



NOVA

# REAL PRODUCERS<sup>®</sup>

INFORMING AND INSPIRING REAL ESTATE AGENTS

Jen  
Walker

Spreading Kindness,  
Building Community

APRIL 2019



# SPRING INTO THE SPRING REAL ESTATE MARKET WITH



YOUR LOCAL TITLE COMPANY SERVING DC, MD, & VA  
FLEXIBLE SETTLEMENT TIMES & LOCATIONS  
GREAT RATES  
INTERACTIVE, SECURE PROCESS WITH AN AMAZING TEAM!  
**202-449-2933**  
**MONICA@ATGTITLE.COM**



## Opening the Doors to **REALTOR® Safety**

At Fairway Independent Mortgage Corporation, we offer a safe place for all real estate agents to go when meeting a buyer during our business hours. Our safety, along with the safety of our industry colleagues, is our highest priority. Here's a reminder of some basic safety tips to keep in mind when you are out in the field.

**Meet First.** Meeting a prospective client for the first time at an office is an effective way to deter criminals.

**Keep it light.** When possible, show properties before it gets dark outside.

**Don't get blocked in.** Always park your car in front of the property instead of the driveway.

**Never lead.** When showing a house, have your client walk in front of you while you verbally direct them from behind.

As an open-door colleague, please contact me to schedule your client meetings at our office.

To participate in this program, please sign up at [www.meetmeherefirst.com](http://www.meetmeherefirst.com)



**Kelly A. Katalinas**  
Branch Manager, NMLS# 365493

**Office:** 703.844.2060  
**Direct:** 703.868.9103  
[kelly.katalinas@fairwaymc.com](mailto:kelly.katalinas@fairwaymc.com)

3201 Jermantown Rd, Suite 220  
Fairfax, VA 22030





# TABLE OF CONTENTS



5

Preferred Partner Index



6

Publisher's Note



10

Golden Nuggets



12

Partner Spotlight: Alicia Brown, Scalable RES



18

Words by Wade



22

Legal Hotline By Keith Barrett



24

We Ask The Questions, You Submit Your Answers



26

Rising Star: Dinh Pham



30

Making A Difference: Megan Fass



36

Cover Story: Jen Walker



43

Top 200 Standings



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

**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.

DRAPER & KRAMER

MORTGAGE CORP.



## Work with a Lender you can Count On

Nationally ranked mortgage professional Chris Channell is dedicated to helping you grow your business, streamline your transactions and delight your clients.

### What can Chris do for you?

Chris Channell's mission is to provide the best possible home financing experience. Here are some of the benefits he can offer you and your clients:

- Closings as short as 15 days total
- Same-day preapprovals
- Vast catalogue of flexible loan products
- Low rates and fees
- Co-marketing opportunities
- Free mobile app and CRM platform
- 99% customer satisfaction rating<sup>1</sup>

### About Chris

Chris Channell is a top-ranked mortgage originator and an accomplished industry leader. He is a valued resource for consumers seeking exceptional home financing service and real estate professionals who need a reliable mortgage partner. Chris loves the mortgage business and is dedicated to serving the clients and partners who place their trust in him.

Since entering the industry in 2009, Chris has helped thousands of clients and originated hundreds of millions of dollars of home financing. He leads his own full-service mortgage team as regional vice president at Draper and Kramer Mortgage Corp.

Contact Chris today to discuss everything he can do for your business!

### CHRIS CHANNELL

Regional Vice President

O: 571-489-0581

M: 240-381-9161

[chris@dkmortgage.com](mailto:chris@dkmortgage.com)

[www.dkmortgage.com/channell](http://www.dkmortgage.com/channell)

8484 Westpark Drive

Suite 710

McLean, VA 22102



Chris Channell (DC-MD-266012 DE-PA-0-266012 FL-1056929 GA-33032 MD-266012 VA-NL-0-9155VA NH-5-266012) is an agent of Draper and Kramer Mortgage Corp. (NH-5-2551) an Illinois Residential Mortgage Lender located at 1431 Ojus Place, Suite 200, Downers Grove, IL 60515, 630-376-2100. DC: Mortgage Lender License No. MD02551, DE: Licensed as a Mortgage Lender by the Office of the State Bank Commissioner, No. 019745, FL: Licensed as a Mortgage Lender by the Office of Financial Regulation No. MLD0494, GA: Georgia Residential Mortgage Licensee - Licensed as a Mortgage Lender, MD: Licensed as a Mortgage Lender by the Commissioner of Financial Regulation No. 19525, VA: Licensed as a Mortgage Lender by the Virginia State Corporation Commission No. MC 5630; NHLS ID No. 2951 ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)). © 2019 Draper and Kramer Mortgage Corp. All Rights Reserved. 03665-01 03/19

<sup>1</sup> See Chris' client testimonials here: <http://www.survey.com/pages/chris>



# DEAR NOVA REAL PRODUCERS,

To our Real Producers who have been with us from the beginning: Congratulations on being an annual Real Producer! For those who made the top 500 this year and are receiving this publication for the first time: Congratulations on becoming a Real Producer!

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

**Who are we?** We are a local, realtor-centric publication and platform covering the lifestyle, growth, and development of top producing realtors. We accomplish this by providing exclusive, top realtor focused content for our best and brightest agents!

This publication is for you. We want your opinion! What topics and/or columns would help you achieve your 2019 goals?

Without our Preferred Partners, none of this would be possible! We are thankful for their participation and all they do for our community. The publication, realtor features, and most events are free because of our partners.

Thank you! All of our partners are referred to us by our Real Producer community. To my Real Producer community: Thank you for the amazing referrals!

We recently had our first annual Awards Gala! This was an amazing event that celebrated the success of our Real Producers community. Check out the photos on Facebook and in our upcoming May 2019 edition of this Real Producers publication.

Look for upcoming event invites! These are amazing opportunities for you to network with your friends and colleagues, as well as meet with preferred partners within the local industry.

For more information about our publication, partners, and future events, check out [www.NOVAREalProducers.com](http://www.NOVAREalProducers.com), our private Facebook group, or email us at [info@novarealproducers.com](mailto:info@novarealproducers.com).

With Gratitude,

**Kristin Brindley**  
 Publisher *NOVA Real Producers*  
 (313) 971-8312  
[Kristin.Brindley@RealProducersMag.com](mailto:Kristin.Brindley@RealProducersMag.com)



## 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](http://StrategicGifting.com)

Super Home, Inc.  
 (844) 997-8737  
[HelloSuper.com](http://HelloSuper.com)

The Ferguson Team at MVB Mortgage  
 Mark Ferguson  
 (571) 266-6485  
[www.yourfergusonteam.com](http://www.yourfergusonteam.com)

**PUBLIC RELATIONS AND MARKETING**  
 PR For Anyone  
 (844) 774-2691  
[PRForAnyone.com](http://PRForAnyone.com)

### CONTRACTOR / ROOFER

DryHome Roofing & Siding, Inc.  
 (703) 230-7663  
[www.dryhome.com](http://www.dryhome.com)

### INSURANCE

Geico - Matthew McCarthy  
 Mathew McCarthy  
 (703) 236-1366  
[geico.com/nova-metro](http://geico.com/nova-metro)

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

**STAGING**  
 Staged Interior  
 Young Kim  
 (703) 261-7026  
[www.stagedinterior.com](http://www.stagedinterior.com)

### FURNITURE RENTAL

Churchill Living  
 (973) 636-9400  
[www.ChurchillLiving.com](http://www.ChurchillLiving.com)

### JUNK REMOVAL

123JUNK  
 (703) 400-7645  
[123JUNK.com](http://123JUNK.com)

### MOVING & STORAGE

Interstate Moving & Storage, Inc.  
 Sherry Skinner  
 (703) 226-3282  
[moveinterstate.com](http://moveinterstate.com)

Town & Country Movers  
 (301) 670-4600  
[TownAndCountryMovers.com](http://TownAndCountryMovers.com)

### HOME INSPECTION

Donofrio Property Inspections  
 (703) 771-8374  
[Donofrioinspections.com](http://Donofrioinspections.com)

### MORTGAGE

Caliber Home Loans  
 Scott Silverstein  
 (301) 254-9547  
[com/SSilverstein](http://CaliberHomeLoans.com/SSilverstein)

### MOVING COMPANY

JK Moving Services  
 (240) 405-7027  
[JKMoving.com](http://JKMoving.com)

**TITLE SERVICES**  
 Eastern Title & Settlement  
 (240) 660-2278  
[EasternTitle.net](http://EasternTitle.net)

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

Draper and Kramer Mortgage Corp.  
 Chris Channell  
 (571) 489-0581  
[dkmortgage.com/chris](http://dkmortgage.com/chris)

Town & Country Movers  
 (301) 670-4600  
[TownAndCountryMovers.com](http://TownAndCountryMovers.com)

Entrepreneur Services  
 Monica Sulaimani  
 (202) 449-2933

RMJ Home Inspections  
 (571) 353-1594  
[FairfaxVAHomeinspector.com](http://FairfaxVAHomeinspector.com)

Fairway Independent Mortgage Corporation  
 Kelly Katalinas  
 (703) 868-9103  
[www.KellyKatalinas.com](http://www.KellyKatalinas.com)

### PHOTOGRAPHY

Andrew Sample Photography  
 (703) 405-3483  
[www.asamplephotography.com](http://www.asamplephotography.com)

Stewart Title and Escrow  
 (480) 203-6452  
[DCTitleGuy.com](http://DCTitleGuy.com)

Vesta Settlements  
 (703) 288-3333  
[www.vestasettlements.com](http://www.vestasettlements.com)

### HOME RENOVATION

Curbio  
 (240) 406-4616  
[www.curbio.com](http://www.curbio.com)

First Home Mortgage  
 Todd Pede  
 (443) 764-7648  
[ToddPede.com](http://ToddPede.com)

Howard Lansat & Associates Photography  
 (301) 838-9560  
[LansatPhoto.com](http://LansatPhoto.com)

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

### HOME WARRANTY

HMS Home Warranty  
 (703) 587-0094  
[HMSNational.com](http://HMSNational.com)

First Savings Mortgage  
 Thad Wise  
 (703) 350-1733  
[ThadWise.com](http://ThadWise.com)

**PRINTING, DIRECT MAIL SERVICES**  
 My Marketing Matters  
 (301) 590-9700  
[MyMarketingMatters.com](http://MyMarketingMatters.com)

**VIDEO SERVICES**  
 CoCreate Studios  
 (703) 516-0043  
[cocreatestudios.com](http://cocreatestudios.com)

HWA Home Warranty  
 (703) 220-9633  
[HWAHomeWarranty.com](http://HWAHomeWarranty.com)

Monarch Mortgage  
 Richard Early  
 (301) 332-2184  
[www.TowneBankMortgage.com](http://www.TowneBankMortgage.com)

**PROPERTY MANAGEMENT**  
 WilkinsonPM & HomeFirst Realty  
 (703) 971-1800  
[www.wilkinsonpm.com](http://www.wilkinsonpm.com)

HDBros  
 (540) 840-1388  
[HDBros.com](http://HDBros.com)



## MEET THE NOVA REAL PRODUCERS TEAM



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



**Kellie Brindley**  
Chief Operating  
Officer



**Angela Clemons**  
Events Manager



**Mark Celeste**  
Publishing Assistant



**Karla Bowling**  
Staff Writer



**Idolina Walker**  
Asst. Editor



**Zach Cohen**  
Staff Writer



**Rodney Rice**  
Photographer



**Howard Lansat**  
Photographer



**Ryan Corvello**  
Photographer



**Bobby Cockerille**  
Videographer



**Barry Katz**  
Videographer

**Real estate photos and video.**  
www.hdbros.com  
schedule@hdbros.com  
833 437 4686

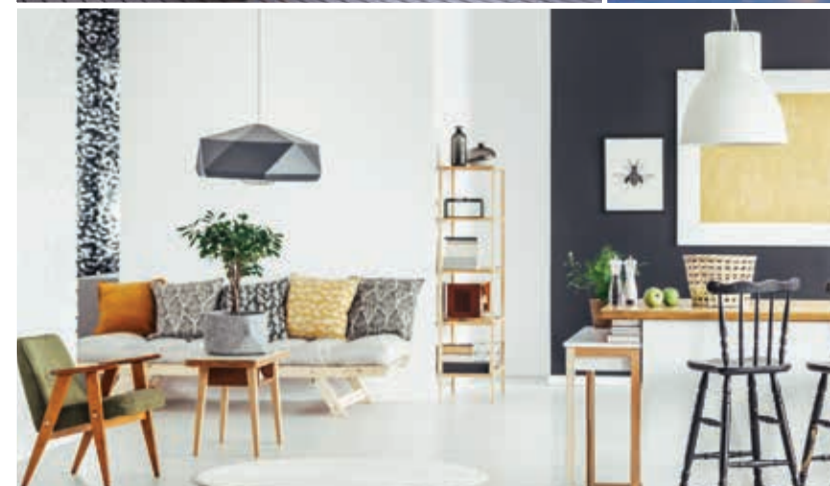
Easy online booking.  
**HD BROS**

## 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](http://ThadWise.com)

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





Presents

# Golden Nuggets



## Jen Walker

*The Jen Walker Team*

“One person can make a difference, and everyone should try.”

– John F. Kennedy



## Dinh Pham

*The Good Life Team*

“Success is deeply personal for each individual. For me, success is the balance of wealth and well-being, while consistently living true to my core values. There are small successes and great accomplishments in life, so to me, success is always a moving target.

“The truth is I have failed. I have failed in many different areas of my life — educational, professional, and personal. I’ve been on the bottom several times, and by perseverance and commitment, I always climbed back. I’ve gained my greatest lessons through the lowest point of my life. In fact, if failure has taught me anything, it has taught me humility and that there is always room for growth.”



## Alicia Brown

*Founder and CEO, Scalable RES*

Our Mission: We stay in front of the paperwork so that agents can stay in front of their clients.

Our Vision: To nurture an environment that creates financial freedom and a work/life balance for

our employees as well as our clients.

Our Values: Commitment, Consistency, Professionalism, Flexibility, Family, Integrity.



## Megan Fass

*FASS Results, LLC*

“Happy. Helpful. Thoughtful. I say it almost daily trying to help my kids learn the value of this. This is what we strive to feel daily and help others feel, too. Life is full of choices every single day that impact ourselves and others.”

# curbio<sup>SM</sup>

Renovate Now, Pay When You Sell



Pre-Sale Renovation



Pre-Sale Renovation **with Curbio**

**Curbio delivers turnkey renovations for a hassle-free experience.**

**We’re experts in getting homes move-in ready, and we wait until settlement to get paid.**

**Call us Today for a Free Estimate**

and visit us at  
**[www.curbio.com/vip](http://www.curbio.com/vip)**  
to join our exclusive program for top agents



**844-944-2629**  
**[www.curbio.com](http://www.curbio.com)**







# ALICIA BROWN

Founder and CEO, Scalable RES

Photos by Howard Lansat Photography



## Building a Scalable Model

In 2001, Alicia Brown was working in the technology industry in product marketing. She had moved to Boston, Massachusetts, for a short time, but by 2002, she was aiming to return home to Northern Virginia.

“I had always been interested in following real estate since I was young,” Alicia reflects. “Other kids wanted the comics section of the newspaper. I always loved reading the classified and real estate sections.”

From 2002 to 2016, Alicia collected a wide array of experience in real estate. She worked as a real estate salesperson, managing broker, principal broker, team leader, and co-owner of a real estate team.

“While leading a real estate team, we started using the services of an independent transaction coordinator,” Alicia recalls. “She was my introduction to this new emerging industry.”

Alicia became intrigued by the thought of paying for administrative services as received, rather than hiring full-time staff. By implementing an independent transaction coordinator (TC) model, Alicia and her team were able to successfully employ a scalable model that didn’t break the bank when things got slow yet ready to handle all the required work when things got busy.

At the time, Alicia sought a personal lifestyle change while recognizing she had a knack for transaction coordinating. “I started the business with the idea that I could work from anywhere,” Alicia says.

“As more and more agents became interested in my services, I had to make a decision. The transaction coordinator that assisted me in getting into the business loved — and still does love — just working with her agents and not growing it into a larger business with more TCs.”

Initially, Alicia thought that was all she wanted as well. “When I brought on another TC and was able to make a difference in her life doing the work she loved, getting compensated fairly for



• • •

the work completed, and the flexibility in both her work and personal life, I realized I wanted to bring this opportunity to more people that struggle with a work/life balance.”

Today, Scalable RES consists of three branches: transaction coordination through the new brand The Virtual Advantage; marketing, such as listing marketing, branding, and social media marketing; and business consulting (database cleaning, lead follow-up systems, etc.).

“We help real estate agents leverage their time and increase their profit while maximizing their potential,” Alicia affirms. “Our team of experienced transaction coordinators focuses on accurately completing the administrative details of your real estate transaction, which allows our agents to focus on closing more sales. We function efficiently behind the scenes of each transaction, working directly with the agent and their clients to ensure a smooth transition to the settlement table.”

Alicia’s goal is to make the entire process seamless for all parties involved and give more time back to the lives of her agent clients. “If you feel like there are never enough hours in the day, have hired assistant after assistant and cannot seem to get your business firing on all cylinders, you should consider hiring a transaction coordinator,” Alicia advises.

“The benefits of outsourcing this part of your business are endless. The key is to partner with someone with experience, integrity, and commitment.” Alicia and her team are positioning themselves to be that asset.

One of Alicia’s main drivers for building Scalable RES was to provide a better work/life balance — for herself, her employees, and her clients. When she’s not working, she’s with Brad, her husband of 25 years, their dog Eva, and their three parrots named Nikki, Oliver, and Jaida.

“We enjoy vacations that we can bring our dog along. Every year we go to the Outer Banks and enjoy the beach with her,” Alicia shares. “My husband and I love to travel and love repeat visits to Las Vegas as well as Hawaii. I love anywhere that has a beach — especially with my family.” Reading, hiking, and eating at new places are at the top of her local pleasures. “And, I love spa time with my best friend,” Alicia laughs.

“[Success is] a thriving business where I work smarter, not harder, and am more efficient while still providing value to clients and staff. It’s time and financial freedom which allows me to give back to my community and causes dear to my heart, to allow more time to read, explore hiking trails, and experience new foods at local eateries, and to create lasting memories with my family.”

For more information about Scalable RES, please visit [www.scalableRES.com](http://www.scalableRES.com) and [www.thevirtualadvantage.net](http://www.thevirtualadvantage.net).

**Our Mission:** We stay in front of the paperwork so that agents can stay in front of their clients.

**Our Vision:** To nurture an environment that creates financial freedom and a work/life balance for our employees as well as our clients.

**Our Values:** Commitment, Consistency, Professionalism, Flexibility, Family, Integrity.



With her dog, Eva "the diva"



**Phone: (571) 445-4737**  
**Facebook.com/ScalableRES**  
**[www.scalableRES.com](http://www.scalableRES.com)**  
**[www.thevirtualadvantage.net](http://www.thevirtualadvantage.net)**



Top Agents could be reading about your company **right now.**



**RP REAL PRODUCERS.**  
FOR ADVERTISING INFO VISIT  
**REALPRODUCERSMAG.COM**

Save your budget, protect your home with the **Top-Rated Home Warranty** in the U. S.



**SAVE \$25**  
We Honor Military Personnel  
Promo Code: **Military**


**WHY CHOOSE HWA Home Warranty**  
Covers 100% Freon, Free Listing Coverage, No Age Restrictions, Rekeying Locks, 13 months No Waiting Period, Over 120 Items Covered Covers Unknown pre-existing conditions




Anne Lang  
Account Executive  
anne.lang@hwhomewarranty.com  
Cell# 703-220-9633

**MOVING | STORAGE | STAGING**

Town & Country Movers is the only moving company in the DMV providing professional staging as well as moving and storage services.



**TOWN & COUNTRY MOVERS, INC.**  
Local, Long Distance & International Specialist

301-670-4600 | 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!



**800-364-5778**  
**WWW.123JUNK.COM**

Proudly Serving DC, MD & VA





# HOW TO OVERCOME A REALTOR'S BIGGEST FEAR

By Wade Vander Molen

I recently had a top NOVA Real Producers agent attend one of my marketing classes. I followed up like a good title rep and kept her on the phone asking her questions about her business and how my company could assist. She agreed to meet the very next day. As we spoke in a coffee shop about her business needs, she explained that in her third year in business she had closed 40+ transactions. Though she was happy with her business growth, she said her biggest fear in real estate was...



**NOT BEING ABLE TO DUPLICATE HER  
SUCCESS NEXT YEAR.**

I think many of us have the same fear. For me, my biggest fear is not being successful. Even when I have strong months or years in the title business, I always look at opportunities missed or “what ifs” that would have made my production numbers larger.

In real estate or lending, the fears are no different. We work towards success at the top of the mountain, and after we reach it, or get near the top, the question is always, “Can you do it again?” In many instances, this fear is valid. Personally, my goal is to always beat my previous year’s production. But then on January 1, that goal seems daunting! After having this conversation with my realtor client, I realized that this is a real fear realtors have, but it can be overcome.

**LOOK AT YOUR ACTIVITIES.**

The business or success comes from the activities we do on a daily and weekly basis. Our actions and

reactions dictate our behavior. If I keep setting quality client appointments, teaching classes, following up, building loyalty, and helping my realtor and lender partners, I will have business. I try to break down my weeks and months and set goals within. If I look at my production and goals from a yearly standpoint, I get overwhelmed and it seems unattainable. Once I break them down into chunks, they become more manageable. Control your activities and meet your short-term goals so you can head down the right path.

**SET THE FOUNDATION.**

Using a CRM will also help in streamlining your business. My business would be in trouble without it — knowing who to contact and when, plus identifying who are your top clients, and referral sources. It’s easier to go back to the well than trying to convert cold relationships. I think that a real estate agent’s biggest fear should be trying to build a successful business without a CRM.

**LEVERAGE YOURSELF.**

Growing by leverage is a must in our business. It’s scary not to duplicate success when you are doing all the work yourself. Take the leap and hire an admin/marketing person. You will find that the free time will allow you to create many more business opportuni-

ties. Leveraging your time and work will take the edge off when trying to hit and pass the previous year’s numbers. Having a fear of not duplicating success is real and valid, but with a plan in place and the right systems, you will have the ability to push on to newer and higher goals.



**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).

## PROPERTY MANAGEMENT AT ITS BEST!



**WilkinsonPM &  
HomeFirst Realty**

When you hire us, you get the whole team, not just one property manager.



Our goal is to help you as soon as you call in. Your call is answered by a member of our staff, not a recorded message, and questions or issues handled at the time of the call whenever possible. Stop waiting for your property manager to call you back!

**(703) 971-1800 (main)**

6271 Franconia Road, Alexandria, VA 22310

**(410) 231-2600**

90 Holiday Drive A-1, Solomons, MD 20688

[info@WilkinsonPM.com](mailto:info@WilkinsonPM.com) | Family Owned & Operated Since 1989 | Licensed in VA and MD



# RESIDENTIAL MORTGAGES

*Home is where your story begins*

## HOW WE HELP

- Primary Residences/Second Homes/Investment
- Competitive Jumbo Fixed and ARM programs
- Lot Acquisition/construction/renovation
- Portfolio and Bridge loan options
- Local Underwriting/Processing/Closing
- Custom Support to Grow YOUR business!



MARK FERGUSON

Vice President | Builder Division | Senior Loan Officer | NMLS# 408119  
D: 571.266.6485 C: 301.674.5851 E: mferguson@mvmortgage.com

WWW.YOURFERGUSONTEAM.COM

**COCREATE** STUDIOS

***The video made you stand out more from the other agents.***

CoCreate Studios helped bring in my biggest client to date. They made it easy to showcase my brand through video and provided real results.

—Brandon Wright,  
Pearson Smith Realty

**Supercharge Your Referrals**

VIDEO PHOTO DESIGN WEB COPY  
CoCreateStudios.com • 703.516.0043

**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**

**WE'LL BUY YOUR HOME GUARANTEE**

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



# LEGAL DISCLOSURE

By Keith Barrett

**T**he sooner a buyer discovers a defect in their home after closing, the more likely it is the buyer will believe that the seller or listing agent did not disclose something they should have.

The question presented in Virginia is one of disclosure obligations.

While legal counsel may always be sought after in these scenarios, the following is a general analysis and clarification of rights and duties. To start with, a buyer must understand the significance of caveat emptor — buyer beware! It is the buyer’s main duty to protect themselves. A buyer must discover for herself the true nature of the condition of a property in Virginia and make use of the means at hand to conduct thorough due diligence. In general, the law will not protect a buyer if a buyer does not take steps to protect themselves.

Buyers who believe that a seller must make disclosures about a property in Virginia can’t be blamed for thinking that such disclosures are substantive in nature. In fact, the form provided by sellers to buyers pursuant to statute says, “Residential Property Disclosure Statement.” Having seen that, what else is

a buyer to expect but that an actual disclosure is being made. However, contrary to common sense, the disclosure is actually a disclaimer, the first provision of which states that the “owner(s) of the residential real property makes no representations or warranties as to the condition of the real property or any improvements thereon. . .” A seller actually disclaims making any statement or disclosure about the condition of their property. While the seller may not have a proactive disclosure obligation, a seller may not frustrate or impede a buyer’s ability to discover for themselves the true condition of a home.



A listing agent’s obligation is to disclose all material, adverse, facts, pertaining to the physical condition of the property of which they have actual knowledge. This is a proactive obligation. One would be correct to observe that it is more likely that a listing agent may have a disclosure obligation to a prospective buyer than the seller. But make no mistake, the bar is set high to trigger a listing agent’s disclosure. All of the above ele-

ments (material, adverse, fact, physical condition of the property, and actual knowledge) must be met.

In conclusion, most buyers find themselves on the wrong end of the law with respect to property condition issues after closing, unless a buyer can prove the elements to trigger a listing agent’s disclosure or prove that a seller essentially committed fraud.



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

“

Trust, Confidence, Knowledge and Professionalism are the words that describe Keith Barrett and the Vesta Settlements Team! I proudly refer Keith and Vesta Settlements to my Real Estate Clients to sell, buy or refinance their properties. Keith and Vesta Settlements has also assisted my family with their real estate settlements.

Keith and his Team have extensive knowledge, excellent communication, and timely processes to ensure that settlements / closings are smooth and successful. I look forward to the many years ahead working with Keith Barrett and Vesta Settlements.

”



**Sue Smith**  
RE/MAX PREMIER

**VESTA**  
SETTLEMENTS

**Your closings are  
SAFE with us.**

**SECURE**

**ACCURATE**

**FRIENDLY**

**EFFICIENT**

LEESBURG | CHANTILLY | MANASSAS  
FAIRFAX | RESTON

vestasettlements.com  
703-288-3333  
Licensed in VA | MD | DC | WVA  
Mobile/Electronic Closings



► we ask the questions, you submit your answers

# Which Celebrity Would You Want To Have Dinner With And Why?



**DEBBIE KENT**  
Bon Jovi — he is my favorite singer. He is always helping those less fortunate. He puts his heart and soul into Soul Kitchen and the Soul Foundation along with his wife, who he has been with since high school — so family and commitment is important. He is now also involved in a business with his son. And he still has it — he is handsome!!



**DEBORAH MCGUIRE**  
Probably today, Tom Brady. I would like to talk to him about his mindset, how he keeps his eye on the win despite adversity, and how one builds a winning team. He also is very disciplined in his everyday life with his vegan diet and his exercise. I would like to ask him about insights into that discipline.



**CINÉ WRIGHT**  
I'd welcome an opportunity to break bread with Tyler Perry. His business knowledge would be very humbling, yet exciting, and overall absolutely, fantastically amazing for me to journey through this experience!



**DINH PHAM**  
The celebrity I would like to have dinner with is Arnold Schwarzenegger because he is the epitome of the American Dream. He came to this country with nothing and became one of the greatest bodybuilders of all time, one of the highest paid actors, a governor of California, and married a Kennedy!



**KAREN SPARKS**  
If I could have dinner with a celebrity it would be Joanna Gaines. I would want to eat at the Magnolia Table restaurant. I've visited the Magnolia Market, but that was before they opened the restaurant. I'd love to know how she — before they became famous and had the ability to hire as many people as needed — had four kids, a farm, a reno business, and then go on to doing their TV show. How did she launch such an empire and have any quality of life, much less so many kids? Did she have any quality of life? What help did she have? I know they stopped filming the show, but now they have other ventures. I'm just very curious how she did it all, what were her greatest challenges, and what she would do over.

Being a working mom is so hard, and even with all the luxuries of help, does she still have mommy guilt?



**BRAD KIGER**  
Will Smith. Other than being the Fresh Prince, Will has worked hard and persevered through adversity to get where he is at, and his mindset is unwavering.



**CASEY SAMSON**  
Easy: Clint Eastwood.  
Why? Because he's Clint Eastwood.



The HMS Home Warranty works for buyers, sellers and YOU.



We are committed to making home management easy by working with real estate professionals, home sellers and buyers to provide affordable coverage for mechanical failures of major home systems and appliances.

- Over 30 years of trusted experience
- Over 2.5 million customers
- Protection & Value with coverage for major systems & appliances
- 24/7/365 Customer Care

Contact your local Account Executive for HMS consultations, trainings, and service needs.

Visit [www.hmsnational.com](http://www.hmsnational.com) for more information or call 800.843.4663.

©2017 HMS National, Inc. All Rights Reserved.

THE SPRING MARKET IS IN FULL BLOOM!



- Drone Inspection included with all packages\*
- Additional Services: Radon, Asbestos, Water & Mold Testing
- Active Duty, Veterans and First Responder discounts
- Weekend Availability

\*Subject to FAA Regulations

NOVA Real Producer Members receive **\$50 OFF** your first home inspection



MATT LLOYD  
**PILLARTOPOST**  
HOME INSPECTORS

MATT LLOYD  
703-520-1440  
[Matt.Lloyd@pillartopost.com](mailto:Matt.Lloyd@pillartopost.com)  
[PillarToPost.com/mattlloyd](http://PillarToPost.com/mattlloyd)



**MOVING & STORAGE**

*We take the stress out of your clients' moves*

Local | Long Distance | International  
Moving & Storage Services

For information about our preferred pricing for REALTORS® clients, call us at

**844.220.MOVE**



**INTERSTATE**  
MOVING | RELOCATION | LOGISTICS  
MoveInterstate.com

Sales@invan.com | MoveInterstate.com



# DINH PHAM

THE ART OF REAL ESTATE AND WORK/LIFE EFFECTIVENESS

***“Success is deeply personal for each individual. For me, success is the balance of wealth and well-being, while consistently living true to my core values. There are small successes and great accomplishments in life, so to me, success is always a moving target.*”**

***“The truth is I have failed. I have failed in many different areas of my life — educational, professional, and personal. I’ve been on the bottom several times, and by perseverance and commitment, I always climbed back. I’ve gained my greatest lessons through the lowest point of my life. In fact, if failure has taught me anything, it has taught me humility and that there is always room for growth.”***

## The Journey Home

“My parents were ‘boat people,’ refugees that fled Communist Vietnam in 1979,” Dinh Pham begins.

While Dinh’s parents were in a refugee camp in Kuala Lumpur, Malaysia, his mother gave birth to him. In 1980, the family arrived in the United States where his father landed work as an auto mechanic and his mother worked for Fairfax County doing land records.



Photos by Howard Lansat Photography



Sarah Pham and Dinh Pham

“Growing up, I always saw how hard my father worked,” Dinh recalls, “sometimes seven days a week in those hot car bays to make ends meet.”

His family moved — a lot. Almost every year, the family changed homes until Dinh’s parents were able to purchase their first home, a three-bedroom duplex in Alexandria.

“I remember how proud my parents were when they were able to purchase their own home. I remember, at that point, I thought to myself that we had finally made it, not so much because my parents bought a house, but because every Friday we got to order pizza from Pizza Hut, and that was always the highlight of my week,” he smiles. “Prior to moving to our new home, we never could afford to eat out, so having pizza every Friday was big.”

Dinh’s upbringing and the work ethic instilled in him by his parents have provided him with the foundation for what has be-

come a burgeoning career in real estate. But before diving into real estate full time four years ago, Dinh worked in an entirely different field as a computer systems engineer.

## Finding His Way to Real Estate

In 2011, Dinh was laid off from his job for a contracting firm on Capitol Hill. A friend approached him with a new idea. He wanted to know if Dinh was interested in joining him and a few investors in flipping homes.

“That’s how I got bit by the real estate bug,” Dinh laughs. “We flipped homes for about a year and a half, and during that time, I got licensed to make sales on the side.”

After the investment group split up, Dinh started working for his broker, helping around the office doing an assortment of odd jobs: desktop support, wire management, oversight of renovation projects, and processing titles and short sales. He continued to build his real estate sales business, too. By 2014, he felt confident enough to leave his salaried job and become a full-time real estate agent.

In the last four years, Dinh has found great success. He closed \$24.7 million in business in 2018 and was named one of Virginia Living Magazine’s Top Real Estate Agents.

“I love that our work is never the same. I constantly want to grow and evolve, so having a business that is constantly changing keeps it interesting and keeps me motivated to evolve and change with it,” Dinh notes.

## Looking Ahead

In real estate, it’s the emotional side of the business that keeps calling Dinh back to the work he has come to love.

“When I was flipping homes, there were no emotions evolved; it was all numbers to the investors. But when I started doing real estate on the side with family and friends, there was a much more emotional and intimate side of it that I really enjoyed — to see how families made decisions and being able to help and guide them during such a big decision in their lives.”

Dinh has always viewed himself as an advisor first and a salesman second. The value he offers is in the genuine customer service provided.

In the next year, Dinh aspires to grow his team from three to five agents and boost their sales volume from \$24.7 million to \$43





Alex Pinto, Dinh Pham and Andres Cifuentes



ANDREW SAMPLE  
PHOTOGRAPHY

PROFESSIONAL REAL ESTATE  
PHOTOGRAPHER



(703) 405-3463

ASamplePhotography@gmail.com  
instagram.com/asamplephotography

ASamplePhotography.com

million, alongside launching a redesigned website and creating more brand awareness.

In the long term, Dinh aims to grow his own real estate investment portfolio and become a top 10 NOVA Real Producers agent. He hopes to accomplish all this while still fulfilling his role as husband and father.

Dinh met his wife in 1998 at a friend's high school graduation ceremony. While they dated for a few months that summer, it wasn't until nine years later that they rekindled their relationship and got married in 2008. They have a 19-year-old daughter, from Dinh's previous marriage, and a 3-year-old daughter. Dinh keeps himself busy with his family, the charitable organizations he supports, and his hobbies — going to the gym, hiking, and traveling.

So, how does he plan to balance the love for his family with his ambitious real estate goals?

"I do not practice work/life balance," Dinh states boldly. "I practice work-life effectiveness and strive for a situation where work fits with other aspects of my life. Even in the busiest of schedules, I feel the most practical and effective way to live is by aligning my personal priorities of work, family, health, and well-being. Therefore, I work where I sleep and sleep where I work. I socialize with clients on the weekends along with my family. There is really no separation between the two."



# Will Your House WEATHER the STORM?

Roofing | Siding | Gutters | Windows & Doors  
Skylights | Sun Tunnels



**Call Us for A Free Quote**



703-230-ROOF (7663)  
www.DryHome.com

45921 Maries Road, Suite 100  
Sterling, VA 20166



Follow us  
on Facebook

**Facebook.com/DryHome**





Photos by Howard Lansat Photography

» making a difference

# MEGAN FASS

C L O S E T O H O M E

By Zach Cohen

*“Happy. Helpful. Thoughtful. I say it almost daily trying to help my kids learn the value of this. This is what we strive to feel daily and help others feel, too. Life is full of choices every single day that impact ourselves and others.”*

Impacting the communities we live in takes a multitude of forms. Some give with time, others with financial means. Some elect to expend their efforts closer to home, and others in foreign countries with fewer means for growth.

Megan Fass, the Owner/Broker of FASS Results, has chosen to offer herself in service in her hometown, supporting the Spring Hill Elementary Parent-Teacher Organization (PTO), where her two children attend school. FASS Results has become the PTO’s largest financial sponsor. In 2017, 2018, and again in 2019, Megan and FASS Results have donated a “free listing” auction to help raise funds for the PTO.



Andreae Leu, Amelia Robinette, Megan Fass, Chuck Davis, Denise Boehme, Katie Grieco

## Spring Hill PTO

Four years ago, Megan’s children began school at Spring Hill Elementary in McLean. When the school implemented a new sponsorship program two years later, the fundraising chair reached out to the community for assistance.

“Not only does it help the school with much-needed supplies, but it also funds great events for the families that the kids really enjoy — a Fun Run 5k, a Fun Fair that the kids love, a back-to-school party, and more. It’s a great way for the community and families to connect,” Megan says.

Seeing the opportunity to help grow her local community, Megan stepped in to become a PTO sponsor. “The PTO is very well run and has many amazing parents contributing their time to help the school, teachers, and our children. As a full-time broker, business owner, and parent with children who are involved in many activities, my time is limited, so this was a way I could give back,” Megan explains.

“[Our ability to give] impacts our children and teachers directly — with better resources to help them learn and create a happier environment.”

As with many school systems, Spring Hill has a limited budget and is always in need. According to Megan, in the last few years, the PTO has purchased an astonishing array of supportive materials and more for the school, including:

- \$32,000 in computers
- \$25,000 in new math workbooks the county could not pay for
- \$10,500 on water fountain replacements with water bottle fillers
- \$10,000 on hand air dryers to promote a greener school
- \$7,000 on teacher starter funds
- \$6,100 on math manipulatives

“My kids actually love seeing their last name around the school and events... I think they are proud to know that my business and our family is helping their school,” she shares.

Megan and FASS Results have also sponsored McLean Performing Arts (MPA), as well as the McLean Little League where her husband Dan Fass coaches.

## Part of the Community, From Business to the Home

Megan’s commitment to support her local school is in perfect harmony with her life as a mother and real estate business owner. “I have a daily motto for both my family and my business: ‘Happy, helpful, and thoughtful.’ It’s what we strive to feel every single day, as well as helping others achieve feeling that way, too.”

It’s been 15 years since Megan got her start in real estate. Thinking back to the early days, she recalls a life juggling two jobs, with uncertainty around whether she’d make it in real estate looming largely. However, she was able to develop a strong base in real estate quickly and leave her work in financial consulting behind.



“Each year has been a record-breaking year in sales, and for the past five years, we’ve had an average of 30 percent growth each year in sales,” Megan reports proudly. “Real estate is a perfect fit for me because it combines being people-oriented, integrity, number crunching, psychology, and networking — all things I am passionate about.”

Yet for Megan, it’s not the numbers or the growth that feeds her soul. It’s the client experience. She aims to make each client’s home buying or selling adventure genuinely exceptional.

“Success is if you are making a positive impact while enjoying the ride,” Megan states enthusiastically. “Success is also driven by the people around you, so you build each other up and celebrate in each other’s accomplishments.”

Outside of real estate, Megan’s life is centered around family — her parents, husband, and two children — as well as amazing relationships with friends, many of whom are past and present clients.

“The rock and foundation of my family stem from my mom and dad. They are the greatest people I know, and I’m truly blessed I got to be their kid and now friend. They always encouraged me, believed in me, rooted for me, and supported me when I needed it. They are my core. Now, I’m lucky enough to have a husband that does the same, as well as many true friends who support me.”

With her husband and children, Megan loves to travel and explore new places. Some of their favorite trips have been to see the Grand Tetons and visit Yellowstone National Park, the Outer Banks, Jamaica, and New York City.

Whether she’s with family, in the community, or working in real estate, Me-



Megan, her husband Dan, daughter Audrey, and son Grant



Bid for Kids Auction Winners

gan’s intentions and aspirations remain the same. While balance is a juggling act, she’s doing her hardest work to put her heart into everything she does.

“I think others could think about what gives them true passion and invest in

it — time or money,” Megan says. “Whether it’s your kid’s school, a local charity, personal relationships, or a bigger foundation, you can make an impact.”

For more information about the Spring Hill Elementary PTO, please visit [springhillpto.org](http://springhillpto.org).



## 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](mailto:scott.silverstein@caliberhomeloans.com)  
[www.caliberhomeloans.com/ssilverstein](http://www.caliberhomeloans.com/ssilverstein)

## NEW CONSTRUCTION? WE HAVE YOU COVERED!

- FOOTERS AND FOUNDATION INSPECTIONS
- PRE-DRYWALL INSPECTIONS
- FINAL WALK-THROUGH INSPECTIONS
- 1st YEAR BUILDER WARRANTY INSPECTIONS

**Call us today to schedule with the experts!**  
**ASK ABOUT OUR SPECIAL BUNDLE PRICING!**



**703.771.8374**  
[www.donofrioinspections.com](http://www.donofrioinspections.com)  
f t i y l n

[www.lansatphoto.com](http://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.



## BIG NEWS

**focus  
on  
selling.**

LET US DO THE REST.

### ScalableRES and The Virtual Advantage have merged!

We are pleased to present the new transaction coordination company:

**The Virtual Advantage  
powered by ScalableRES**

**CALL US  
TODAY!**

First 10 agents to call will receive  
**\$100 OFF**  
their first transaction

PHONE (571) 445 - 4737 | EMAIL [info@scalableres.com](mailto:info@scalableres.com) | WEB [scalableres.com](http://scalableres.com)

### Listing & Transaction Coordination Packages Available

PLEASE CONTACT FOR ADDITIONAL  
INFORMATION AND RATES

- Listing Administrative Service
- TC Standard Contract to Close
- TC PLUS Contract to Close Service
- Customizable Packages available



**Alicia Brown, CEO  
Katherine Dudley, Principal**

**Churchill  
Living**

## SUCCESSFUL HOME STAGING

Churchill Living is the premier choice in luxury home staging and furniture rentals. Serving a diverse clientele of stagers, brokers, and designers, Churchill's expansive inventory of high-end furnishings and modern housewares is the largest in the industry.

Hand-selected and thoughtfully chosen, the finest quality décor serves to maximize and highlight a property's potential. With five furniture showrooms along the East Coast, Churchill's award-winning style is second only to its exceptional customer service.

### SOPHISTICATED FURNITURE RENTALS

- ✓ Furniture and houseware selections for every lifestyle and budget
- ✓ Signature Collections for an entire home or individual room
- ✓ Expert Design Consultants
- ✓ Flexible lease options
- ✓ Easy-to-use rental website
- ✓ Convenient 48-hour delivery
- ✓ Also offering furnished apartments for clients in transition
- ✓ Services to insurance carriers and displaced homeowners

FOR MORE INFORMATION,  
PLEASE CONTACT:

**MICHELE DANN**

📞 202-510-4954

✉ [MicheleD@ChurchillLiving.com](mailto:MicheleD@ChurchillLiving.com)

🌐 [www.ChurchillLiving.com](http://www.ChurchillLiving.com)



**STAGED  
INTERIOR**  
Staged To Sell

*We are committed to OUR CUSTOMERS and the success of their sales.*

"Just wanted to say thank you so much. I can't even tell you what it means to have someone that I work with that I trust. I know you do a great job. It makes me look good and it gives me a peace of mind. I love working with you and your team. You make my life a little easier. Thank you again!"

*- Anne DiBenedetto*  
Associate Broker, Washington Fine Properties

Serving the Virginia, Maryland and Washington, DC areas

14703-B Willard Rd. Chantilly, VA 20151

**703-261-7026**

*StagedInterior.com*







# JEN WALKER

SPREADING KINDNESS,  
BUILDING COMMUNITY



Sue Kovalsky, Jen Walker, Micki MacNaughton and Sheila Sirois

***Jennifer “Jen” Walker, leader of The Jen Walker Team at McEneaney Associates Realtors®, embodies the spirit of her close-knit Del Ray community in Alexandria, Virginia. Jen was born and raised in Georgia and moved to Northern Virginia almost 25 years ago. She has lived and worked as a Realtor® in the Del Ray neighborhood since 1999.***

The eclectic, diverse community of Del Ray reminded Jen of her small-town Georgian roots. She has fond memories of growing up in a quaint community where people knew each other’s names; a place where she knew the shop owners and they knew her; a place where people greeted each other on the street and paused to hear how their neighbor was doing. And even though the D.C. metropolis borders Del Ray, the community has still been able to retain its small-town charm. Jen has been an integral part of preserving that unique character.

Jen is not merely a real estate agent - she is a community builder. Her devotion to the community is boundless, and she is well known for her generous philanthropy. Since 2005, she has been the host and sponsor of Cinema Del Ray, a free summertime outdoor movie series bringing residents together

for fun and fellowship. In the winter, you’ll find her shoveling the driveways of homebound residents as a member of the Snow Buddies, or she is delivering gifts to families for the Alexandria Holiday Sharing Program. You might even catch a wave from her as she walks her neighbor’s children to school.

Jen’s philosophy of service to others is summed up in her favorite quote from John F. Kennedy: “One person can make a difference, and everyone should try.” She serves on numerous organizations, including the Del Ray Business Association (DRBA) as a board member since 2002; Leadership Alexandria, Class of 2008; Campagna Center Board member; Burke & Herbert Bank Advisory Board member; City of Alexandria Wayfinding Committee, DRBA liaison; and member of the Alexandria Board Leadership Exchange. She also formerly served as a member of the Alexandria YMCA Board and Rebuilding Together Alexandria Board.

It is not hard to figure out why she was given the 2010 Heart of Del Ray award by the Del Ray Business Association and named the 2018 Small Business Philanthropist of the Year. She volunteers, donates, and contributes to numerous charitable organizations, including Alexandria Neighborhood Health Services, Mount Vernon Community School, First Night Alexandria, Alexandria Commission for

...



• • •

the Arts, Art on the Avenue, Kelly Cares, Northern Virginia Aids Ministries (NOVAM), Alexandria Special Olympics, Del Ray Citizens Association, Alexandria Police Foundation, Alive, Senior Services of Alexandria, Blessings in a Backpack, Spring for Alexandria, Volunteer Alexandria Snow Buddies, DRBA First Thursday, Halloween Parade, Turkey Trot, and the Salvation Army.

A few years ago, she came up with an idea to create signs with a simple message: “Spread Kindness, Build Community.” She randomly placed them throughout the Del Ray community. She wanted to remind people that every individual has an impact on their surroundings, no matter how small the gesture. “Together we need to help each other and do our part to make the world a better place — starting within our communities. Everyone contributes. Whether it’s opening the door for someone, helping to carry or load groceries, taking a meal to a neighbor, volunteering for a local organization, serving on the school board, or simply stopping to chat with your neighbors. The signs were a subtle reminder to be engaged every single day and enjoy where you are,” she shares.

Jen approaches real estate with the same philosophy. She believes you can have a significant impact on people’s lives through serving and connecting with others on a personal level. “The most rewarding part of my business has been helping people realize their dreams. To me, real estate is not a job. It’s about customer service. It’s about taking care of people. I do what is right for my client — even if that might not result in a sale.”

Jen’s integrity and reputation for trustworthy, professional advice have been the foundation for her business’s continued growth year after year. She has produced at least \$30 million in annual sales since 2006. In 2014, she generated \$70 million in sales, and last year’s total volume was \$115 million. Jen was ranked No. 14 in the Northern Virginia Association of Realtors® (NVAR) Top 20 of Northern Virginia Realtors® in 2006. In 2008, Jen was selected as the Best Neighborhood Realtor® by the readers of the city newspaper.

Jen’s advice for new agents and up-and-coming top producers is to find a mentor, always return calls and emails, and just be yourself! She stresses that there is no substitute for hustle and hard work. She adds that when starting a team, the most important

• • •





...

criteria is to pick people whose values and work ethic align with yours.

Jen says that home search sites have allowed real estate to flourish, making today's internet-savvy consumer informed and discerning. "People begin their home search online now, and most of the time they decide whether or not to look at a house based on how it is presented online. That is why it is imperative to make a good first impression on the internet, and even more important for that impression to carry through when a potential home buyer walks in the front door. We want that initial walk-through impression to feel like it's simply an extension of what they've already learned about the house online," she explains.

Jen expertly guides her clients through the complicated real estate process with confidence. Her tailored approach ensures the transaction is right for the client and their current needs. Whether she's working with a buyer or a seller, Jen gets to know them personally. She hones in on the details of her clients' lifestyles to help them craft their ideal living situation, reaching beyond the typical wish list of square footage or the number of bedrooms and baths.

Jen is rarely at a loss for something to do, somewhere to go, or someone to meet. However, when she does take a moment to relax, you will find her spending time with her wife, Mary Ann Veitch, their dogs Scooby and Sydney, and their cat Sailor. Jen especially enjoys sharing a cup of coffee with friends at local coffee shops, relaxing on the river with a fishing rod in her hands, taking walks on the beach, or catching a show at a local venue. "I also love music! I'm always singing, and my new passion is pickleball!" she smiles.

When asked how she would like to be remembered, Jen reflects that she wants to be known for "being there if you need me." There is a thriving Del Ray community of friends, family, cli-

ents, and businesses who agree that Jen is that one person you can always rely on, who would never let you down, and who personifies what it means to spread kindness and build community.



# REAL. LOCAL. SAVINGS.



See how much you could save on car insurance.  
Get your free quote today!



**GEICO**  
*Local Office*

**703-236-1366**  
4617 Duke Street, Alexandria



**Saving people money on  
more than just car insurance.®**

Some discounts, coverages, payment plans and features are not available in all states or all GEICO companies. Motorcycle and ATV coverages are underwritten by GEICO Indemnity Company. Homeowners, renters and condo coverages are written through non-affiliated insurance companies and are secured through the GEICO Insurance Agency, Inc. Boat and PWC coverages are underwritten by GEICO Marine Insurance Company. GEICO is a registered service mark of Government Employees Insurance Company, Washington, D.C. 20076; a Berkshire Hathaway Inc. subsidiary. GEICO Gecko image © 1999-2019. © 2019 GEICO



# 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](mailto:tpede@firsthome.com) • [www.toddpede.com](http://www.toddpede.com) • NMLS ID 846737



## TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Feb. 28, 2019

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Keri Shull	Optime Realty	16.5	\$10,953,738	25	\$15,101,894	41.5	\$26,055,632
2	Debbie Dogrul	Long & Foster Real Estate	21.5	\$11,253,708	15.5	\$7,566,400	37	\$18,820,108
3	Dean Yeonas	Yeonas & Shafran Real Estate	4.5	\$3,255,000	7	\$13,271,000	11.5	\$16,526,000
4	Phyllis Patterson	TTR Sotheby's International	6.5	\$7,455,175	9	\$8,804,790	15.5	\$16,259,965
5	Dianne Van Volkenburg	Long & Foster Real Estate	5	\$8,345,125	5	\$7,187,125	10	\$15,532,250
6	Sarah Reynolds	Keller Williams Chantilly	25	\$9,713,499	7.5	\$3,531,940	32.5	\$13,245,439
7	Janet Callander	Weichert, Realtors	7	\$8,275,900	4	\$4,337,000	11	\$12,612,900
8	Jennifer Walker	Mcenearney Associates	4.5	\$5,746,150	4	\$5,762,000	8.5	\$11,508,150
9	Jennifer Young	Keller Williams Chantilly	17	\$7,422,500	4	\$2,150,000	21	\$9,572,500
10	John Shafran	Yeonas & Shafran Real Estate	2.5	\$9,221,000	0	\$0	2.5	\$9,221,000
11	Sue Goodhart	Compass	6	\$4,991,400	6	\$4,059,500	12	\$9,050,900
12	Kristen Jones	Mcenearney Associates	1	\$1,399,999	5	\$6,688,999	6	\$8,088,998
13	Cynthia Schneider	Long & Foster Real Estate	10	\$4,563,450	6.5	\$2,924,000	16.5	\$7,487,450
14	Bruce Tyburski	RE/MAX Executives	6	\$3,136,350	6	\$4,005,500	12	\$7,141,850
15	Vicky Noufal	Pearson Smith Realty	7	\$4,968,105	3	\$2,157,655	10	\$7,125,760
16	Lilian Jorgenson	Long & Foster Real Estate	6	\$6,950,900	0	\$0	6	\$6,950,900
17	Kay Houghton	Kw Metro Center	7	\$3,837,200	5	\$3,024,900	12	\$6,862,100
18	Irina Babb	RE/MAX Allegiance	9	\$5,980,000	1	\$710,000	10	\$6,690,000
19	Tom Francis	Keller Williams Realty	2	\$3,545,000	3	\$3,095,000	5	\$6,640,000
20	Richard Mountjoy	Keller Williams Realty	1	\$3,300,000	1	\$3,300,000	2	\$6,600,000
21	Eve Weber	Long & Foster Real Estate	5	\$2,609,000	8	\$3,823,500	13	\$6,432,500
22	Katherine Karafotas	Swd Realty	3	\$4,425,000	1	\$1,950,000	4	\$6,375,000
23	Janet Pearson	Pearson Smith Realty	9	\$6,357,873	0	\$0	9	\$6,357,873
24	Michael Putnam	RE/MAX Executives	9	\$4,632,500	2	\$1,524,000	11	\$6,156,500
25	Steven Wydler	Compass	2.5	\$2,976,000	1	\$2,888,636	3.5	\$5,864,636
26	Laura Mensing	Long & Foster Real Estate	1.5	\$1,377,500	4	\$4,438,500	5.5	\$5,816,000
27	James Nellis	Keller Williams Fairfax Gateway	5.5	\$2,990,750	5	\$2,507,500	10.5	\$5,498,250
28	Lyndie Votaw	Redfin Corporation	2	\$821,000	7	\$4,638,000	9	\$5,459,000
29	William Hoffman	Keller Williams Realty	4	\$4,645,280	1	\$705,000	5	\$5,350,280
30	Lenwood Johnson	Keller Williams Realty	5	\$2,173,500	9	\$3,135,500	14	\$5,309,000
31	Roy Kohn	Redfin Corporation	10	\$4,525,750	1	\$765,000	11	\$5,290,750
32	Theresa Twiford	Advon Real Estate	3	\$2,353,341	4	\$2,933,841	7	\$5,287,182
33	Megan Fass	Fass Results .	3	\$1,951,750	4	\$3,227,000	7	\$5,178,750
34	David Cabo	Keller Williams Realty	4	\$5,178,000	0	\$0	4	\$5,178,000
35	Heidi Robbins	William G. Buck & Assoc.	2.5	\$2,170,500	3	\$2,957,000	5.5	\$5,127,500



# TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Feb. 28, 2019

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
36	Paul Macmahon	Sheridan-Mac Mahon Ltd.	2	\$2,400,000	2	\$2,400,000	4	\$4,800,000
37	Lisa Ford	RE/MAX Premier	3	\$1,567,500	4	\$3,230,000	7	\$4,797,500
38	Robin Schourek	RE/MAX Preferred Prop.	2	\$3,076,180	1	\$1,707,750	3	\$4,783,930
39	Christine Garner	Weichert, Realtors	4	\$2,557,500	2	\$2,100,000	6	\$4,657,500
40	Brittany Camacho	Century 21 Redwood Realty	1	\$360,000	5	\$4,295,000	6	\$4,655,000
41	Rebecca Mccullough	Mcenearney Associates	4	\$2,604,400	3	\$2,040,000	7	\$4,644,400
42	Ashley O'Brien	RE/MAX Preferred Prop.	0	\$0	1	\$4,600,000	1	\$4,600,000
43	Lizzie Helmig	Pearson Smith Realty	4	\$1,766,000	8	\$2,791,500	12	\$4,557,500
44	Michael Dotterweich	RE/MAX Gateway	5	\$2,697,000	3	\$1,835,000	8	\$4,532,000
45	Kamal Parakh	Customer Realty	0	\$0	7	\$4,382,000	7	\$4,382,000
46	Bradley Wisley	Berkshire Hathaway	5	\$3,307,300	2	\$1,062,000	7	\$4,369,300
47	Constantine Anthony	Pearson Smith Realty	4.5	\$2,478,000	2	\$1,881,012	6.5	\$4,359,012
48	Carol Temple	Coldwell Banker Residential	2	\$1,430,000	4	\$2,925,200	6	\$4,355,200
49	Deborah Shapiro	Ttr Sothebys International	4	\$3,121,000	1	\$1,228,000	5	\$4,349,000
50	Erin Jones	Kw Metro Center	1	\$690,000	10	\$3,618,499	11	\$4,308,499
51	Julie Hertel	Century 21 Redwood Realty	5	\$2,515,300	3	\$1,774,000	8	\$4,289,300
52	David Poole	Berkshire Hathaway	0.5	\$162,500	6	\$4,103,400	6.5	\$4,265,900
53	Christopher White	Long & Foster Real Estate	6	\$3,437,500	1	\$819,000	7	\$4,256,500
54	Keith Howard	Keller Williams Realty	2	\$2,045,000	2	\$2,210,000	4	\$4,255,000
55	Linh Aquino	Redfin Corporation	7	\$4,207,900	0	\$0	7	\$4,207,900
56	Mickey Glassman	RE/MAX Premier	7	\$3,953,600	1	\$245,000	8	\$4,198,600
57	Heather Carlson	RE/MAX Allegiance	2	\$1,092,000	5	\$3,070,000	7	\$4,162,000
58	Deborah Wicker	Keller Williams Realty	4	\$2,374,900	1	\$1,770,000	5	\$4,144,900
59	Jon Appleman	Berkshire Hathaway	4	\$4,135,775	0	\$0	4	\$4,135,775
60	Elizabeth Twigg	Mcenearney Associates	6	\$4,134,500	0	\$0	6	\$4,134,500
61	Guy Golan	Redfin Corporation	0	\$0	6	\$4,107,000	6	\$4,107,000
62	Scott Fortney	Fortney Fine Properties	2	\$1,862,000	3	\$2,235,000	5	\$4,097,000
63	Holly Tennant	Ttr Sothebys International	1	\$1,105,000	3	\$2,970,500	4	\$4,075,500
64	Warren Kluth	Long & Foster Real Estate	2	\$2,928,000	1	\$1,125,000	3	\$4,053,000
65	Christina O'Donnell	RE/MAX West End	1.5	\$1,810,000	2	\$2,203,300	3.5	\$4,013,300
66	Abuzar Waleed	RE/MAX Executives	5.5	\$1,906,550	5	\$2,096,900	10.5	\$4,003,450
67	Paul Thistle	Take 2 Real Estate	2	\$555,000	7	\$3,446,400	9	\$4,001,400
68	Patricia Ammann	Redfin Corporation	2	\$675,000	7	\$3,310,900	9	\$3,985,900
69	Tracey Barrett	Century 21 Redwood	4	\$1,772,990	4	\$2,190,000	8	\$3,962,990
70	Jonathan Dehart	Long & Foster Real Estate	1	\$707,500	4	\$3,249,000	5	\$3,956,500

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
71	Jean Garrell	Keller Williams Realty	5.5	\$3,934,000	0	\$0	5.5	\$3,934,000
72	Marianne Prendergast	Washington Fine Properties	1	\$1,230,000	1	\$2,700,000	2	\$3,930,000
73	Victoria(Tori) Mckinney	Kw Metro Center	1	\$1,615,000	2	\$2,290,000	3	\$3,905,000
74	Russell Arkin	Kw Metro Center	3	\$2,275,500	2	\$1,629,000	5	\$3,904,500
75	Daan De Raedt	RE/MAX Allegiance	5	\$2,295,000	3	\$1,595,000	8	\$3,890,000
76	Barbara Beckwith	Mcenearney Associates	3	\$3,880,000	0	\$0	3	\$3,880,000
77	Lisa Dubois-Headley	RE/MAX West End	2	\$504,500	5	\$3,358,500	7	\$3,863,000
78	Heather Corey	TTR Sotheby's International	4	\$3,862,000	0	\$0	4	\$3,862,000
79	Peter Braun	Long & Foster Real Estate	4	\$2,523,000	1.5	\$1,304,500	5.5	\$3,827,500
80	Karen Freije	Long & Foster Real Estate	2	\$2,019,000	1	\$1,800,000	3	\$3,819,000
81	Mitchell Curtis	Kw Metro Center	2.5	\$1,029,700	3	\$2,747,500	5.5	\$3,777,200
82	Patricia Fales	RE/MAX Allegiance	4	\$2,725,100	1	\$1,050,000	5	\$3,775,100
83	Billy Buck	William G. Buck & Assoc.	3.5	\$2,689,800	1	\$1,085,000	4.5	\$3,774,800
84	Jeremy Browne	TTR Sotheby's International	5	\$3,101,000	1	\$631,000	6	\$3,732,000
85	Damon Nicholas	Coldwell Banker Residential	4	\$2,236,025	4	\$1,423,400	8	\$3,659,425
86	Michael Sobhi	Fairfax Realty Select	4	\$1,902,500	3	\$1,755,000	7	\$3,657,500
87	Elizabeth Lucchesi	Long & Foster Real Estate	2	\$2,305,000	2	\$1,327,000	4	\$3,632,000
88	Branden Woodbury	Redfin Corporation	8	\$3,242,999	1	\$379,000	9	\$3,621,999

**Disclaimer:** Information based on reported numbers to MLS as of March 5, 2019. 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





**Richard Early,** *Executive Vice President*  
NMLS# 698683  
**Monarch Mortgage,**  
*A Division of Blue Ridge Bank N.A. NMLS #448992*  
1 Research Court, Suite 345 | Rockville, MD  
301-332-2184 | [monarch1893.com/rearly](http://monarch1893.com/rearly)  
[rearly@monarch1893.com](mailto:rearly@monarch1893.com)



**MONARCH MORTGAGE**  
*A Division of Blue Ridge Bank, N.A.*  
since 1981



# TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Feb. 28, 2019

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
89	Bichlan Decaro	Westgate Realty Group	2	\$1,842,000	4	\$1,718,000	6	\$3,560,000
90	Laura Bailey	Coldwell Banker Residential	6	\$1,949,900	4	\$1,570,500	10	\$3,520,400
91	Kristin Francis	Keller Williams Capital	1	\$1,178,500	3	\$2,326,880	4	\$3,505,380
92	Srinivasan Nelaturu	Alluri Realty	2	\$920,000	5	\$2,584,000	7	\$3,504,000
93	Michael Manuel	Long & Foster Real Estate	4	\$1,832,250	3	\$1,660,650	7	\$3,492,900
94	Ngoc Do	Long & Foster Real Estate	3	\$2,151,000	3	\$1,315,000	6	\$3,466,000
95	Natalie Wiggins	Redfin Corporation	6	\$3,440,900	0	\$0	6	\$3,440,900
96	Christopher Craddock	Keller Williams Realty	2.5	\$777,700	7	\$2,652,000	9.5	\$3,429,700
97	Kevin Larue	Century 21 Redwood Realty	3	\$1,647,000	3	\$1,737,500	6	\$3,384,500
98	Carla Brown	Toll Brothers Real Estate Inc.	6	\$3,373,566	0	\$0	6	\$3,373,566
99	Darren Robertson	Keller Williams Fairfax Gateway	0	\$0	9	\$3,369,899	9	\$3,369,899
100	Anthony Lam	Redfin Corporation	0	\$0	5	\$3,369,300	5	\$3,369,300
101	Mark Goedde	Long & Foster Real Estate	5	\$3,346,450	0	\$0	5	\$3,346,450
102	Brian Macmahon	Redfin Corporation	3	\$1,238,000	2	\$2,098,000	5	\$3,336,000
103	Christopher Perkins	Century 21 New Millennium	1.5	\$382,650	2.5	\$2,922,500	4	\$3,305,150
104	Ashraf Morsi	Keller Williams Realty	1	\$640,000	3	\$2,651,800	4	\$3,291,800
105	Martine Irmer	Long & Foster Real Estate	1.5	\$1,143,750	2	\$2,135,000	3.5	\$3,278,750
106	Bo Bloomer	Century 21 Redwood Realty	2	\$1,349,000	1	\$1,925,000	3	\$3,274,000
107	Debbie Kent	Cottage Street Realty	6	\$3,252,900	0	\$0	6	\$3,252,900
108	Amelia Robinette	Fass Results .	2.5	\$1,489,000	1	\$1,754,725	3.5	\$3,243,725

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
109	Shaun Murphy	RE/MAX Allegiance	3	\$1,362,500	3	\$1,862,000	6	\$3,224,500
110	Doreen Gagne	Century 21 Redwood Realty	3	\$1,955,000	2	\$1,254,000	5	\$3,209,000
111	Venugopal Ravva	Maram Realty	0	\$0	6	\$3,208,000	6	\$3,208,000
112	Aisha Barber	Coldwell Banker Residential	3	\$1,080,000	4	\$2,123,101	7	\$3,203,101
113	Joan Reimann	Mcenearney Associates	2	\$1,376,900	3	\$1,825,500	5	\$3,202,400
114	John Murdock	Keller Williams Realty	4	\$2,716,100	1	\$479,000	5	\$3,195,100
115	Kristina Walker	Keller Williams Realty Falls	2	\$2,550,000	1	\$613,000	3	\$3,163,000
116	Priti Malhotra	Keller Williams Realty Falls	0	\$0	2	\$3,154,000	2	\$3,154,000
117	Edward Seymour	Samson Properties	1	\$437,000	5	\$2,708,000	6	\$3,145,000
118	Andrea Hayes	Living Realty .	4	\$2,154,700	2	\$975,000	6	\$3,129,700
119	Terry Belt	Keller Williams Realty	1	\$745,950	3	\$2,380,000	4	\$3,125,950
120	Catherine Ryan	Long & Foster Real Estate	0	\$0	5	\$3,122,500	5	\$3,122,500
121	Marietta Jemison	Kw Metro Center	2.5	\$938,500	5	\$2,180,900	7.5	\$3,119,400
122	Patricia Stack	Weichert, Realtors	2.5	\$2,065,288	1	\$1,041,000	3.5	\$3,106,288
123	Brad Kintz	Long & Foster Real Estate	4	\$1,052,000	3	\$2,051,900	7	\$3,103,900
124	Lisa Thompson	Hunt Country Sotheby's I	2	\$3,100,000	0	\$0	2	\$3,100,000
125	David Okonsky	Long & Foster Real Estate	0.5	\$293,500	2	\$2,795,000	2.5	\$3,088,500

**Disclaimer:** Information based on reported numbers to MLS as of March 5, 2019. 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 Feb. 28, 2019

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
126	Barbara Ghadban	Weichert, Realtors	4	\$3,084,400	0	\$0	4	\$3,084,400
127	Kathryn Loughney	Compass	2	\$1,367,000	4	\$1,713,500	6	\$3,080,500
128	Alexander Bracke	Pearson Smith Realty	3.5	\$1,661,980	3	\$1,416,990	6.5	\$3,078,970
129	Kimberly Spear	Keller Williams Realty	2	\$815,000	5	\$2,262,900	7	\$3,077,900
130	Mara Gemond	Redfin Corporation	0	\$0	5	\$3,074,400	5	\$3,074,400
131	Yongsun Ryu	ABC Real Estate	1	\$744,490	3	\$2,324,490	4	\$3,068,980
132	Patricia Shannon	Long & Foster Real Estate	3	\$1,241,500	4	\$1,821,000	7	\$3,062,500
133	Michael Webb	RE/MAX Allegiance	1	\$517,250	5	\$2,534,900	6	\$3,052,150
134	Thomas Avent	RE/MAX West End	2.5	\$1,573,500	1.5	\$1,478,500	4	\$3,052,000
135	Gretchen Wilkinson	Weichert, Realtors	2	\$2,155,000	1	\$855,000	3	\$3,010,000
136	Jake Sullivan	RE/MAX Allegiance	2	\$1,846,500	1	\$1,156,750	3	\$3,003,250
137	Mary Taylor	Long & Foster Real Estate	2	\$1,686,500	1	\$1,300,000	3	\$2,986,500
138	Phillip Chernitzer	Reo Real Estate	6	\$2,666,000	1	\$304,900	7	\$2,970,900
139	Brad Kiger	Kw Metro Center	5	\$2,191,100	1	\$760,000	6	\$2,951,100
140	Janet Price	Mcenearney Associates	1.5	\$1,164,515	1	\$1,780,000	2.5	\$2,944,515
141	Bron Davis	Coldwell Banker Residential	4	\$2,176,000	1	\$760,000	5	\$2,936,000
142	Raghava Pallapolu	Fairfax Realty 50/66	1	\$345,000	4	\$2,587,000	5	\$2,932,000
143	Irene Deleon	Redfin Corporation	6	\$2,927,500	0	\$0	6	\$2,927,500
144	Mary Beth Eisenhard	Long & Foster Real Estate	1	\$490,000	5	\$2,430,000	6	\$2,920,000
145	Luis Rangel	Pearson Smith Realty	3	\$1,481,000	3	\$1,435,000	6	\$2,916,000

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
146	Joyce Mckenzie	Samson Properties	2	\$1,335,000	2	\$1,575,000	4	\$2,910,000
147	Dinh Pham	Fairfax Realty Select	2	\$937,500	3	\$1,969,900	5	\$2,907,400
148	Nikki Lagouros	Keller Williams Realty	0	\$0	8	\$2,900,400	8	\$2,900,400
149	Nicole Mccullar	Kw Metro Center	3	\$2,899,000	0	\$0	3	\$2,899,000
150	Joan Stansfield	Keller Williams Realty	2	\$1,890,000	2	\$1,008,000	4	\$2,898,000
151	John Denny	Long & Foster Real Estate	4	\$1,710,049	1.5	\$1,186,300	5.5	\$2,896,349
152	Deborah Frank	Deb Frank Homes	4	\$2,896,000	0	\$0	4	\$2,896,000
153	Scott Buzzelli	Middleburg Real Estate	1.5	\$1,945,000	1	\$950,000	2.5	\$2,895,000
154	Samer Makhlouf	Apex Home Realty	7.5	\$2,890,962	0	\$0	7.5	\$2,890,962
155	Susan Hand	Washington Fine Properties	1	\$311,000	2	\$2,579,000	3	\$2,890,000
156	F. David Billups	Long & Foster Real Estate	4.5	\$2,889,400	0	\$0	4.5	\$2,889,400
157	Kyle Toomey	Keller Williams Capital	2	\$900,000	5	\$1,980,500	7	\$2,880,500
158	Megan Bailey	Coldwell Banker Residential	2	\$1,610,000	2	\$1,256,000	4	\$2,866,000
159	Saad Jamil	Samson Properties	2.5	\$869,450	5	\$1,995,495	7.5	\$2,864,945
160	Carol Hermandorfer	Long & Foster Real Estate	4	\$2,864,900	0	\$0	4	\$2,864,900
161	Jeannene Marconi	Hunt Country Sotheby's	2	\$1,449,000	2	\$1,400,000	4	\$2,849,000
162	John Mcnamara	Ttr Sothebys International	2	\$2,623,150	0.5	\$220,000	2.5	\$2,843,150
163	Donna Moseley	Ttr Sothebys International	2	\$2,623,150	0.5	\$220,000	2.5	\$2,843,150
164	Miliam Miller	Real Living Reserve Realtors	3	\$2,113,890	2	\$723,000	5	\$2,836,890
165	Ariana Gillette	Pearson Smith Realty	1	\$755,000	2	\$2,079,990	3	\$2,834,990
166	Michael Valliere	Atoka Properties	2	\$1,092,000	3	\$1,735,000	5	\$2,827,000
167	Ryan Rice	Keller Williams Capital	4	\$1,411,500	3	\$1,414,000	7	\$2,825,500
168	Amare Tesfaye	Keller Williams Fairfax Gateway	2	\$1,010,000	2	\$1,815,000	4	\$2,825,000
169	Leanne Anies	Pearson Smith Realty	3	\$1,525,000	2	\$1,294,000	5	\$2,819,000
170	Scott Shawkey	Keller Williams Realty	2.5	\$2,809,000	0	\$0	2.5	\$2,809,000
171	A. Casey O'Neal	RE/MAX Allegiance	4	\$1,947,500	1.5	\$860,450	5.5	\$2,807,950
172	Marcia Burgos-Stone	Redfin Corporation	6	\$2,637,000	1	\$159,900	7	\$2,796,900
173	Susan Gray	Coldwell Banker Residential	2	\$1,414,000	2	\$1,382,000	4	\$2,796,000
174	Brandy Schantz	Ttr Sothebys International	1	\$1,550,000	1	\$1,200,000	2	\$2,750,000
175	Karen Close	Century 21 New Millennium	2	\$2,070,800	2	\$679,000	4	\$2,749,800
176	Claire Driscoll	Weichert, Realtors	1	\$1,020,000	2	\$1,727,500	3	\$2,747,500
177	Terri Pope-Robinson	RE/MAX Select Properties	3	\$1,210,000	3	\$1,535,000	6	\$2,745,000
178	Gitte Long	Redfin Corporation	1	\$387,000	5	\$2,334,000	6	\$2,721,000
179	Jacqueline Balcells	Century 21 New Millennium	3	\$1,486,500	1	\$1,230,000	4	\$2,716,500

## WE CLOSE ANYWHERE, ANYTIME.

With a wealth of knowledge on all things real estate, Eastern Title & Settlement proudly serves DC, FL, MD, OK and VA.

**Quick responsiveness and trustworthy service, that's our signature way. Closing more deals is just a phone call away.**

easertitle.net  
240.403.1285

 **EASTERN**  
TITLE & SETTLEMENT



# TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Feb. 28, 2019

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
180	John Welch	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
181	Kelly Thomas	Samson Properties	2	\$1,363,000	3	\$1,349,777	5	\$2,712,777
182	Diane Northern	Coldwell Banker Residential	2	\$827,500	3	\$1,880,000	5	\$2,707,500
183	Timothy Pierson	Keller Williams Realty Falls	0	\$0	5	\$2,700,000	5	\$2,700,000
184	Laura Maschler	Century 21 New Millennium	1	\$890,500	1	\$1,800,000	2	\$2,690,500
185	Sepideh Farivar	Samson Properties	1.5	\$2,688,000	0	\$0	1.5	\$2,688,000
186	Elizabeth Kline	RE/MAX Premier	1.5	\$1,082,250	3.5	\$1,593,400	5	\$2,675,650
187	Jonathan Granlund	Pearson Smith Realty	3	\$1,729,900	1	\$939,000	4	\$2,668,900
188	Marsha Wolber	Long & Foster Real Estate	3	\$1,695,000	1	\$973,000	4	\$2,668,000
189	Teresa Bosch	Long & Foster Real Estate	2	\$1,867,000	1	\$785,000	3	\$2,652,000
190	Natalie Mcartor	Long & Foster Real Estate	2	\$1,430,000	2	\$1,220,000	4	\$2,650,000
191	Deborah Davis	RE/MAX Allegiance	1	\$548,000	3	\$2,088,000	4	\$2,636,000
192	Michelle Sagatov	Washington Fine Properties	2	\$2,624,000	0	\$0	2	\$2,624,000
193	Barbara Rohde	Long & Foster Real Estate	2	\$2,619,500	0	\$0	2	\$2,619,500
194	Elizabeth Lord	Keller Williams Realty	1	\$472,000	3	\$2,145,000	4	\$2,617,000
195	Tania Squadrini Hosmer	Keller Williams Realty	2	\$2,611,000	0	\$0	2	\$2,611,000
196	Henry Hyde	RE/MAX Allegiance	0	\$0	2	\$2,606,000	2	\$2,606,000
197	Sheri Grant	TTR Sotheby's International	0	\$0	1	\$2,599,000	1	\$2,599,000
198	Andy Nguyen	Usa One Realty Corporation	2	\$892,777	3	\$1,705,000	5	\$2,597,777
199	Tanya Spotts	Long & Foster Real Estate	2	\$1,076,000	2	\$1,515,000	4	\$2,591,000
200	James Wiles	Berkshire Hathaway Realty	2	\$1,517,500	1	\$1,072,500	3	\$2,590,000



Coaching & training for real estate assistants and operations leaders.  
Over 2,000 graduates. Leverage your time. Make more money!

[www.OpsBossCoaching.com](http://www.OpsBossCoaching.com)

Rank	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
76	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
77	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
78	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
79	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
80	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
81	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
82	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
83	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
84	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
85	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
86	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
87	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
88	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
89	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
90	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
91	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
92	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
93	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
94	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
95	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
96	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
97	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
98	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
99	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349
100	William Walker	RE/MAX Allegiance	6	\$2,713,349	0	\$0	6	\$2,713,349

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

**my**marketingmatters  
design | print | mail

Coincidence?  
Find out why.

[TOPAGENT.MYMARKETINGMATTERS.COM](http://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

