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Rising Star

**JOHN MURDOCK**

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Partner Spotlight

**JOSH GREENE**  
**EASTERN TITLE**  
**& SETTLEMENT**

---

A Cool Life Story

**TONY RIVAS**

**TOP**  
**150**  
STANDINGS

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# TABLE OF CONTENTS

	<b>5</b> Preferred Partner Index		<b>6</b> Publisher's Note		<b>8</b> Golden Nuggets
	<b>10</b> Partner Spotlight: Josh Greene Eastern Title & Settlement		<b>14</b> Rising Star: John Murdock		<b>16</b> Words by Wade
	<b>18</b> A Cool Life Story: Tony Rivas		<b>20</b> Calendar of Events		<b>23</b> 1st Annual Mastermind
	<b>24</b> Cover Story: Sue Goodhart		<b>28</b> Cancer Awareness		<b>32</b> Top 150 Standings

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

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## NATIONAL BREAST CANCER AWARENESS MONTH



### Dear NOVA Real Producers,

Cancer patients of all kinds, families and loved ones who have struggled with cancer are dear to our hearts here at NOVA Real Producers. I have personally fought cancer, and we have cancer survivors who are inspirations in our Real Producers community. In honor of National Breast Cancer Awareness Month, we are proud to share a few of our own Real Producers' cancer stories on pages 28-31.

Our First Annual Mastermind is fast approaching! Check it out on page 23. We are going all out — our speakers have sold over \$5 billion. Their average career volume is \$1 billion. Limited seating available. Early bird pricing ends October 3rd. Be sure to RSVP when you receive your exclusive invitation via Eventbrite.

#### Happy Halloween!!

**Kristin Brindley**  
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### MEET THE REAL PRODUCERS NOVA TEAM



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Presents

# Golden Nuggets



## Sue Goodhart

*Compass*

"In real estate, houses sell and buyers buy, even in down markets. Your success depends on how hard you hustle."

"Guiding clients through the transitions of their lives, which are sometimes difficult or emotional times for them, and being

able to make their lives better is rewarding."

Favorite quote: "Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure!" —Marianne Williamson



## Tony Rivas

*Pearson Smith Realty*

"I've set a personal goal to save 10,000 homes in our market from foreclosure. It's my mission, my passion, what drives me."

"Let's create a movement of contribution so we make the world a better place, especially within our own communities."



## John Murdock

*Keller Williams Realty*

"I believe education is critical, but without a determined and resilient work ethic where you apply your education, education is meaningless. Passion takes it to another level. I approach everything in life that way."

"Having a coach has helped me stay laser-focused on doing what's most important for my business."



## Josh Greene

*Eastern Title & Settlement*

"When we provide a service, we give it all we've got."

"Buying a home is the end game — the American dream. But homes aren't alone on an island, they're in communities."



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# JOSH GREENE

## Eastern Title & Settlement

“We close anywhere, anytime!”

Eastern Title & Settlement’s tagline is one that holds a lot of weight and has a rich history within the company. When this tagline came to be, it was more than an empty claim or a simple marketing campaign. It stemmed from a philosophy that led the company to success from its establishment, and that continues to drive it today.

Eastern Title & Settlement bases its success on the success of its clients. Founder Josh Greene has a background in the mortgage industry. Having gained experience in mortgages, he found himself being mostly drawn to Title work because of the business-to-business relationship that title work incorporated. He saw opportunity for growth in the fact that he understood the lending and real estate industries and retained the opportunity to work directly with consumers during the best time of the deal - the close. This is what drove him to start Eastern Title & Settlement.

“When the company was started and it came to working with customers for their settlements, we didn’t know any other way. Whatever the client wanted and whenever they needed it, we did our best to comply. When we provide a service, we give it all we’ve got.”



Josh with WUSA9’s Kristen Berset-Harris on “The Real Deal In Real Estate,” which airs Thursday mornings at 9:00 a.m.



Eastern Title & Settlement Marketing Team  
From left: Ben Goldman, Rob Dinh, Min Hu, and Chris Leary

“When the company was started and it came to working with customers for their settlements, we didn’t know any other way. Whatever the client wanted and whenever they needed it, we did our best to comply. When we provide a service, we give it all we’ve got.”

Now, years later, this same mentality is still what drives their company. They focus on hiring people who want to get out there and get things done. They don’t wait for business to come to them, they work to create it. Part of that exciting new outreach is their new added-value in marketing for Realtors® and lenders, producing video profiles and listing tours. In the beginning, they never realized that this work ethic would make them unique. Now with 20 years of combined experience under their belt, they continue to grow with this unique approach to business.

“We close anywhere, anytime!” That is a focus on customer service, and in the Title business, that means helping people create a solid foundation.

“Buying a home is the end game — the American dream. But homes aren’t alone on an island, they’re in communities.” As these communities grow and develop, the homes gain value. Through their day-to-day work, philanthropy, and community outreach, Eastern Title & Settlement keeps their eyes on community development, bringing a new dimension to their “We close anywhere, anytime” philosophy.

If you watch the WUSA 9 morning show, *Great Day Washington*, you may already know one of the ways Eastern Title & Settlement brings value to their community and customers. Every other week, owner Josh Greene, along with one of their lending or real estate partners, discusses current industry events and doles out helpful hints to educate and excite potential home buyers. This service not only brings recognition and attention to their business partners, but also educates homeowners in the community on how to go about buying new homes.

“We’ve decided to reach out to communities that might benefit from education to help build their own communities and raise property values in their entire area. Our “Home Free” seminars give hope and assistance to people who otherwise had none.”

These seminars, alongside donations to the Chesapeake Bay Foundation, help assist the Chesapeake Bay area, where the company has roots. Realizing that the Bay holds pride for its neighbors, it has always been a cause they feel is a worthwhile investment. But their community reach doesn’t stop in the Chesapeake Bay area. Owner John Greene often works with Giveback Sports, a company that offers remarkable experiences and custom travel packages for nonprofits to use in support of fundraising efforts. Incorporating impactful purpose into their day-to-day operations is something that Eastern Title & Settlement has always practiced and looks to continuously grow every day. This is the type of partnership they want to provide to their lender and real estate partners, and the kind of impact they want to deliver to their community and community members.

“We close anywhere, anytime!” is a bold statement to make, but Eastern Title & Settlement has built their success on that bold work ethic. Offering services including Commercial & Residential Purchase





Josh and out-of-town relatives gather for a rare get-together, July 2018



First Mate Hector Herrera and Josh Greene with Josh's first sailfish at the 2nd Annual Guatemala Billfish Invitational in March 2017

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*Josh Greene and Eastern Title & Settlement can be reached at (240) 660-2278 and at [www.easterntitle.net](http://www.easterntitle.net).*





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# JOHN MURDOCK



Photo by Howard Lansat Photography

**Serendipity.** The act of finding something valuable or delightful when you are not looking for it. When a chance encounter becomes a turning point in life, is it serendipity or the randomness of fate? For John Murdock, CEO and Co-founder at CityScape Metro Group – Keller Williams Realty, a sales call ended up changing the course of his life.

“I was trying to figure out a way to get out of the rat race. After graduating from James Madison as an engineer in 2012, I worked at various jobs and also in multi-level marketing for a few years. I had started wholesaling for a few months and by complete happenstance, I ended up running into a real estate agent who forever changed my path! I met with her to sell products from my multi-level marketing business and she just bluntly asked me what I was doing and why. When I told her it was to get out of the rat

## A Call That Changed His Life

By Karla Lutz Bowling

race, she suggested that I get into real estate. She explained the opportunities of the industry and is now a trusted colleague,” John says.

At the time, John was working for a government contractor through an IT recruiting firm at the Department of Justice, assisting attorneys who needed technical computer help. He decided to go full time into real estate and put in his two-week notice. “My parents didn’t know I was quitting my job, but I was ready to devote myself to real estate.”

In June of 2013, on the day John took his real estate exam, his father had surgery for pancreatic cancer. Before he went into surgery, he said to John, “You know what this means, right? ... Now you have to make a name for yourself.” John’s father had complications after surgery and passed away on July 6, 2013.

John obtained his license in 2013 and hit the ground running. In his first year, he was recognized as part of the Top 15% of his Keller Williams office. In his first 18 months, John was ranked number 56 out of 30,000+ agents in the Keller Williams Mid-Atlantic Region, covering WV, VA, DC, MD, and PA.

He has been ranked in the top 10% and top 1% of Realtors® under 40 worldwide, as well as in the top 2.5% of Realtors® in Virginia. Additionally, he has been



Photo by Howard Lansat Photography

on the Washingtonian’s Best Realtors® list in 2016 and 2018. Currently, the CityScape Metro Group is ranked in the Top 5 Teams in his Keller Williams Realty brokerage. John’s 2017 volume was \$19.2 million, and his total career volume is \$34.5 million.

For John, real estate is not merely a method of representing a client or chasing another real estate deal. He says the three things that set him apart are passion, education, and work ethic. “I believe education is critical, but without a determined and resilient work ethic where you apply your education, education is meaningless. Passion takes it to another level. I approach everything in life that way.”

John’s favorite part of being a real estate agent is taking listings and teaching other Realtors® how to create more opportunities. “I love the rush of learning what a homeowner is looking to accomplish, showing them our proven and repeatable marketing plan and our experience, and then backing it with results. 95% of our clients receive one or more offers on their property by the end of the first weekend on market, and they couldn’t be more thrilled.”

“Teaching is the highest form of learning,” says John. He believes that if he can help enough people

get what they want, he will be able to get what he wants, by default. John says, “Just like with listings, I love learning what either a new or seasoned Realtor® wants to accomplish in their business, and not only show them what they need to do, but give them the tools, skillset, scripts, and habits to make sure they have their foundation poured properly.”

“That’s exactly what CityScape Metro Group is all about,” says John. “It’s real estate’s Land of Opportunity.” He says he learned very quickly, by having his own coach, what works in today’s market, and built a bullet-proof system around it. “CityScape Metro Group is a platform Realtors® can plug in to and exponentially grow their business, just like I did.”

John shares that one of his short-term goals for 2018 is to help more than 100 families with their real estate needs. “My long-term, five-year goal is to have 14 businesses and forms of passive income which branch off from the real estate business we are currently creating. It’s also an exceptional growth opportunity for all of the agents we work with now. They’ll have the opportunity not only to be part of that growth, but also to have a share of those forms of passive income.”

John asserts that having a coach has been a game changer for his business. “There have been days when I thought I knew what I was doing, then would have a conversation with my coach and found I had been completely focused on the wrong thing or had missed a big opportunity. Having a coach has helped me stay laser-focused on doing what’s most important for my business. It has also helped me truly identify what my strengths are and to concentrate on them.”

When John is not concentrating on his career, you can find him on the water, playing golf, or spending time with his other half Brittany, and their two-year-old son James. “I didn’t think having kids was going to change you, but mine certainly has! If you were to meet me three years ago and meet me again now, you’d ask, ‘Who is this guy?’”

John is a guy who happened upon a persuasive real estate agent one fateful day in 2012.

Life seems to have a way of choosing the right path for you. Whether that is serendipity or not, it is always a pleasure to find something valuable or delightful when you are not looking for it.



John Murdock with Brittany Salem and their son, James.



# THE LACK OF “LEADS”

## IS HARDLY YOUR PROBLEM

By Wade Vander Molen



I recently taught a class at a Realtor® association for new agents, called “I Just Got my Real Estate License...Now What?” The class covered a variety of topics to help new agents get their businesses off the ground. When the class ended, each person was given an evaluation form on the instructor (me!) and how I did. One thing caught my eye from one of the Realtors®. The question on the form was “What are your biggest daily challenges?” The answer they gave was “not enough leads.” Unfortunately, the agent’s names were not on the evaluation forms or I would have reached out to explain that the lack of real estate leads is hardly their problem.

### More Qualified Contacts

In the movie *Glengarry Glen Ross*, there is a great scene where Jack Lemmon says the reason he isn’t successful is because the “leads are weak!” The character played by Alec Baldwin states the leads aren’t weak, but, in fact, Jack Lemmon was weak —

meaning he was using the wrong systems to convert his prospects into clients. The issue for Realtors® is they need to build a database but need *qualified contacts and prospects* — not leads.

There is a big difference between leads and prospects. In any business, if you want more clients, you need more qualified prospects. It’s about quality versus quantity, but you need systems to make it happen. A Realtor® not having the proper systems to discover, meet, and engage with these qualified prospects is the real problem.

### Expanding Your Net

It is important to be where your prospects spend their time. This can be social media, YouTube, or outside networking events. There are many ways to “expand the net” and grow that prospect base and, ultimately, turn them into clients.

**Grow your Social Media presence.** This means Facebook, Instagram, and LinkedIn. At least these three. Your clients and prospects spend time here.  
**Organize your database** and make regular calls and emails. Set up events!  
**Join networking groups.** BNI, Chamber of Commerce, Meet-ups.  
**Conduct Home Buying/Selling Seminars** on a regular basis.  
**Do client appreciation events.** Ask your “A Clients” to bring a friend!

These are a few examples, but just doing some of them would increase your prospect base versus having a lack of real estate leads.

### More Clients Equals More Transactions

If the end game was to have the most leads, then Realtors® would focus ALL their time and dollars on doing just that. The same holds true in the title business. Want to make more money and close more deals? Go get more clients! Notice I didn’t say, “get more leads.” Anyone can be a lead. As a Realtor®, it is about focusing on targeting the right people and creating effective systems to make that happen.

I realize, especially for new Realtors®, the correlation between “leads and business” is natural. It is my job as a title professional and real estate teacher to explain that this is not always the case.



**Wade Vander Molen** is the Director of Sales/Marketing for Stewart Title in the Northern Virginia/Washington D.C. area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new sustainable business model to help them grow their businesses. You can visit Wade at [www.DCTitleGuy.com](http://www.DCTitleGuy.com).

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►► a cool life story



# Tony Rivas

Changing Lives One Person At A Time

By Karla Lutz Bowling



*Tony Rivas, with Servant Realty Team of Pearson Smith Realty, wants to change lives, and uses his own life-changing experience as motivation. Tony began his real estate career fresh out of high school in 2005, after a short stint selling cars. “Someone once told me, if you can sell cars you can sell anything,” he jokes.*

True to form, he quickly emerged as a top salesman and enjoyed early success. But in 2009, the Great Recession forced Tony into personal bankruptcy. He lost everything. Like many homeowners at that time, he found himself with few other options. He went from living a comfortable life in Falls Church, with a beautiful home, to sleeping on a couch in his mother’s living room.

“It was an extremely humbling experience for me,” Tony says. “But in

“

It’s my mission, my passion, what drives me. I want to help homeowners get their finances back on a positive path.



retrospect, maybe it was the best thing that could have ever happened. It gave me insight into what it really feels like to come from a standpoint of financial ruin.”

At his lowest point, Tony resolved to fight his way out using skills he had been developing as a professional real estate agent. He leveraged his knowledge of the industry to negotiate with mortgage companies on properties he owned, arranging loan modifications and short sales to avoid foreclosure. It was during his own time of struggle that he noticed that many distressed homeowners in his community were being taken advantage of when paying for foreclosure help. With a heart for service, he began advising them at no cost. What began as a small act of compassion for others in his same situation has now become his guiding mission.

“I’ve set a personal goal to save 10,000 homes in our market from foreclosure,” he says. “It’s my mission, my passion, what drives me. I want to help homeowners get their finances back on a positive path. There are just too many people, even in our own neighborhoods, who aren’t managing their money situation correctly and don’t have the resources to get out from under it. I want to be that person who takes their problem, finds a solution and brings them resolution — whether it’s arranging a lower payment with the bank, helping them refinance, or helping to sell their house, even if it’s for less than what they owe in order to get out from under that

pressure. Just guiding them to take that first step and change the dynamics of their financial situation is moving in the right direction.”

Tony does not charge for his advice, whether it is done for a client or not. The only compensation he requests is that they pay it forward. “Let’s create a movement of contribution so we make the world a better place, especially within our own communities,” he says.

Serving others has been a strategy that has worked well for Tony in managing his work–life balance. He has helped hundreds of homeowners and families avoid foreclosure and subsequently, through referrals, has seen his business grow year after year. Last year, his volume was \$25 million, with 80 transactions, even though he operates as an individual agent and only has a virtual assistant to handle phone calls.

When he counsels people, Tony comes from a place of honesty and truth. “We all go through our struggles, but by sharing our experiences and the knowledge we gained to overcome

them, we can help others avoid making the same mistakes. That’s providing them with a value which is priceless,” he says.

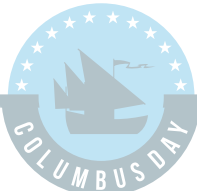

“Having that equilibrium between your clients, friends and family — the people you love the most — is truly my definition of success. It’s not about having a full bank account, it’s about having a full life. People tend to get confused about success. It’s not how much money you make, it’s how many lives you touch during your limited time on this earth. How many people’s lives can you actually change?”




But Tony said his greatest measure of success is the legacy he will leave in his community. “I want to be remembered as someone who brought thousands out of darkness into light. Being able to give people their life back is what I would be most proud of.”

*Tony Rivas is changing lives — one person at a time.*



# OCTOBER

SUNDAY	MONDAY	TUESDAY
30	1 NATIONAL CONSIGNMENT DAY	2
7	8 COLUMBUS DAY 	9 2018 NVAR CONVENTION & TRADE SHOW 7:30am – 5:00pm
14	15	16 NATIONAL BOSS'S DAY
21	22	23
28 NATIONAL MOTHER-IN-LAW DAY 	29	30

WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
3	4 NATIONAL GOLF LOVERS DAY 	5	6
10 WORLD MENTAL HEALTH DAY	11 UNDER THE BIG TOP: PWAR FALL CONFERENCE 8:00am – 5:00pm	12	13 NATIONAL TRAIN YOUR BRAIN DAY
17 SUPPORT YOUR LOCAL CHAMBER OF COMMERCE DAY	18	19	20
24	25 REALTOR RECHARGE: DAAR'S CONFERENCE & EXPO 8:00am – 4:30pm	26	27 NATIONAL MAKE A DIFFERENCE DAY 
31 HALLOWEEN 	1	2	3



# OCTOBER

## schedule details

### 2018 NVAR Convention & Trade Show

NOVA Real Producers Partner: Donofrio & Associates Property Inspections

**Date:** October 9, 2018

**Time:** 7:30am – 5:00pm

**Location:** Northern Virginia Community College – Annandale Campus, 8333 Little River Turnpike, Annandale, VA 22003

**Event Description:** OWN YOUR BRAND: INSPIRE. CONNECT. GROW. It's on your license plate, water bottle, business card and clothes — you already own the Realtor® brand, but so do all Realtors®. What makes you stand out? How do you own your brand? It could be your wardrobe, your website, or even the way you connect with your community. Determine what inspires you, connect your passion to your career and use your brand to grow your business at the NVAR Convention and Trade Show. For more information visit: <https://nvar.com/convention18>

### Under The Big Top: PWAR Fall Conference

NOVA Real Producers Partner: Donofrio & Associates Property Inspections

**Date:** October 11th

**Time:** 8:00am – 5:00 pm

**Location:** Harbour View, 13200 Marina Way, Woodbridge, VA, 22191 (Free Parking)

**Event Description:** Come one, come all! Join PWAR “Under the Big Top” on Thursday, October 11th, at Harbour View in Woodbridge for this year's Annual Fall Conference. Marvel at the center ring of 40 local real estate related businesses on the tradeshow floor, hear from a troupe of talented speakers during our magnificent professional development seminars, network with your fellow ringleaders and much more! Contact: Amanda Webster, 703.565.0033, [amanda@pwar.com](mailto:amanda@pwar.com). For more information visit: [www.pwar.com/fall-conference/](http://www.pwar.com/fall-conference/)

### REALTOR Recharge: DAAR's Conference & Expo

**Date:** October 25th

**Time:** 8:00am – 4:30pm

**Location:** Embassy Suites Dulles, 44610 Waxpool Road, Ashburn, Virginia 20147

**Event Description:** The 2017 REALTOR® Recharge: DAAR Conference & Expo will bring together more than 150 real estate professionals, affiliates and expert speakers at one exciting event! Don't miss the unique opportunity to take advantage of educational classes, hot-topic sessions, DAAR's annual meeting membership update and elections, a best-in-real estate services expo, prizes and more! Contact: Mike Hyatt 571-291-9802, [mhyatt@dullesarea.com](mailto:mhyatt@dullesarea.com). For more information visit: <https://dullesportal.ramcoams.net/Meetings/Registration/MeetingDetails.aspx?mid=813a704b-8177-4bff-8167-b7b85b244a57>

### Important Dates to Remember

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October 1st — National Consignment Day

October 4th — National Golf Lovers Day

October 8th — Columbus Day

October 10th — World Mental Health Day

October 13th — National Train Your Brain Day

October 17th — Support Your Local Chamber of Commerce Day

October 27th — National Make A Difference Day

October 28th — National Mother-in-Law Day

October 31st — Halloween

NOVA REAL PRODUCERS

NOVEMBER 9, 2018

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### TOPICS

- Lead generation
- Systems
- Talent Acquisition

### FEATURES:

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



### 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. Keller



### 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



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Sue Goodhart, Baby-Brooks DuShuttle, Marty Goodhart, and Allison Goodhart DuShuttle.

# SUE GOODHART

## HARD WORK AND HUSTLE

**Sue Goodhart, CEO of The Goodhart Group, has never been one to shy away from hard work and hustle. She hails from central Pennsylvania, where she recalls that while growing up, most people had jobs in the steel mill, factories, or worked for state government. Hard work was the hallmark of a thriving community.**

Her father owned a grocery store, where she worked from the time she was six years old. This work ethic carried her through high school, and even though there was not enough money to send her to a four-year university immediately after graduation, she obtained jobs in retail so she

could attend community college. Eventually, she made her way to Dickinson College, where she received a Bachelor of Arts and, finally, to Harvard University, earning a master's in city planning. This foundation served her well during her 14 years as a successful small business owner in Old Town Alexandria. Then, in 1992,

Photo by Howard Lansat Photography



she decided to switch gears and become a licensed real estate agent, recognizing there were promising opportunities for someone to succeed in real estate with a business background.

“Real estate offered flexibility — no glass ceilings. I wanted the versatility to be able to provide a great home life for our kids and the potential for earning enough money to send them to a college of their choice. Real estate was the way to create enough income to do so. Back when we owned our retail business, your market was limited, dictated by location and season. Success was contingent upon who happened to stop by during regular store hours. In

real estate, houses sell and buyers buy, even in down markets. Your success depends on how hard you hustle.”

Sue has turned that hustle into a multi-award-winning real estate business with a career volume of more than \$1.2 billion. Her total volume in 2017 was \$108 million. She has received numerous awards, including Lifetime Status as a Top Producer with the Northern Virginia Board of Realtors®. In 2006, she became a member of the Top 20 Agents' Club and was recognized that same year by the

Northern Virginia Association of Realtors® with a membership in the Top Twenty Residential Sales Agents' Club.

In 2015, 2016 and 2017, Sue was recognized as one of the “101 Best Agents,” by Washingtonian Magazine, which also named her the “Face of Alexandria Real Estate” in 2016. She has been Alexandria's Top Producing agent since 2003, and in 2013 was voted Alexandria's Best Realtor® by the Alexandria Times. The Goodhart Group has been ranked as one of the Top 200 Agent Teams in the United States by the Wall Street Journal in 2012, 2013 and 2014. Sue is frequently quoted in local and national media, such as the Washington Post and Chicago Tribune.

Sue attributes her success to the simple formula of putting her client's interests first, working harder and smarter, and assembling a superior team. “At the end of the day, always ask what is in the client's best interest. Sometimes it is not what they want to hear — but be firm. My clients trust that I am representing their needs, not mine, and I genuinely care about what is best for them.”

She advises new agents to remember that they are not a real estate agent, but a business owner. “You have to think like a business owner and make decisions accordingly. It takes at least two to three years to get established. Work like you have opened a new business — tirelessly, fully immersed, seven days a week!”

She also reminds established agents not to become complacent. “Be open to change and the opportunities available to learn and be a student. If you're starting a team, hire people who complement your skills and have your similar work ethic. Our team members strive to earn the respect of other agents and our clients.” She adds that The Goodhart Group is passionate about continuing to build their team with members who share their philosophy.

Sue says one of the most rewarding aspects of her real estate career has been being able to work alongside her husband and business partner, Marty Goodhart, from the beginning. Ten years ago, their daughter, Alison Goodhart DuShuttle, joined the team, and subsequently became a partner four years ago. Together, they have built The Goodhart Group into one of the leading firms in the region. “Our entire team is dedicated and passionate — a powerhouse of expertise and unparalleled service.”



When she reflects on what it means to be successful, she says that for her, success is measured by making a positive difference in the lives of those around you and your community. “Guiding clients through the transitions of their lives, which are sometimes difficult or emotional times for them, and being able to make their lives better is rewarding,” she says.

Sue’s dedication to helping others is also evident in her involvement in charitable and community organizations. She was awarded the Golden Halo award for her volunteer work with The Campagna Center, and is currently serving as chair of their development committee, on its board of directors, and as one of its “Supporting Friends.”

Sue generously serves as president of the board of directors of St. Coletta’s of Greater Washington, as a member

of the advisory council for The Fund For Alexandria’s Child, and as a member of the Symphony Orchestra League of Alexandria. She is also the current president of the Seminary Ridge Civic Association. Sue was presented with the “Generation to Generation Award” by Senior Services of Alexandria. The Goodhart Group helps more than 30 community organizations and, in 2008, they were named Small Business Philanthropist of the Year by the Alexandria Volunteer Bureau.

When seeking inspiration, Sue often refers to her favorite quote by motivational author Marianne Williamson: “Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure!”

Sue has learned to harness her power with hard work and hustle — and, most importantly, a good heart.



Photo by Howard Lansat Photography



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# Cancer AWARENESS

October is National Breast Cancer Awareness Month, which reminds us to salute breast cancer survivors, as well as all those who have struggled with cancer. The courage and determination to beat the odds shown by cancer survivors in our Real Producers community is awe-inspiring. That many have forged ahead with their businesses regardless is simply stunning. We are proud to share a few of their stories. Please meet Lilian Jorgenson, Liz Lord, Kate Papkin, MaryEllen Ragsdale, and Katie Wethman!

## Lilian Jorgenson

**Long and Foster Real Estate**

### Lilian's Story

When I was 32 years old, I went in for a routine physical. Two days later, I got a phone call to come back, as the pap smear test was high. Irregular cells were confirmed. On retest, the result read five — the worst you can get. My doctor did a cone biopsy of the uterus and determined it would be necessary to remove it. I was happy to already have my two wonderful children and not have any more risk for cancer.

Three years later, we had been on a week's cruise and I had experienced a little blood on my tissue paper. I just wrote it off as too much eating different foods and being away. After returning home, it happened again. I went to see my doctor and three doctors did not like what they could even see. I was a bit nervous, as I didn't like all the attention over what I thought was such a small matter. My husband must have felt my fear as he accompanied me to my appointment a week later at the Bethesda Naval Hospital. Nothing would ever be the same. The doctors explained what was happening. A lot of big words I had actually never heard: colostomy, stoma, pouch, irrigation, etc., but everything would be all right.

They scheduled surgery for a week later and I could not go home; I was admitted right away. My husband and I walked around the lawn in front of the hospital. No words. We had 75 people invited to celebrate my husband's promotion to Colonel in the Marine Corps. Everything planned for the celebration had to be canceled.

The doctors were great and explained everything that was going to happen. I tried to let it sink in that for the rest of my life I would wear a bag on my stomach. I would have a sigmoid colostomy, as I would lose the lower part of my colon, but thank goodness would be able to totally function normally otherwise. They sent a representative from the Ostomy Association to visit and



tell me I would be all right. Well, of course, I would be. Life goes on and I had a lot of living to do and a wonderful family to raise.

I would go through two years of chemo and weekly, bi-weekly, and then monthly blood tests. After two years, everything was still fine and I was doing really well. I was working at that time as the Senior Danish Instructor in the Foreign Service. I would have classes with six to eight students from the State Department, DEA, CIA and military. There were times when, all of a sudden, I had to excuse myself in class and simply just said, "Sorry, I have a colostomy, be right back."

From day one, I never let it run me; I was in charge. The glass was always half full. I took on the role, at that point, to be the visitor to patients at Bethesda Naval Hospital who were facing what I went through and showed them, yes, you can dress, wear a bathing suit and swim and have sex and enjoy life. I told them, "You will be fine as long as you stay positive and keep your will to do so."

At the age of 45, after 13 years of teaching Danish in the State Department, I decided there was more to life than sitting in an office. I signed up for class to be a Realtor®. I loved it, and in August 1985 I joined Shannon and Luchs, in McLean. Shannon and

## Liz Lord

**Keller Williams Realty**

### Liz's Story

In April 2016, I launched my real estate business. Things were going well and prospects looked good for Spring 2017. I went for a routine mammogram in November 2017 with no worry whatsoever. All of that changed a few days later when I got the call that all women dread. An irregular finding. After a series of ultrasounds and biopsies, I was diagnosed with invasive ductal carcinoma. Breast cancer. At age 42, this was the last thing I expected. I needed a double mastectomy. A genomic profile test told me that I had an intermediate risk of recurrence, so I underwent four rounds of chemotherapy. My goal was to take a scorched-earth approach to prevent it from coming back. My kids were only 7 and 9 at the time and we have a lot of life to still live together!

I was able to work during chemotherapy and was generally available to clients every day except the infusion days and a few days when I felt pretty poorly. Work helped me stay motivated and optimistic. During the course of treatment, I had several closings and ratified a number of contracts. 2017 was the first full year of my real estate business; during more than half the year, I was undergoing cancer treatment. Yet, I managed to have over \$9 million in sales!

An essential part of my cancer experience was preventing hair loss using cold caps. Thanks to my husband, who performed scalp cooling therapy during each of my chemo infusions, I was able to keep about 70% of my hair. No one knew what I was going through unless I shared it with them. This was a huge factor in my ability to continue working and maintaining a positive and determined attitude. Having cancer affected my business minimally. It's not something I necessarily share with clients. I had a closing three weeks after surgery.

Luchs was eventually sold and I moved to Long and Foster, the largest independently-owned company on May 10, 1999. I am still with Long and Foster and have now passed 33 years in the real estate business. I expect to be here selling homes and enjoying my children and grandchildren for many more years.

### Lilian's Favorite Quotes

"I Ain't Down Yet" —from *The Unsinkable Molly Brown* (2000); and "If it is to be, it is up to me." —*William H. Johnsen*



Making it to the closing table felt like a tremendous accomplishment!

Today, I have "no evidence of disease." From a medical standpoint, I am fully recovered. I think the mental and emotional scars of cancer take longer to recover from. I'm still working through what it means to have survived cancer.

### Liz's Favorite Quote

"A man who lives his life fully is prepared to die at any moment." —*Mark Twain*





**Kate Papkin**  
**Keller Williams Metro Center Alexandria**

**Kate’s Story**  
I was unexpectedly diagnosed with breast cancer in September 2014. I found the lump myself and was assured that due to my age and lack of family history, it was probably nothing. Except it wasn’t nothing ... it was cancer. This was a shock. I never thought this would happen to me. I was only 32 at the time, and otherwise completely healthy, with a hectic life working full time and being the best mama I could be to a 3-year-old and 18-month-old at that time.

I remember being overcome with the most intense fear, and would ruminate over our little boys and how this could impact them and the future of my family. I desperately prayed and hoped that I would be around to see them grow up. I had double mastectomy surgery in October 2014. I was told I caught the cancer early, but that it was very aggressive, so I was advised to be as aggressive as possible with my treatment.

Throughout this process, I was surrounded by an enormous support system of family, friends, coworkers and even strangers. It showed me that there is so much good out there in the world and that with the right perspective and attitude, I can get through all of this and be around to see my boys grow up. I’ve made a very conscious choice to focus on being positive and grateful for what I have learned and how much stronger my family and I have become. I look for daily “silver linings” and things to be thankful for. I look for opportunities to give back to others. I currently volunteer as an SOS (survivors offering support) mentor through the Inova medical community to mentor young, newly diagnosed patients.



I am healthy, have all of my energy back, and can honestly say I am thriving personally and professionally. The cancer journey led me to my current company and leadership role in the organization. Our office has more than doubled in agent count, closed sales volume, and profit over the past two years. We are just getting started!

**Kate’s Favorite Quote**  
“Fear or Faith? You Choose.” — from *The Law Of Attraction*

**I’ve made a very conscious choice to focus on being positive and grateful for what I have learned and how much stronger my family and I have become. I look for daily “silver linings” and things to be thankful for. I look for opportunities to give back to others.**



**Katie Wethman**  
**Keller Williams Realty**

**Katie’s Story**  
In December 2016, I was diagnosed with Stage 0 DCIS breast cancer. After a cyst I had was drained, I insisted to the doctor that I still felt something; I’d found a tumor. So being my own advocate was really important. I had to have a mastectomy and opted for a double mastectomy. I had simultaneous reconstruction with over-the-pec implants. Luckily, my lymph nodes were clean, so no radiation or chemo, and drug therapy wasn’t recommended. With no family history or risk factors, my treatment was complete. One in eight women will get breast cancer in her lifetime — be vigilant, even if you don’t have any risk factors! I continued to sell real estate during treatment, though I took about a week off to relax and sleep. The second week, I started keeping up with emails, and by week 4, I was back out on limited appointments. By week 6, I was back to full time. My team was amazing and stepped up to keep the business going while I was out. Most of my clients didn’t even know what was happening! Cancer hasn’t affected my business much, except to prove to me the value of a high performing team!

**Katie’s Favorite Quote**  
“Go confidently in the direction of your dreams. Live the life you have imagined.” — *Henry David Thoreau*



**MaryEllen Ragsdale**  
**Pearson Smith Realty**

**MaryEllen’s Story**  
Six months after having my son, they found a lump in my breast. I was still breast feeding, so they thought it might be milk, but when it didn’t go away after 2 months, we got it checked. I was showing houses on a Friday evening when I got the “you have cancer” call. I went back in the house with my clients, showed a few more properties, and then went home to tell my husband the news! We were planning to start trying for a second baby that month, but, instead, I had a double mastectomy. I had three surgeries over the next year and started my ongoing endocrine therapy. I feel so incredibly fortunate that they found my lump early!! I continued selling real estate even during treatment. I was very busy leading up to and right after my first surgery! I did have to take a couple of days off afterward, but I felt it was important to get back to work as quickly as possible. Luckily, we do our own schedules! Today, I have ongoing hormone therapy for three or more additional years ... but my business has continued to grow!

**MaryEllen’s Favorite Quote**  
“Early detection saves lives!”





# TOP 150 STANDINGS

Teams and Individuals Closed Date From January 1, 2018–August 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Keri Shull	Optime Realty	78.5	\$51,359,680	156	\$97,368,560	234.5	\$148,728,240
2	Debbie Dogrul	Long & Foster Real Estate	172	\$97,988,879	94	\$47,529,249	266	\$145,518,128
3	Sarah Reynolds	Keller Williams Realty	167	\$83,825,864	74	\$36,984,529	241	\$120,810,393
4	Sue Goodhart	Compass	62	\$54,257,200	47	\$39,028,050	109	\$93,285,250
5	Phyllis Patterson	TTR Sotheby's International	49	\$38,518,500	42	\$32,481,566	91	\$71,000,066
6	Jennifer Young	Keller Williams Realty	96	\$45,182,906	28	\$13,636,700	124	\$58,819,606
7	Brian Wilson	Keller Williams Realty	101	\$55,538,393	3	\$2,398,750	104	\$57,937,143
8	Janet Callander	Weichert	41	\$38,065,501	17	\$17,249,388	58	\$55,314,889
9	Martin Alloy	SMC Real Estate Corp.	79	\$38,023,476	34	\$16,590,925	113	\$54,614,401
10	Bruce Tyburski	RE/MAX Executives	44	\$25,327,075	48	\$28,169,425	92	\$53,496,500
11	Cynthia Schneider	Long & Foster Real Estate	65	\$32,991,224	37	\$19,790,827	102	\$52,782,052
12	Jennifer Walker	McEneaney Associates	41	\$27,013,180	36	\$25,535,643	77	\$52,548,823
13	Jean Garrell	Keller Williams Realty	40	\$30,396,350	24	\$15,679,439	64	\$46,075,789
14	Khalil El-Ghoul	Glass House Real Estate	21.5	\$12,425,600	45	\$31,648,300	66.5	\$44,073,900
15	Damon Nicholas	Coldwell Banker Residential	51	\$30,517,150	19	\$12,081,150	70	\$42,598,300
16	Anthony Lam	Redfin Corporation	0	\$0	55	\$42,148,690	55	\$42,148,690
17	Tom Francis	Keller Williams Realty	20	\$28,687,717	13	\$11,903,642	33	\$40,591,359
18	Melissa Larson	Real Living Reserve Realtors	13	\$17,571,353	15	\$20,156,930	28	\$37,728,283
19	Marianne Prendergast	Washington Fine Properties	17	\$21,224,000	10	\$15,985,000	27	\$37,209,000
20	James Nellis	Keller Williams Fairfax Gateway	33	\$17,263,700	38	\$19,941,819	71	\$37,205,519
21	Elizabeth Twigg	McEneaney Associates	23	\$27,247,279	10	\$9,563,000	33	\$36,810,279
22	Fouad Talout	Long & Foster Real Estate	8	\$29,716,200	4	\$5,869,500	12	\$35,585,700
23	Laura Mensing	Long & Foster Real Estate	22.5	\$25,160,001	14	\$10,148,800	36.5	\$35,308,801
24	Raymond Gernhart	RE/MAX Allegiance	26	\$13,209,732	40	\$21,860,526	66	\$35,070,258
25	Roy Kohn	Redfin Corporation	60.5	\$33,523,788	2	\$1,420,000	62.5	\$34,943,788
26	Lilian Jorgenson	Long & Foster Real Estate	17.5	\$24,475,000	10	\$10,186,455	27.5	\$34,661,455
27	Gregory Wells	Keller Williams Realty	34	\$23,379,650	14	\$11,244,000	48	\$34,623,650
28	Elizabeth Lucchesi	Long & Foster Real Estate	27	\$20,716,430	19	\$13,825,555	46	\$34,541,985
29	Christopher White	Long & Foster Real Estate	32	\$23,365,618	16	\$10,126,418	48	\$33,492,036
30	Scott MacDonald	RE/MAX Gateway	41	\$27,614,890	9	\$5,280,750	50	\$32,895,640
31	N. Casey Margenau	Casey Margenau Fine Homes	19	\$27,457,400	5	\$4,747,500	24	\$32,204,900
32	Terry Belt	Keller Williams Realty	18.5	\$18,084,250	18	\$13,682,733	36.5	\$31,766,983
33	Irina Babb	RE/MAX Allegiance	37	\$21,868,300	15	\$9,776,000	52	\$31,644,300
34	Brian MacMahon	Redfin Corporation	17	\$9,872,900	34	\$21,308,050	51	\$31,180,950

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Kimberly Spear	Keller Williams Realty	34	\$19,576,920	22	\$11,177,790	56	\$30,754,710
36	Carla Brown	Toll Brothers Real Estate	55	\$30,596,003	0	\$0	55	\$30,596,003
37	Paul Thistle	Take 2 Real Estate	28	\$13,628,290	26	\$16,761,153	54	\$30,389,443
38	Dianne Van Volkenburg	Long & Foster Real Estate	17.5	\$21,191,500	7	\$8,890,000	24.5	\$30,081,500
39	Peter Braun	Long & Foster Real Estate	25.5	\$14,111,826	22	\$15,961,300	47.5	\$30,073,126
40	Michael Putnam	RE/MAX Executives	35	\$15,122,900	32	\$13,977,486	67	\$29,100,386
41	Theresa Valencic	Long & Foster Real Estate	13	\$19,739,500	5	\$9,312,500	18	\$29,052,000
42	Bichlan DeCaro	Westgate Realty Group	13	\$8,498,000	38	\$20,551,993	51	\$29,049,993
43	John Shafran	Yeonas & Shafran Real Estate	8	\$20,874,273	4	\$7,823,900	12	\$28,698,173
44	Piper Yerks	Washington Fine Properties	7.5	\$14,762,500	4	\$13,340,000	11.5	\$28,102,500
45	Kay Houghton	Keller Williams Realty	29	\$12,440,767	29	\$15,503,001	58	\$27,943,768
46	Megan Fass	FASS Results .	8.5	\$7,119,600	23	\$20,487,900	31.5	\$27,607,500
47	Dina Gorrell	Redfin Corporation	48	\$26,363,328	2	\$1,107,000	50	\$27,470,328
48	Robert Ferguson	RE/MAX Allegiance	19	\$14,987,800	12	\$11,736,000	31	\$26,723,800
49	Victoria(Tori) McKinney	Keller Williams Realty	13	\$10,938,500	18	\$14,765,900	31	\$25,704,400
50	Paramjit Bhamrah	Redfin Corporation	44	\$24,375,199	1	\$1,299,999	45	\$25,675,198

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# TOP 150 STANDINGS

Teams and Individuals Closed Date From January 1, 2018–August 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Dean Yeonas	Yeonas & Shafran Real Estate	9	\$14,731,900	6	\$10,722,623	15	\$25,454,523
52	Barbara Beckwith	McEneaney Associates	12.5	\$17,151,000	5	\$8,075,435	17.5	\$25,226,435
53	Patricia Ammann	Redfin Corporation	5	\$2,389,500	39	\$22,815,500	44	\$25,205,000
54	Billy Buck	William G. Buck & Assoc.	15	\$11,056,422	15	\$14,140,717	30	\$25,197,140
55	Eve Weber	Long & Foster Real Estate	24.5	\$15,351,000	17	\$9,516,400	41.5	\$24,867,400
56	Karen Close	Century 21 New Millennium	16	\$17,827,242	7	\$6,758,000	23	\$24,585,242
57	Akshay Bhatnagar	Virginia Select Homes	2	\$815,000	44	\$23,763,881	46	\$24,578,881
58	Erin Jones	Keller Williams Realty	26	\$12,187,915	25	\$12,156,050	51	\$24,343,965
59	Irene deLeon	Redfin Corporation	45.5	\$23,240,300	2	\$1,035,000	47.5	\$24,275,300
60	Lex Lianos	Compass	22.5	\$16,643,880	11	\$7,613,808	33.5	\$24,257,688
61	Venugopal Ravva	Maram Realty	3.5	\$1,031,500	42	\$23,008,632	45.5	\$24,040,132
62	Lenwood Johnson	Keller Williams Realty	29	\$11,426,500	37	\$12,511,829	66	\$23,938,329
63	Patricia Stack	Weichert	19	\$15,047,000	10	\$8,276,500	29	\$23,323,500
64	Ashley Leigh	Linton Hall Realtors	38.5	\$16,481,333	14	\$6,809,195	52.5	\$23,290,528
65	Carol Hermendorfer	Long & Foster Real Estate	23.5	\$17,957,900	9	\$5,263,450	32.5	\$23,221,350
66	Jeremy Browne	TTR Sotheby's International	16	\$11,035,400	14	\$12,106,005	30	\$23,141,405
67	Diane Schline	Century 21 Redwood	12	\$7,273,600	18	\$15,585,900	30	\$22,859,500
68	Brad Kiger	Keller Williams Realty	25	\$16,088,850	13	\$6,757,250	38	\$22,846,100
69	Raghava Pallapolu	Fairfax Realty	5	\$2,093,000	31	\$20,485,938	36	\$22,578,938

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
70	Joan Stansfield	Keller Williams Realty	20	\$15,073,600	11	\$7,357,754	31	\$22,431,354
71	Danilo Bogdanovic	Redfin Corporation	43	\$21,024,000	2	\$1,321,535	45	\$22,345,535
72	Vicky Noufal	Pearson Smith Realty	24	\$14,511,400	10	\$7,382,150	34	\$21,893,550
73	Aaron Podolsky	Keller Williams Realty	22	\$13,302,500	11	\$8,584,421	33	\$21,886,921
74	Laura Schwartz	McEneaney Associates	14	\$7,773,250	19	\$13,881,649	33	\$21,654,899
75	Marlene Baugh	Long & Foster Real Estate	19	\$13,782,030	9	\$7,817,500	28	\$21,599,530
76	Bradley Kintz	Long & Foster Real Estate	41.5	\$19,867,650	3	\$1,729,750	44.5	\$21,597,400
77	Ahmed Nadim	SquareSOLD	33	\$17,621,950	5	\$3,857,500	38	\$21,479,450
78	Christine Rich	Long & Foster Real Estate	12	\$10,765,006	10	\$10,560,500	22	\$21,325,506
79	Kevin Samson	Samson Properties	24.5	\$18,223,025	3	\$2,932,900	27.5	\$21,155,925
80	Christopher Craddock	Keller Williams Realty	20	\$8,579,405	27	\$12,512,699	47	\$21,092,104
81	John Spahr	Long & Foster Real Estate	1.5	\$20,450,000	1	\$572,000	2.5	\$21,022,000
82	Rheema Ziadeh	Redfin Corporation	43.5	\$20,390,699	1	\$570,000	44.5	\$20,960,699
83	Kevin LaRue	Century 21 Redwood Realty	26	\$13,571,700	11	\$7,335,882	37	\$20,907,582
84	Jessica Richardson	Compass	13.5	\$10,653,030	12	\$10,213,230	25.5	\$20,866,260
85	Matthew Elliott	Keller Williams Realty	22	\$10,508,450	19	\$10,336,175	41	\$20,844,624

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# TOP 150 STANDINGS

Teams and Individuals Closed Date From January 1, 2018–August 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
86	Natalie McArtor	Long & Foster Real Estate	26.5	\$13,601,250	12	\$7,042,053	38.5	\$20,643,303
87	Mickey Glassman	RE/MAX Premier	27	\$15,600,700	9	\$4,902,760	36	\$20,503,460
88	Dina Azzam	RE/MAX Select Properties	16.5	\$9,435,900	18	\$10,927,385	34.5	\$20,363,285
89	Jin Chen	Pearson Smith Realty	8	\$3,833,400	29	\$16,399,740	37	\$20,233,140
90	Dennis Lee	Douglas Realty of Virginia	9	\$3,535,000	36	\$16,686,300	45	\$20,221,300
91	Ahmad Ayub	Redfin Corporation	0	\$0	40	\$20,154,022	40	\$20,154,022
92	Spencer Marker	Long & Foster Real Estate	30	\$16,012,000	8	\$4,036,100	38	\$20,048,100
93	Lisa Smith	Pearson Smith Realty	24.5	\$15,834,199	8	\$4,199,750	32.5	\$20,033,949
94	Christine Richardson	Weichert	19	\$11,231,900	14	\$8,769,900	33	\$20,001,800
95	David Moya	Keller Williams Realty	12.5	\$8,863,125	14	\$11,021,200	26.5	\$19,884,325
96	Sarah Harrington	Long & Foster Real Estate	17.5	\$13,802,000	8	\$5,945,500	25.5	\$19,747,500
97	Daan De Raedt	RE/MAX Allegiance	31	\$14,186,200	11	\$5,479,900	42	\$19,666,100
98	Jack Work	RE/MAX Preferred Prop.	20	\$11,405,900	13	\$8,234,400	33	\$19,640,300
99	Debbie Kent	Cottage Street Realty	36	\$17,828,399	3	\$1,785,000	39	\$19,613,399
100	Kendell Walker	Redfin Corporation	15	\$5,921,800	27	\$13,624,686	42	\$19,546,486

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#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Elizabeth Kovalak	Keller Williams Realty	17	\$8,580,500	21	\$10,963,900	38	\$19,544,400
102	Deborah Frank	Deb Frank Homes	28.5	\$18,320,400	2	\$1,205,000	30.5	\$19,525,400
103	Sean Ragen	Keller Williams Realty Falls	28	\$17,558,922	4	\$1,935,000	32	\$19,493,922
104	Kevin Carter	RE/MAX Select Properties	13	\$7,051,908	19	\$12,401,208	32	\$19,453,116
105	Timothy Pierson	Keller Williams Realty Falls	14	\$6,854,000	25	\$12,569,471	39	\$19,423,471
106	Gayle Bailey	Keller Williams Realty	15	\$8,609,825	17	\$10,748,000	32	\$19,357,825
107	Cristina Dougherty	Long & Foster Real Estate	24.5	\$13,135,650	10	\$6,210,500	34.5	\$19,346,150
108	Deborah Shapiro	TTR Sothebys International	7.5	\$10,757,250	6	\$8,543,500	13.5	\$19,300,750
109	Vladimir Dallenbach	TTR Sotheby's International	9	\$8,644,500	17	\$10,594,850	26	\$19,239,350
110	Bradley Wisley	Berkshire Hathaway	33	\$18,002,255	3	\$1,181,000	36	\$19,183,255
111	Michelle Sagatov	Washington Fine Properties	12	\$11,254,255	9	\$7,922,300	21	\$19,176,555
112	Angela Kaiser	Redfin Corporation	3	\$1,199,000	30	\$17,889,050	33	\$19,088,050
113	Michael Webb	RE/MAX Allegiance	12.5	\$6,975,638	25	\$12,103,588	37.5	\$19,079,226
114	Benjamin Heisler	Pearson Smith Realty	25	\$11,647,684	13	\$7,334,805	38	\$18,982,489
115	Kelly Gaitten	Berkshire Hathaway	18	\$11,434,800	9	\$7,510,500	27	\$18,945,300
116	Patricia Fales	RE/MAX Allegiance	17	\$12,256,400	10	\$6,675,462	27	\$18,931,862
117	Constantine Anthony	Pearson Smith Realty	22.5	\$12,370,496	11	\$6,448,042	33.5	\$18,818,538
118	Diane Lewis	Washington Fine Properties	12	\$16,178,968	3	\$2,636,000	15	\$18,814,968
119	A. Casey O'Neal	RE/MAX Allegiance	24	\$14,953,333	9	\$3,759,657	33	\$18,712,990
120	Patrick O'Keefe	RE/MAX Gateway	11	\$8,629,635	13	\$9,998,300	24	\$18,627,935
121	Jennifer Thornett	Washington Fine Properties	5.5	\$11,638,500	3	\$6,885,011	8.5	\$18,523,511
122	Thomas Moffett	Redfin Corporation	31	\$16,625,930	3	\$1,843,000	34	\$18,468,930
123	Bhavani Ghanta	Long & Foster Real Estate	2	\$847,500	29	\$17,345,511	31	\$18,193,011
124	John Goodwyn	Keller Williams Realty Falls	2	\$1,431,250	27	\$16,458,050	29	\$17,889,300
125	Heather Heppe	RE/MAX Select Properties	19	\$11,637,200	10	\$6,221,616	29	\$17,858,816
126	Carol Temple	Coldwell Banker Residential	15	\$10,236,300	10	\$7,567,300	25	\$17,803,600
127	Sheri Allen	Weichert	26	\$12,519,684	9	\$5,167,396	35	\$17,687,080
128	Kim Muffler	Long & Foster Real Estate	15	\$11,733,758	8	\$5,938,258	23	\$17,672,016
129	Heather Corey	TTR Sotheby's International	8	\$10,545,000	5	\$7,094,500	13	\$17,639,500
130	Sri Meka	Realty Resource	3	\$1,555,000	22	\$16,010,421	25	\$17,565,421
131	William Gaskins	Keller Williams Realty Falls	14.5	\$12,541,474	6	\$5,006,000	20.5	\$17,547,474
132	Scott Shawkey	Keller Williams Realty	12	\$15,309,094	2	\$2,229,000	14	\$17,538,094
133	Marilyn Brennan	Long & Foster Real Estate	16	\$8,990,100	12	\$8,519,695	28	\$17,509,795
134	Lisa Dubois-Headley	RE/MAX By Invitation	14.5	\$8,537,782	15	\$8,938,500	29.5	\$17,476,282

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# TOP 150 STANDINGS

Teams and Individuals Closed Date From January 1, 2018–August 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Charles Witt	Nova Home Hunters Realty	11.5	\$5,754,500	25	\$11,631,240	36.5	\$17,385,740
136	Kristy Moore	Local Expert Realty	27	\$12,613,888	7	\$4,674,955	34	\$17,288,843
137	George Mrad	Keller Williams Realty	8	\$7,722,009	11	\$9,521,447	19	\$17,243,456
138	Gitte Long	Redfin Corporation	5	\$2,521,900	24	\$14,718,809	29	\$17,240,709
139	Margaret Czapiewski	Keller Williams Realty	29.5	\$12,351,850	13	\$4,879,500	42.5	\$17,231,350
140	Gina Tufano	Pearson Smith Realty	18.5	\$10,224,800	14	\$6,951,400	32.5	\$17,176,200
141	Paramjit Sikand	Long & Foster Real Estate	7.5	\$8,114,250	10	\$9,048,325	17.5	\$17,162,575
142	Andrea Hayes	Living Realty .	24	\$10,145,398	18	\$6,930,497	42	\$17,075,895
143	Jason Mandel	Washington Fine Properties	7.5	\$12,645,000	3	\$4,395,000	10.5	\$17,040,000
144	Robert Clark	Redfin Corporation	28.5	\$17,033,820	0	\$0	28.5	\$17,033,820
145	Carolyn Young	RE/MAX Premier	27	\$15,254,850	3	\$1,762,500	30	\$17,017,350
146	Ana Ventura	Redfin Corporation	33	\$17,001,576	0	\$0	33	\$17,001,576
147	Wes Stearns	M. O. Wilson Properties	25	\$12,642,465	8	\$4,229,475	33	\$16,871,940
148	Cathy Pongmalai	Frankly Real Estate	28	\$13,663,900	5	\$2,977,750	33	\$16,641,650
149	Elizabeth McGuiness	Long & Foster Real Estate	15	\$10,176,000	11	\$6,428,000	26	\$16,604,000
150	Karen Cooper	Long & Foster Real Estate	32	\$14,832,700	4	\$1,638,500	36	\$16,471,200

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