order for us to be able to deal with any situation. Having spent over 18 years overseas, I negotiated with many senior officials in foreign governments to resolve numerous sensitive and critical situations, at times resulting in the savings of millions of dollars to the USG. These experiences enable me to skillfully handle and negotiate in any situation for my clients, which leads to my continuous 96 percent referral rate in growing my business.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

Having worked over 37 years serving with and supporting veterans has made me realize to exist just for yourself is meaningless. I achieve the most satisfaction when I feel related to a greater purpose in life, which is something much greater than myself. Some may equal the service I provide veterans, but no one can exceed what I do.

Define success.

Success evolves in each step of one’s career. As I get older, I’ve discovered that the greatest meaning of success, at present, comes from being dedicated to creating meaningful lives, careers, and communities through real estate.

Do you have a favorite quote?

T. E. Lawrence: “All men dream, but not equally. Those who dream by night in the dusty recesses of their minds wake in the day to find that it was vanity; but the dreamers of the day are dangerous men, for they may act on their dreams with open eyes, to make them possible.”



Name: MARLENE HALL
Company: eXp Realty

How long were you in the service and which branch?

Eight years, Air Force.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

I’m proud of my ability to

help others be the best they can be in their careers. I’m proud I got to defend our nation stateside and overseas in Korea and Germany. You are on duty 24/7, and how you comport yourself reflects on the United States.

What made you decide to pursue a career in real estate?

I was a personnel officer in the Air Force, and it easily translated into real estate. I love how I can help people, I love I can use my natural ability to connect others to resources. I worked on several flight lines so I would go out to the airmen on the flight line vs. sitting in my office, and that helped me connect and help them. Real estate is the same ... I get to go out and help people with buying homes.

Tell us about your real estate business. What are your most important successes?

There are many successes, getting that first deal done, under contract with four different offers and selling it with a cash offer! Selling a home before hitting the market was also huge. Growing into a passionate and educated agent and working for myself has been the greatest success of all! Also, taking good care of my clients and hearing how grateful they are for my help means the world to me.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?

I have a strong sense of service to my clients and to myself to be the very best I can be. To do the best job possible for my clients and keep on learning in order to be the best at my job.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

With the military, we can find ourselves in life-or-death situations. I come from that thought process that things need to be right or it could be catastrophic. This mentality is behind me doing an excellent job for my clients as I do not want anything to go wrong or for them to get hurt by the real estate process. It’s

a weird analogy, but it works. I have a strong sense of urgency I learned from the military so I do not lose out on opportunities for my clients. I'm also very competitive thanks to my military and sports background, which lends very well to real estate skills. I'm pretty fearless.

Define success.

Success is leaving behind a positive legacy. It means having the freedom to live the life the way I feel fit. It means doing an excellent job for my clients.

Do you have a favorite quote?

“Best way to predict your future is to create it.” – Abraham Lincoln



Name: MICHAEL BAFFA

Company: KMC Homes LLC (Keller Williams Realty Arlington Metro Center)

How long were you in the service and which branch?

Just under four years in the Army.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

I was a high school drop-out at 16 years old, and my life was quickly falling apart. At the age of 17, I made the best decision for myself at the time – join the Army. Joining the military saved my life; it gave me direction, financial stability, and purpose. I come from a military family, so serving was something I was extremely proud to do. During my service, I was stationed in Anchorage, AK. Upon assignment, I was disheartened to be so far from family, yet this propelled me to a new level of independence at such a young age. During my three-and-a-half-year assignment, I also spent 12 months in Afghanistan.

What made you decide to pursue a career in real estate?

After separation from the Army, I had no idea what I wanted to do with my life. With the skills I had from the military, I found myself in Baghdad, Iraq, working for the State Department doing dignitary protection. After leaving Baghdad, I received my Bachelor in Business Administration and found myself working in inside sales for a local agent, and this is where I met my now partner, Katie. Eventually, Katie and I created KMC Homes.

When searching for a career outside of my military experience, it was important that I still had the opportunity to help people and have the ability to live a life by design. In real estate, I have the opportunity to help people make the largest and most meaningful purchase of their entire lives, purchase a home where decades of family memories will be formed, and I get to provide a positive impact in this process as a career. I also get to serve the men and women I once stood next to in the military.

Tell us about your real estate business. What are your most important successes?

Once we created KMC Homes, it was important that we found a way to give back to our local hero community. We developed the Fairfax County Hero Program. With this program, we created a network of heavily vetted vendors that all provide discounts and exceptional levels of service to make home buying and selling as enjoyable, and affordable as possible. This program has been a great success for our company and our local heroes. Our

heroes include active duty, veterans, firefighters, law enforcement, teachers, and medical professionals. The core of our business is building strong relationships with everyone we interact with so we can truly create a positive impact on our community.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?

Loyalty, duty, respect, selfless service, honor, integrity, and personal courage. Those are the Army values. Each and every one of these values are necessary to create the most impactful and successful real estate business.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

There are currently thousands of service members currently dealing with the challenges transitioning to the civilian job market. Real estate provides an affordable, fulfilling, and challenging career for any aspiring entrepreneur.

Define success.

Success is subjective. We all have different goals and capabilities. Success is defined by your ability to wake up every day and live life to your fullest potential. Put 100 percent into whatever makes you happy, and you will live a successful life.

Do you have a favorite quote?

“A little imagination combined with massive action goes a long way.” – Grant Cardone



Name: MARY BETH
EISENHARD
Company: Long &
Foster

How long were you in the service and which branch?

Four and a half years,
U.S. Army officer.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

I was the S-1 Adjutant of 522 Military Intelligence Battalion, 2d Armored Division in Fort Hood, Texas. I was also one of the FIRST female officers pregnant on active duty in 1980 (my first child was born in 1981). Back then, the military didn't know what to do with pregnant officers! I also compiled two "Jody call books" for 2nd Armored Division in 1980 and 1982.

What made you decide to pursue a career in real estate?

Service to others; service above self.
Taking care of people.

Tell us about your real estate business. What are your most important successes?

I started real estate three times over – first in Southern California (1993-2000); then in Huntsville, AL (2000-2003); and I joined L&F in 2003. So I have re-invented myself three times. I've sold over 1,000 homes in my 25 years of business. My biggest successes are the great people I have been able to serve who have become great advocates of our business and referred us many times over, and my daughter, Katie, who joined me in this business 15 years ago.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?

You have a deeper appreciation for
the military family that is moving

every three to four years (been there, done that). I know the struggles of being not just an Army officer, but a wife of an Army officer – who had to be single mom when dad would be out in the field or on assignment. I have a better understanding of the word “service to others” because that is what being in the military is about, and that applies in real estate.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

Define success.

To live a good life, help other, and make an impact on not just your family, but the people and the community you get to serve.

Do you have a favorite quote?

“Nobody cares how much you know
until they know how much you care.”

\$45 OFF

Your first listing is only \$150 when you mention this ad!





LISTING & BUYER PACKAGES

- Listing Administrative Service
- RES Standard Contract To Close Services
- RES PLUS Contract to Close Service
(includes offer preparation)



CONSULTING PACKAGES

- Database Clean Up
- Lead Management and Follow-Up Plans
- Customized Systems Implementation Plans



MARKETING PACKAGES

- Listing Marketing
- Social Media and Blogging Packages
- Customized Marketing Plans Available

Scalable
RESolutions

We get in front of your paperwork
so you can get in front of your clients

Transaction Coordination | Consulting | Marketing

WHAT ARE OUR CLIENTS SAYING?

"Alicia knows what she's doing and has good systems in place to keep your contracts on track. She is proactive and gets things done right. I love working with her."
- Jessica

"Alicia is very detail oriented and always keeps me and all my transactions on point. I honestly don't know how I survived before without her." - Christy

CALL US TODAY!



Alicia Brown, CEO
(571) 445-4737
info@scalableres.com
www.scalableres.com





THE CHARLESTON

MODERN LIVING REIMAGINED:
YOU DREAM IT. WE BUILD IT.
DESIGN+BUILD WITH CLASSIC COTTAGES



THE FILLMORE



THE RALEIGH



THE BALTIMORE



CONTACT US TODAY

SALES@CCOTTAGES.COM | 703-397-8634

WWW.CCOTTAGES.COM



DESIGN+BUILD:
IMAGINE THE
POSSIBILITIES

NOVA REAL PRODUCERS NOVEMBER 9, 2018 FIRST ANNUAL MASTERMIND

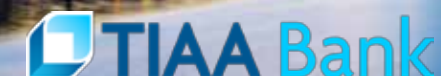
Fort Myer Joint Base, Patton Hall, 214 Jackson Ave.,
Arlington, VA 22211

Over \$5 billion in production speaking at this exclusive event

FEATURES:

- Great lunch
- Raffles and recognition
- Live Band
- Audience Interaction

PROUDLY SPONSORED BY:



TOPICS

- Lead generation
- Systems
- Talent Acquisition
- Talent retention



LILIAN JORGENSON

2017 Sales Volume: \$63M
2018 YTD: \$38M
2018 Projections: \$60M
“If it is to be, it is up to me.”
— William H Johnsen



KERI SHULL

2017 Sales Volume: \$217M
2018 YTD: \$218.7M
2018 Projections: \$425M
“If your why is strong enough, you will figure out how!” — Bill Wash



DAMON NICHOLAS

2017 Sales Volume: \$49.7M
2018 YTD: \$45M
2018 Projections: \$60M
“Whether you think you can, or you think you can’t, you’re right.” — Henry Ford



BRAD KIGER

2017 Sales Volume: \$22M
2018 YTD: \$29.9M
2018 Projections: \$45M
“Don’t let small thinking cut your life down to size. Think big, aim high, act bold.”
— Gary W. Kelle



SUE GOODHART

2017 Sales Volume: \$108M
2018 YTD: \$107M
2018 Projections: \$135M
“If you don’t like something, change it; if you can’t change it, change the way you think about it.” — Mary Engelbreit



CHRISTY BELT BROSSMAN

Owner of Ops Boss Coaching
Has trained over 1,600 assistants across North America.
As COO of The Belt Team, she helped lead the team to over \$1 billion in sales.



BROTHA JAMES

TedX Speaker
One-hundred percent passive income
Business owner and talented musician
Will help facilitate the Mastermind.

For more info, email events@novarealproducers.com.



JD Callander

Living with Intention — A Calling to Help Others

Photos by Howard Lansat Photography

For JD Callander, of JD Callander & Associates, Weichert, Realtors®, becoming a real estate agent was more of a calling than a career change.

Before switching to real estate, JD spent several years with the research faculty in geriatric medicine at Georgetown University. In the midst of a successful academic career, she realized that a change would provide an opportunity to develop a life that was based more on intention and could more fully align her life beliefs with her desire to be a trusted advisor and personal advocate. “I spent a great deal of time understanding my passions, gifts, and talents to determine how best to pursue my calling to help others – real estate was it!”

JD began her real estate career in 2003, applying her research skills from her graduate education toward the analytic skills needed to study the real estate market and the economy. JD has a Bachelor of Arts in Psychology and a Bachelor of Arts in Linguistics from the University of Massachusetts, as well as a master’s degree in cognitive sciences from McGill University in Montreal, Canada. She also completed coursework at Georgetown University for a Ph.D. in Philosophy.

JD says the most rewarding part of her business is knowing she is making a difference in the life of another person. “Real estate provides me the opportunity to impact the lives of others positively. I am trained in psychology and love using this knowledge to help my clients sift through their needs and desires. I feel I am uniquely able to support and advocate for my clients. I also have enjoyed designing business structures and knowing that, no matter what, I can find a solution. Business strategy, negotiation strategy, and problem-solving are all things I find highly rewarding. It brings me great joy!”

With more than 15 years in real estate, JD has built a reputation of integrity and respect in the industry. “I would say that what sets me apart is that I bring a different level of compassion, analytics, listening, and kindness for each client and set up a strategy which supports them in achieving their goals.” JD’s sales numbers reflect that formula for success. Her total career volume is more than \$860 million, and her 2017 total volume was nearly \$84 million. Her awards and accolades are numerous, including being recognized

as Weichert, Realtors® No. 1 Agent Companywide, as well as the Weichert Chairman of the Board Club Award recipient for 11 years in a row. She has been named among the top 1 percent of realtors nationwide and in NVAR’s Multi-Million Dollar Sales Club for multiple years.

The most valuable piece of advice JD would offer new agents is to “always keep trying and never give up,” she emphasizes. She strongly recommends that new agents write a business plan. She notes studies have shown companies with a written business plan are far more successful. “Also, when starting a team, it is essential to write a job description for each position you hire.”

For seasoned agents, JD says it is imperative to strive to maintain a work/life balance. “The first step in managing my work/life balance is understanding my priorities. I rank and order these in terms of importance and block time accordingly. I am called to love others and driven to impact the lives of others through both my work and personal life. Real estate helps me achieve my dreams and goals of transforming the lives of other people. It has sustained my life mission to be able to give back to the community I live in and be a donor to numerous charities I care about.” JD adds that she and her company enthusiastically support several charities, including Families for Private Adoption, Planned Parenthood, National Wildlife Federation, Sierra Club Foundation, Habitat for Humanity, and Wounded Warriors. JD is also committed to being actively engaged in her community, serving as a parent volunteer at several area schools, and is a member/volunteer for the Highlands Swim and Dive Club, and Falls Church Episcopal Church.

JD has lived in Northern Virginia for 30 years, but she is originally from Boston. Her father was a professor at Harvard before becoming an entrepreneur, and her mother was an educator. They instilled in their children the importance of hard work and obtaining a good education. “I’m so fortunate to have had them as parents. I



From left to right: Roger Cockrell, Gretchen Fearey, JD Callander, Christy Cipicchio, Michele McQuay, and Ed Blanchard



believe life is a journey of continuous learning and development. They ignited my passion for knowledge but also taught us to enjoy the fun things in life.”

Family is vital to JD. She and her husband, Neal Callander, have three adult children (Aly, Grace, and Scott) and two young grandchildren (Jace and Jocelyn). “I love my family! I met my husband when we were in college. He has supported me so completely in this business. After leaving a faculty position at UVA, he eventually became a stay-at-home dad. I am very proud of my husband and my children.” JD makes it a priority to connect with those she loves in meaningful ways and enjoys being active, whether it’s hiking, swimming, kayaking, or cycling.



When asked what has been the reason for her success, she mentions there is not one particular thing she would specify. “It’s a set of life principles that come together. These principles include integrity, priorities, kindness, mindfulness, creativity, listening, and strategic thinking.”

One of her favorite quotes is by Wayne Dyer: “Doing what you love is the cornerstone of having abundance in your life.” For JD, that is the true definition of success. “It’s about how you live each moment. If you live by intention and are compassionate to the people you interact with, you will find joy in each day.”

Thankful to be a top choice among Realtors



Local, Long Distance & International Specialist



DMVs Top Rated Mover
for Over 40 Years

Short/Long-term Storage
State-of-the-art Storage Facilities

*Call us today for your
Complimentary
Estimate!*





703-560-8600 | 800-683-6683
www.townandcountrymovers.com



HAVE JUNK? WE CAN HELP!

IT'S AS EASY AS POINT AND PICK UP

Just point to the junk and let uniformed **123JUNK** drivers pick it up. We load, haul and dispose of your junk responsibly using the eco-friendly **1-2-3 Disposal Process** everyone's talking about.



1 - DONATE



2 - RECYCLE



3 - DISPOSE

NO-BRAINER PRICING

123JUNK charges a flat fee based on **volume**. Fuel, labor, disposal fees, donation deliveries—it's all in there, and you'll know the price before we begin. We'll even provide receipts for tax-deductible donations!

123JUNK
JUNK REMOVAL MADE SIMPLE

800-364-5778
WWW.123JUNK.COM

Proudly Serving DC, MD & VA



Experience the Difference



PEDE MORTGAGE TEAM
— PROFESSIONAL MORTGAGE ADVISORS —

POWERED BY



FIRST HOME
MORTGAGE

TODD PEDE • BRANCH SALES MANAGER • FIRST HOME MORTGAGE
443-764-7648 • tpede@firsthome.com • www.toddpede.com • NMLS ID 846737



TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Sept. 30, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Keri Shull	Optime Realty	90.5	\$60,545,340	176	\$108,707,997	266.5	\$169,253,337
2	Debbie Dogrul	Long & Foster Real Estate	184	\$103,992,167	104	\$53,414,249	288	\$157,406,416
3	Sarah Reynolds	Keller Williams Realty	183.5	\$92,003,989	85	\$41,315,029	268.5	\$133,319,018
4	Sue Goodhart	Compass	68	\$58,695,700	48	\$39,637,050	116	\$98,332,750
5	Phyllis Patterson	TTR Sotheby's International	54.5	\$44,977,000	47	\$36,821,365	101.5	\$81,798,365
6	Melissa Larson	Real Living Reserve Realtors	26	\$32,952,989	29	\$36,869,242	55	\$69,822,231
7	Jennifer Young	Keller Williams Realty	100	\$46,845,406	30	\$14,246,700	130	\$61,092,106
8	Brian Wilson	Keller Williams Realty	105	\$57,921,393	4	\$2,726,750	109	\$60,648,143
9	Martin Alloy	SMC Real Estate Corp.	85	\$41,231,176	35	\$17,003,460	120	\$58,234,636
10	Janet Callander	Weichert	43	\$40,504,501	17	\$17,249,388	60	\$57,753,889
11	Bruce Tyburski	RE/MAX Executives	48.5	\$27,663,504	51	\$29,654,325	99.5	\$57,317,829
12	Jennifer Walker	McEneaney Associates	42	\$27,798,180	40	\$28,766,594	82	\$56,564,774
13	Cynthia Schneider	Long & Foster Real Estate	68.5	\$34,581,674	39	\$20,601,727	107.5	\$55,183,402
14	Jean Garrell	Keller Williams Realty	42.5	\$32,011,850	26	\$17,869,439	68.5	\$49,881,289
15	Khalil El-Ghoul	Glass House Real Estate	24	\$14,193,100	48	\$33,387,300	72	\$47,580,400
16	Laura Mensing	Long & Foster Real Estate	26.5	\$31,513,001	18	\$14,343,699	44.5	\$45,856,700
17	Damon Nicholas	Coldwell Banker Residential	54	\$32,443,650	19	\$12,081,150	73	\$44,524,800
18	Tom Francis	Keller Williams Realty	22	\$31,047,717	15	\$13,393,642	37	\$44,441,359
19	Anthony Lam	Redfin Corporation	0	\$0	56	\$43,033,690	56	\$43,033,690
20	Elizabeth Twigg	McEneaney Associates	25.5	\$29,815,278	12	\$12,753,000	37.5	\$42,568,278
21	Carla Brown	Toll Brothers Real Estate .	68	\$38,766,212	3	\$2,770,000	71	\$41,536,212
22	James Nellis	Keller Williams Fairfax Gateway	38	\$19,063,200	42	\$22,060,562	80	\$41,123,762
23	Dianne Van Volkenburg	Long & Foster Real Estate	20.5	\$27,626,948	8	\$13,492,948	28.5	\$41,119,896
24	Marianne Prendergast	Washington Fine Properties	18	\$22,774,000	12	\$17,995,214	30	\$40,769,214
25	Elizabeth Lucchesi	Long & Foster Real Estate	29	\$22,296,430	22	\$16,793,455	51	\$39,089,885
26	Terry Belt	Keller Williams Realty	22.5	\$21,462,000	23	\$17,097,263	45.5	\$38,559,263
27	Lilian Jorgenson	Long & Foster Real Estate	21.5	\$28,175,000	10	\$10,186,455	31.5	\$38,361,455
28	Irina Babb	RE/MAX Allegiance	44	\$25,200,900	19	\$12,219,500	63	\$37,420,400
29	Roy Kohn	Redfin Corporation	64.5	\$35,782,788	2	\$1,420,000	66.5	\$37,202,788
30	Gregory Wells	Keller Williams Realty	38	\$25,571,200	15	\$11,583,000	53	\$37,154,200
31	Raymond Gernhart	RE/MAX Allegiance	27	\$13,446,732	44	\$23,442,026	71	\$36,888,758
32	Fouad Talout	Long & Foster Real Estate	8	\$29,716,200	4	\$5,869,500	12	\$35,585,700
33	Christopher White	Long & Foster Real Estate	35	\$25,145,618	16	\$10,126,418	51	\$35,272,036
34	Kimberly Spear	Keller Williams Realty	39	\$22,694,820	25	\$12,335,290	64	\$35,030,110
35	Brian MacMahon	Redfin Corporation	22.5	\$12,389,288	35	\$22,583,050	57.5	\$34,972,338

TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Sept. 30, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
36	Piper Yerks	Washington Fine Properties	8.5	\$16,862,500	6	\$17,490,000	14.5	\$34,352,500
37	Michael Putnam	RE/MAX Executives	42	\$17,775,598	35	\$16,014,886	77	\$33,790,484
38	Scott MacDonald	RE/MAX Gateway	41	\$27,614,890	10	\$5,620,650	51	\$33,235,540
39	Paul Thistle	Take 2 Real Estate	32	\$14,832,290	28	\$17,665,153	60	\$32,497,443
40	N. Casey Margenau	Casey Margenau Fine Homes	19	\$27,457,400	5	\$4,747,500	24	\$32,204,900
41	Peter Braun	Long & Foster Real Estate	28	\$15,359,326	22	\$15,961,300	50	\$31,320,626
42	Bichlan DeCaro	Westgate Realty Group	13	\$8,478,000	41	\$22,768,993	54	\$31,246,993
43	Dina Gorrell	Redfin Corporation	54	\$29,818,228	2	\$1,107,000	56	\$30,925,228
44	Robert Ferguson	RE/MAX Allegiance	22	\$17,452,700	13	\$12,486,000	35	\$29,938,700
45	Megan Fass	FASS Results .	9.5	\$7,892,150	26	\$21,817,600	35.5	\$29,709,750
46	Kay Houghton	Keller Williams Realty	32	\$13,713,267	30	\$15,773,001	62	\$29,486,268
47	Theresa Valencic	Long & Foster Real Estate	13	\$19,739,500	5	\$9,312,500	18	\$29,052,000
48	Barbara Beckwith	McEneaney Associates	14.5	\$20,751,000	5	\$8,075,435	19.5	\$28,826,435
49	John Shafran	Yeonas & Shafran Real Estate	8	\$20,874,273	4	\$7,823,900	12	\$28,698,173
50	Kevin Samson	Samson Properties	30	\$23,180,350	5	\$4,737,900	35	\$27,918,250
51	Venugopal Ravva	Maram Realty	4.5	\$1,396,500	46	\$25,791,559	50.5	\$27,188,059
52	Dean Yeonas	Yeonas & Shafran Real Estate	10	\$16,253,650	6	\$10,722,623	16	\$26,976,273
53	Paramjit Bhamrah	Redfin Corporation	46	\$25,299,199	1	\$1,299,999	47	\$26,599,198
54	Erin Jones	Keller Williams Realty	27	\$12,477,815	31	\$14,050,050	58	\$26,527,865
55	Karen Close	Century 21 New Millennium	18	\$19,062,242	8	\$7,409,700	26	\$26,471,942
56	Akshay Bhatnagar	Virginia Select Homes .	3	\$1,324,900	47	\$25,113,881	50	\$26,438,781
57	Eve Weber	Long & Foster Real Estate	25.5	\$16,075,000	19	\$10,340,288	44.5	\$26,415,288
58	Lex Lianos	Compass	23.5	\$17,698,880	14	\$8,666,808	37.5	\$26,365,688
59	Victoria(Tori) McKinney	Keller Williams Realty	13	\$10,938,500	19	\$15,225,900	32	\$26,164,400
60	Ashley Leigh	Linton Hall Realtors	42.5	\$17,898,733	16	\$7,819,194	58.5	\$25,717,927
61	Irene deLeon	Redfin Corporation	49.5	\$24,658,300	2	\$1,035,000	51.5	\$25,693,300
62	Patricia Ammann	Redfin Corporation	5	\$2,389,500	41	\$23,233,500	46	\$25,623,000
63	Billy Buck	William G. Buck & Assoc.	16	\$11,360,322	15	\$14,140,717	31	\$25,501,040
64	Brad Kiger	Keller Williams Realty	27	\$18,143,850	13	\$6,757,250	40	\$24,901,100
65	Patricia Stack	Weichert	20.5	\$16,497,000	10	\$8,276,500	30.5	\$24,773,500
66	Lenwood Johnson	Keller Williams Realty	32	\$12,225,500	37	\$12,511,829	69	\$24,737,329
67	Carol Hermandorfer	Long & Foster Real Estate	26	\$19,285,350	9	\$5,263,450	35	\$24,548,800
68	Joan Stansfield	Keller Williams Realty	22	\$17,148,600	11	\$7,357,754	33	\$24,506,354
69	Vicky Noufal	Pearson Smith Realty	26	\$16,136,400	11	\$8,357,150	37	\$24,493,550
70	Jeremy Browne	TTR Sotheby's	18	\$12,376,400	14	\$12,106,005	32	\$24,482,405

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
71	Kevin Carter	RE/MAX Select Properties	16	\$9,543,046	23	\$14,898,346	39	\$24,441,392
72	Raghava Pallapolu	Fairfax Realty	5	\$2,093,000	34	\$22,181,438	39	\$24,274,438
73	Aaron Podolsky	Keller Williams Realty	24	\$14,843,800	12	\$9,429,421	36	\$24,273,221
74	Rheema Ziadeh	Redfin Corporation	48.5	\$23,504,587	1	\$570,000	49.5	\$24,074,587
75	Laura Schwartz	McEneaney Associates	15	\$9,173,250	20	\$14,887,649	35	\$24,060,899
76	Debbie Kent	Cottage Street Realty	42	\$21,647,399	4	\$2,295,000	46	\$23,942,399
77	Marlene Baugh	Long & Foster Real Estate	21	\$15,251,530	10	\$8,587,500	31	\$23,839,030
78	Diane Schline	Century 21 Redwood Realty	13	\$7,888,600	18	\$15,585,900	31	\$23,474,500
79	Bradley Kintz	Long & Foster Real Estate	42.5	\$20,082,550	4	\$3,204,750	46.5	\$23,287,300
80	Patricia Fales	RE/MAX Allegiance	21	\$15,196,400	11	\$7,895,462	32	\$23,091,862
81	Ahmed Nadim	SquareSOLD	35	\$18,971,950	6	\$4,042,500	41	\$23,014,450
82	Christine Rich	Long & Foster Real Estate	13	\$11,714,006	11	\$11,210,500	24	\$22,924,506
83	Christopher Craddock	Keller Williams Realty	22.5	\$9,708,155	29	\$13,189,199	51.5	\$22,897,354
84	Matthew Elliott	Keller Williams Realty	23	\$11,348,450	21	\$11,462,075	44	\$22,810,524
85	Danilo Bogdanovic	Redfin Corporation	44	\$21,394,000	2	\$1,321,535	46	\$22,715,535
86	Jin Chen	Pearson Smith Realty	8	\$3,833,400	34	\$18,392,140	42	\$22,225,540
87	Kelly Gaitten	Berkshire Hathaway	23	\$14,662,300	9	\$7,510,500	32	\$22,172,800
88	Constantine Anthony	Pearson Smith Realty	25.5	\$14,035,496	13	\$7,943,912	38.5	\$21,979,408

Disclaimer: Information based on reported numbers to MLS as of October 5, 2018. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. If you had any sales outside of the NOVA Real Producers service area (Alexandria, Arlington, Fairfax, Falls Church, Loudoun, and Prince William counties), that could also account for a discrepancy. NOVA Real Producers does not compile this data nor claim responsibility for the stats reported to/by MLS. Data may vary up to 3 percent.



Professional Service • Competitive Products
Local Decision Making • Great Rates



The Early Team
Executive Vice President
NMLSR# 698683
301-332-2184
rearly@monarch1893.com
monarch1893.com/rearly
600 Jefferson Plaza, Suite 305
Rockville, MD 20852



Company NMLS#448992  Member FDIC

TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Sept. 30, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
89	Kendell Walker	Redfin Corporation	16	\$6,341,700	31	\$15,609,686	47	\$21,951,386
90	Benjamin Heisler	Pearson Smith Realty	27	\$12,892,684	17	\$9,030,583	44	\$21,923,267
91	Bradley Wisley	Berkshire Hathaway	37	\$20,538,605	4	\$1,372,500	41	\$21,911,105
92	Dennis Lee	Douglas Realty of Virginia	9	\$3,535,000	41	\$18,326,200	50	\$21,861,200
93	Mickey Glassman	RE/MAX Premier	31	\$16,932,600	9	\$4,902,760	40	\$21,835,360
94	Lisa Smith	Pearson Smith Realty	26	\$16,908,812	9	\$4,914,750	35	\$21,823,562
95	Angela Kaiser	Redfin Corporation	3	\$1,199,000	34	\$20,544,050	37	\$21,743,050
96	Bhavani Ghanta	Long & Foster Real Estate	2	\$847,500	33	\$20,870,955	35	\$21,718,455
97	Ahmad Ayub	Redfin Corporation	0	\$0	42	\$21,665,022	42	\$21,665,022
98	Natalie McArtor	Long & Foster Real Estate	26.5	\$13,601,250	14	\$7,946,158	40.5	\$21,547,408
99	Elizabeth Kovalak	Keller Williams Realty	17	\$8,580,500	24	\$12,895,668	41	\$21,476,168
100	David Moya	Keller Williams Realty	15	\$10,382,625	14	\$11,021,200	29	\$21,403,825
101	Timothy Pierson	Keller Williams Realty Falls	15	\$7,309,000	27	\$14,019,971	42	\$21,328,971
102	Cristina Dougherty	Long & Foster Real Estate	26.5	\$14,410,650	11	\$6,899,500	37.5	\$21,310,150
103	Dina Azzam	RE/MAX Select Properties	17.5	\$9,973,900	19	\$11,292,385	36.5	\$21,266,285
104	Michael Webb	RE/MAX Allegiance	14	\$7,709,388	27	\$13,338,588	41	\$21,047,976
105	John Spahr	Long & Foster Real Estate	1.5	\$20,450,000	1	\$572,000	2.5	\$21,022,000
106	Christine Richardson	Weichert	21	\$11,889,900	15	\$9,114,900	36	\$21,004,800
107	Sean Ragen	Keller Williams Realty Falls	30	\$18,996,322	4	\$1,935,000	34	\$20,931,322
108	Kevin LaRue	Century 21 Redwood Realty	26	\$13,571,700	11	\$7,335,882	37	\$20,907,582

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
109	Jessica Richardson	Compass	13.5	\$10,653,030	12	\$10,213,230	25.5	\$20,866,260
110	Margaret Czapiewski	Keller Williams Realty	34.5	\$14,404,850	16	\$6,267,500	50.5	\$20,672,350
111	Jack Work	RE/MAX Preferred Prop.	21	\$12,105,800	13	\$8,234,400	34	\$20,340,200
112	Wes Stearns	M. O. Wilson Properties	30	\$15,699,465	9	\$4,609,475	39	\$20,308,940
113	Michelle Sagatov	Washington Fine Properties	13.5	\$12,365,004	9	\$7,922,300	22.5	\$20,287,304
114	Tracy Dillard	Compass	12	\$12,076,500	8	\$8,143,000	20	\$20,219,500
115	Daan De Raedt	RE/MAX Allegiance	33	\$14,703,200	11	\$5,479,900	44	\$20,183,100
116	A. Casey O'Neal	RE/MAX Allegiance	25	\$15,167,333	10	\$4,939,657	35	\$20,106,990
117	Spencer Marker	Long & Foster Real Estate	30	\$16,012,000	8	\$4,036,100	38	\$20,048,100
118	Deborah Frank	Deb Frank Homes	29.5	\$18,769,400	2	\$1,205,000	31.5	\$19,974,400
119	Sarah Harrington	Long & Foster Real Estate	18	\$13,986,500	8	\$5,945,500	26	\$19,932,000
120	Patrick O'Keefe	RE/MAX Gateway	12	\$9,229,135	14	\$10,452,200	26	\$19,681,335
121	Marilyn Brennan	Long & Foster Real Estate	19	\$10,308,900	13	\$9,260,595	32	\$19,569,495
122	Jennifer Thornett	Washington Fine Properties	6.5	\$12,669,750	3	\$6,885,011	9.5	\$19,554,761
123	Colette LaForest	Redfin Corporation	40.5	\$18,918,060	1	\$586,000	41.5	\$19,504,060
124	Colleen Coopersmith	McEneaney Associates	4.5	\$5,099,750	10	\$14,342,250	14.5	\$19,442,000
125	Deborah Shapiro	TTR Sothebys International	7.5	\$10,757,250	6	\$8,543,500	13.5	\$19,300,750

Disclaimer: Information based on reported numbers to MLS as of October 5, 2018. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. If you had any sales outside of the NOVA Real Producers service area (Alexandria, Arlington, Fairfax, Falls Church, Loudoun, and Prince William counties), that could also account for a discrepancy. NOVA Real Producers does not compile this data nor claim responsibility for the stats reported to/by MLS. Data may vary up to 3 percent.



stewart title
Real partners. Real possibilities.™



*Taking Your Business
to New Heights!*

Stewart Title
10505 Judicial Drive Ste 300, Fairfax, VA 22030
480-203-6452 • www.DCTitleGuy.com

At Stewart, honesty and integrity aren't just words – they're the basis for the way we've always done business, and always will. From title insurance, to closing and escrow services, to mortgage industry offerings, we offer the expertise and solutions our customers need. Want to grow your business? Ask us about our offline and online marketing tools that help our clients gain exposure and do more transactions! At Stewart Title, we have you covered!

**Offices To Serve You in
Virginia, Maryland, and D.C.**

Fairfax • Reston
Washington, D.C.
Frederick • Rockville
Crofton • Towson



Wade Vander Molen
wvander@stewart.com



**JK MOVING
SERVICES**

When you choose JK Moving Services, you'll be working with an international relocation leader who's moved U.S. presidents, Fortune 500 companies, and hundreds of thousands of families—a company with more than 17.5 million cubic feet of secure storage space and our own modern fleet of GPS enabled vehicles.

Trust your household goods to the residential mover of diplomats and presidents—and enjoy VIP service from door to door.

MOVING CAN BE STRESSFUL. WE MAKE IT EASIER.
What matters most to you, matters most to us.



JKMoving.com | 703-260-3031

LOCAL | LONG DISTANCE | GLOBAL | PACKAGING | STORAGE

TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Sept. 30, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
126	Vladimir Dallenbach	TTR Sotheby's International	9	\$8,644,500	17	\$10,594,850	26	\$19,239,350
127	Diane Lewis	Washington Fine Properties	13	\$16,593,968	3	\$2,636,000	16	\$19,229,968
128	William Gaskins	Keller Williams Realty Falls	15.5	\$13,408,974	6	\$5,711,000	21.5	\$19,119,974
129	Heather Heppe	RE/MAX Select Properties	21	\$12,867,100	10	\$6,221,616	31	\$19,088,716
130	Heather Corey	TTR Sotheby's International	10	\$11,579,000	6	\$7,490,100	16	\$19,069,100
131	Thomas Moffett	Redfin Corporation	32	\$16,960,930	3	\$1,843,000	35	\$18,803,930
132	Sherif Abdalla	Compass	7.5	\$9,661,500	5	\$9,130,232	12.5	\$18,791,732
133	Kristy Moore	Local Expert Realty	30	\$13,630,588	8	\$5,104,955	38	\$18,735,543
134	Scott Shawkey	Keller Williams Realty	13	\$16,004,093	3	\$2,719,000	16	\$18,723,093
135	Charles Witt	Nova Home Hunters Realty	11.5	\$5,653,500	27	\$13,038,740	38.5	\$18,692,240
136	Sri Meka	Realty Resource	3	\$1,555,000	24	\$17,071,176	27	\$18,626,176
137	Karen Cooper	Pearson Smith Realty	34	\$15,892,700	5	\$2,448,500	39	\$18,341,200
138	Robin Arnold	McEneaney Associates	12	\$10,770,524	9	\$7,512,450	21	\$18,282,974
139	Jon Blankenship	Pearson Smith Realty	18	\$8,468,000	21	\$9,803,362	39	\$18,271,362
140	Gitte Long	Redfin Corporation	5	\$2,521,900	26	\$15,698,809	31	\$18,220,709
141	Carolyn Young	RE/MAX Premier	28.5	\$15,853,600	4	\$2,355,500	32.5	\$18,209,100
142	Sheri Allen	Weichert	27	\$12,699,684	10	\$5,471,396	37	\$18,171,080
143	Gina Tufano	Pearson Smith Realty	20	\$10,707,800	15	\$7,436,400	35	\$18,144,200
144	Lisa Dubois-Headley	RE/MAX By Invitation	15	\$8,865,282	16	\$9,128,500	31	\$17,993,782
145	Joy Deevy	TTR Sothebys International	14	\$9,834,500	11	\$8,133,400	25	\$17,967,900

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
146	Cathy POUNGMALAI	Frankly Real Estate	32	\$14,952,100	5	\$2,977,750	37	\$17,929,850
147	Ryan Rice	Keller Williams Capital	19	\$7,380,900	23	\$10,527,000	42	\$17,907,900
148	John Goodwyn	Keller Williams Realty Falls	2	\$1,431,250	27	\$16,458,050	29	\$17,889,300
149	Andrea Hayes	Living Realty .	25	\$10,948,798	18	\$6,930,497	43	\$17,879,295
150	Elizabeth McGuiness	Long & Foster Real Estate	16	\$10,881,000	12	\$6,978,000	28	\$17,859,000
151	Carol Temple	Coldwell Banker Residential	15	\$10,236,300	10	\$7,567,300	25	\$17,803,600
152	Douglas Ackerson	Redfin Corporation	0	\$0	35	\$17,787,991	35	\$17,787,991
153	Paul Mandell	RE/MAX Gateway	8	\$10,087,000	3	\$7,594,990	11	\$17,681,990
154	Kim Muffler	Long & Foster Real Estate	15	\$11,733,758	8	\$5,938,258	23	\$17,672,016
155	Benjamin Grouby	Redfin Corporation	34	\$16,911,450	1	\$725,000	35	\$17,636,450
156	Ana Ventura	Redfin Corporation	34	\$17,429,676	0	\$0	34	\$17,429,676
157	Jon Silvey	Pearson Smith Realty	19	\$13,722,900	5	\$3,701,963	24	\$17,424,863
158	Jason Curry	Keller Williams Realty	12	\$5,535,100	18	\$11,878,338	30	\$17,413,438
159	Ann Greene	Coldwell Banker Residential	16.5	\$10,531,996	9	\$6,843,000	25.5	\$17,374,996
160	Robert Clark	Redfin Corporation	29.5	\$17,318,820	0	\$0	29.5	\$17,318,820
161	Ruth Boyer O'Dea	TTR Sotheby's International	10	\$11,889,550	4	\$5,415,000	14	\$17,304,550
162	George Mrad	Keller Williams Realty	8	\$7,722,009	11	\$9,521,447	19	\$17,243,456
163	Paramjit Sikand	Long & Foster Real Estate	7.5	\$8,114,250	10	\$9,048,325	17.5	\$17,162,575
164	Catherine Ryan	Long & Foster Real Estate	16	\$11,622,950	10	\$5,490,500	26	\$17,113,450
165	Branden Woodbury	Redfin Corporation	35	\$15,529,994	2	\$1,521,999	37	\$17,051,993
166	Jason Mandel	Washington Fine Properties	7.5	\$12,645,000	3	\$4,395,000	10.5	\$17,040,000
167	Monique Craft	Weichert	18.5	\$9,891,732	15	\$7,146,788	33.5	\$17,038,520
168	Robert Chevez	Keller Williams Realty	30.5	\$16,384,550	2	\$594,900	32.5	\$16,979,450
169	F. David Billups	Long & Foster Real Estate	19	\$12,182,500	7	\$4,793,400	26	\$16,975,900
170	Mara Gemond	Redfin Corporation	1	\$337,000	25	\$16,556,213	26	\$16,893,213
171	David Zadareky	Compass	17.5	\$10,877,550	9	\$5,877,000	26.5	\$16,754,550
172	William Hoffman	Keller Williams Realty	8	\$7,332,302	11	\$9,388,468	19	\$16,720,770
173	Donna Moseley	TTR Sothebys International	8	\$10,110,350	6	\$6,434,000	14	\$16,544,350
174	Christina O'Donnell	RE/MAX By Invitation	11	\$7,698,750	13	\$8,838,500	24	\$16,537,250
175	Traci Rochon	Keller Williams Realty	18	\$8,541,400	14	\$7,956,100	32	\$16,497,500
176	Brittany Camacho	Century 21 Redwood Realty	20	\$9,674,666	12	\$6,780,380	32	\$16,455,046
177	Nancy Yahner	Keller Williams Realty	18.5	\$11,758,500	9	\$4,681,500	27.5	\$16,440,000
178	John McCambridge	Samson Properties	22	\$10,552,500	12	\$5,845,500	34	\$16,398,000
179	Thomas Arehart	RE/MAX Allegiance	22	\$9,774,200	11	\$6,609,000	33	\$16,383,200

WE CLOSE ANYWHERE, ANYTIME.

Give your clients the dependability, responsiveness, and affordable titling services that only Eastern Title and Settlement can provide. Serving Maryland, DC and Virginia, our 45 years of experience and knowledge makes us the premier provider of residential and commercial title and escrow services.

Take advantage of our quick responsiveness and unmatched preparation and close more deals with us today.

easterntitle.net

240.660.2278



EASTERN
TITLE & SETTLEMENT

TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Sept. 30, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
180	MaryAshley Rhule	Compass	11.5	\$8,569,000	11	\$7,805,785	22.5	\$16,374,785
181	Mansoor Dar	Keller Williams Realty	8.5	\$11,264,900	6	\$5,080,000	14.5	\$16,344,900
182	Lisa Thompson	Hunt Country Sotheby's	11.5	\$12,403,999	4	\$3,778,254	15.5	\$16,182,253
183	Christine Garner	Weichert	12	\$11,202,400	7	\$4,920,000	19	\$16,122,400
184	Marion Gordon	Keller Williams Realty	19.5	\$12,181,340	7	\$3,826,500	26.5	\$16,007,840
185	Desiree Rejeili	Samson Properties	9	\$4,199,199	28	\$11,742,190	37	\$15,941,389
186	Cheryl Hanback	Redfin Corporation	0	\$0	30	\$15,872,200	30	\$15,872,200
187	James Andors	Keller Williams Realty	4.5	\$2,389,000	20	\$13,437,500	24.5	\$15,826,500
188	Heather Carlson	RE/MAX Allegiance	19	\$7,799,150	16	\$7,986,400	35	\$15,785,550
189	Christopher Tapper	Redfin Corporation	26.5	\$15,718,800	0	\$0	26.5	\$15,718,800
190	Bo Bloomer	Century 21 Redwood Realty	1	\$938,000	18	\$14,779,259	19	\$15,717,259
191	Peggy Yee	Frankly Real Estate	16	\$10,428,000	7	\$5,222,000	23	\$15,650,000
192	Heidi Robbins	William G. Buck & Assoc.	14	\$9,731,072	8	\$5,879,595	22	\$15,610,668
193	Conor Sullivan	Keller Williams Realty	14.5	\$11,524,500	7	\$4,082,654	21.5	\$15,607,154
194	Andrew Biggers	Keller Williams Realty Falls	15	\$12,596,974	4	\$3,000,000	19	\$15,596,974
195	Tien Dao	Redfin Corporation	2	\$882,000	28	\$14,570,587	30	\$15,452,587
196	Michael Gallagher	Redfin Corporation	27	\$15,394,525	0	\$0	27	\$15,394,525
197	Richard Mountjoy	Samson Properties	8	\$4,003,998	9	\$11,373,000	17	\$15,376,998
198	Mary O'Gorman	Long & Foster Real Estate	14	\$9,149,900	10	\$6,216,900	24	\$15,366,800
199	Thomas Luster	Century 21 New Millennium	39	\$15,348,560	0	\$0	39	\$15,348,560
200	Kamal Parakh	Customer Realty	10	\$4,466,895	22	\$10,829,301	32	\$15,296,196

PURCHASE | REFINANCE | CONVENTIONAL LOANS | FHA/VA | JUMBO | PHYSICIAN LOANS | FIRST MORTGAGE HELOCs



Lending in All 50 States!

We're well prepared to handle everything from complex financial situations to larger loan sizes.

I'll always be available to answer your questions throughout the mortgage process from beginning to end. **So let's start today!**

Cynthia 'Cindy' Small

Senior Mortgage Loan Originator at TIAA Bank
NMLS #329508

(703) 261-8835 • Cindy.Small@tiaabank.com

Visit www.TIAABank.com/csmall to learn more and apply.

TIAA Bank is a division of TIAA, FSB.
TIAA, FSB is an Equal Housing Lender

Over 70%
of Top Producers
on this list
work with...

mymarketingmatters
design | print | mail

Coincidence?
Find out why.

TOPAGENT.MYMARKETINGMATTERS.COM
301.590.9700

GRAPHIC DESIGN | DIGITAL PRINTING | MAILING AND LIST SERVICES
TURN KEY MARKETING PRODUCTS | EASY ORDERING WEB PLATFORMS



PRSRT STD
US POSTAGE PAID
WILMINGTON NC
PERMIT NO. 40

DC_NOVA Real Producers

Want Branded Gifts?

We Work with Over 1000 Realtors in the Greater Area!



Wonderful Closing and Referral Gifts.

Also Great as A+ Client and Team Gifts!

Client Retention Tools • Used Daily Forever
100% Tax Deductible • Easy System in Place

Made in
America.



The Kristin Brindley Team
313-971-8312
StrategicGifting.com
Kristin@StrategicGifting.com