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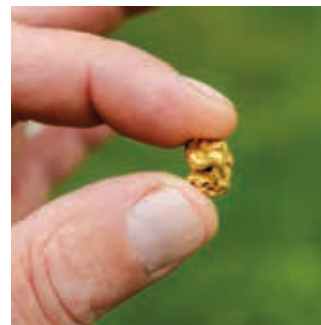
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¹ See Chris' client testimonials here: <https://socialsurvey.me/pages/chris>

RP

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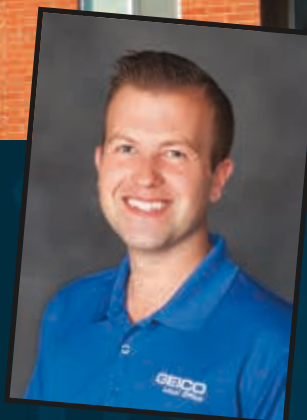
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► publisher's note

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HOLIDAY GREETINGS

AND WELL WISHES FOR THE NEW YEAR

THE NOVA REAL PRODUCERS TEAM



PRESENTS

Golden Nuggets



Michelle Sagatov

Washington Fine Properties

"Whether it's joining a workout class, a gardening class, or ceramics or art, fulfill your life in other avenues. That's how you are going to spread business."



Danielle Wateridge

Berkshire Hathaway HomeServices PenFed Realty

"Maintaining the right work-life balance requires constant evaluation, and you have to be able to recognize when you have to pull back in one area and give more in another."



Tim Kelly

Highlands Residential Mortgage

"Our approach with every client is to educate them about their options. It's our unique process of educating and explaining things to clients that sets us apart from our competition. After all, the truth is, a mortgage is a commodity, so we need to be adding value by taking the time to understand our

clients' financial situations in order to recommend the best mortgage product with the lowest rate available."



Robyn Burdett

RE/MAX West End

"If it is to be, it is up to me."

"Do something bigger than you."



"TIM KELLY
IS A FANTASTIC
RESOURCE FOR ME AND MY CLIENTS."

—Christine W., Buyer's Agent

@THE MORTGAGE SCENE



"Just closed on one of the smoothest transactions—a great experience for my first-time home buyers! Tim kept everyone up-to-date on the process. And his videos describing each step along the way were a bonus."

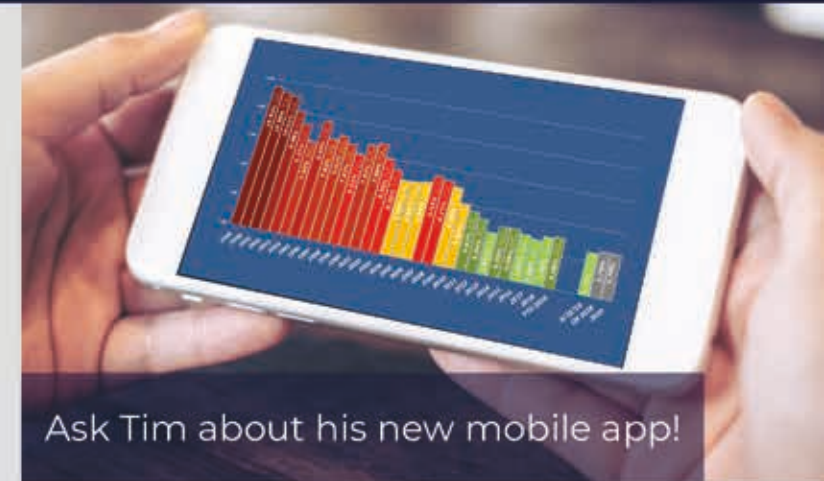
—Meredith G., Buyer's Agent

"It's always a great experience when working with Tim Kelly and his team!"

—Kate B., Buyer's Agent

"Tim kept me informed of the process and the status of the loan at all times. The experience was very pleasant. I think I have myself a new lender to refer all my buyers to. Thanks, Tim."

—Sadaf A., Listing Agent



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What is your greatest accomplishment in 2019?



KAREN BRISCOE
HBC GROUP KELLER WILLIAMS REALTY

As I crossed over into my sixth decade, I totally rocked it by celebrating 32 years of marriage with Andy; paragliding in Switzerland with our daughter; took 10 minutes off my Sprint Triathlon time; published my third book *Flip Time/Love Life* with audio by Julie Reisler; launched the *Flip Time First Friday* episode to the *5 Minute Success* podcast as 200th episode; and sold more real estate than ever before.



HEIDI JERAKIS
BHHS PENFED REALTY

My children! They are 24 and 28 and well on their way to being amazing people! They both work hard and attribute their work ethic to their mom. They make me proud and make me feel accomplished!



DANIEL SANDERS
FOUR SALES LTD.

Making sure to keep work-life balance a major part of planning, scheduling, and decision-making.



MARY BETH EISENHARD
LONG & FOSTER REAL ESTATE

Took the month of August off and went to Australia! Business did just fine and thrived! Team and systems in place!



MATT PLUMER
EXP REALTY

Thirty dates with my wife.



KRISTY MOORE
LOCAL EXPERT REALTY

Only having one mental breakdown! Personally, it's been a tough year! When the universe tests you, you find out what you're really made of.



JOHN PYNE
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TIM KELLY

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**YOUR FAMILY,
YOUR FUTURE,
OUR FOCUS.**

AnnMarie, Jack and Tim Kelly



Highlands Residential Mortgage’s mission to value people drives everything they do. Likely, this is the reason why they were named the #1 Best Mortgage Company to Work For in 2018 by National Mortgage News.

It was this ultimate vision — to be the world’s most respected mortgage brand — that attracted Tim Kelly and his team to Highlands Residential Mortgage in 2013. “They’ve created a culture that supports our team, so we can deliver unmatched service and products to our customers and industry partners,” Kelly stated.

Tim Kelly is supported by his team, which includes Loan Officer Assistant Lauren Gill and Loan Processor Rita Cateo. Together, as a team, they are able to tap into Highlands Residential Mortgage’s superior quality service. This dynamic team strives to create an experience that customers feel

confident in referring to their family and friends, and REALTORS® and builders alike.

Tim credits his team and Highlands Residential Mortgage as the driving force behind his success, but Tim’s mortgage banking career began long before he was ever a licensed mortgage originator. It was in elementary school where Tim first developed his passion for banking and finance.

“One of my first memories from school was having a representative from our local bank visit our class during our lessons about money: how to count it, learning money’s value, and how to use it. I was fascinated, and when I was finally old enough, I started working at our schools ‘bank,’ taking deposits for other’s [students’] lunches and snacks,” Kelly said.

From elementary school to college, Tim stayed close to home. In fact, when Tim was attending college he met his wife, AnnMarie, and then took another step further into the world of banking and finance.

“While I was in college, I met the girl of my dreams. Needing to earn some money for an engagement ring, I got a job at a bank that was expanding into

the area. It was a perfect job for me. As I dealt with more clients each day, I noticed many of them were having the same problems. They didn’t seem to understand the fundamentals of keeping a household budget or banking regulations. It became my mission to teach them,” Kelly claimed.

It didn’t take Tim long to find a career path inside the bank; he was even nominated as the Customer Service Representative of the Year before leaving the bank in 2005.

“During my last few years at the bank, just like the representative who came to my school when I was a kid, I worked with our regional manager and other team members to visit elementary schools in the surrounding areas to teach lessons about money and money management. I would even give kids tours of the bank when they came in. I found that teaching these students was so rewarding.”

In 2005, Tim took an offer to join one of America’s most successful mortgage teams as a Loan Officer Assistant at Countrywide Home Loans.

“I saw there was opportunity on the team and in the mortgage industry. What I and nobody saw coming was the housing recession! But now I consider myself lucky to have been in the industry during that time. I saw the difference between how a professional loan originator successfully operates versus ‘just’ a salesperson. I understood I needed to be patient and learn as much as I could about the mortgage industry. So I ended up working as a Loan Officer Assistant for seven years before I decided to get licensed [as a mortgage loan originator].”

At the end of 2012, Tim left his role on the team and founded what would later become known as “The Mortgage Scene” — an online resource and local team of mortgage professionals at Highlands Residential Mortgage which offers mortgage education classes and services to customers and partners.



“I’m not selling anything. I think anyone reading this article would agree that there are so many misconceptions and myths about homeownership and financing programs.

Our approach with every client is to educate them about their options. It’s our unique process of educating and explaining things to clients that sets us apart from our competition. After all, the truth is, a mortgage is a commodity, so we need to be adding value by taking the time to understand our clients’ financial situations in order to recommend the best mortgage product with the lowest rate available.”

Tim has been included in the top 1% of mortgage originators since 2015, and since joining Highlands Residential Mortgage, has been among the top five loan officers in the country for volume. Tim hosts webinars regularly and travels throughout the D.C. metro area to teach others — from first-time homebuyer programs to many other mortgage-related subjects; other topics include divorce lending to renovation financing.

Throughout the mortgage lending process, Tim and his team provide tools to help customers understand the local real estate market and guide them through the financial investment. These tools include giving the borrower insight into historic and projected home appreciation, housing inventory, affordability, and demand; and, ultimately, how to leverage their home purchase into the cornerstone of their family’s wealth.

“The experience I have from an early age, when I was taught about finances to the seven years I served as a Loan Officer Assistant, has been priceless. I educate first, originate second. That model has led to over 94 percent of our business being received by referral.”

Tim and his wife, AnnMarie, live in Reston, Virginia, with their 8-year-old shih tzu, Cooper, and their son, Jack, who they welcomed to the world in December 2018.



“My journey in the mortgage industry may have started 14 years ago, but I’ve always had a passion to help families with their financing needs. Now, having a family of my own, once again, I’m learning. I’m taking these new lessons and incorporating them into my business. One example is now I know just how busy life gets with kids; so we’ve started hosting monthly webinars in addition to our live, in-person seminars. We also use services like GoToMeeting and Zoom to meet with clients online. I’m lucky to work with a company that is focused on the future and the customer experience, all the while being married to the most amazing woman, who is also my best friend. When this article comes out, my team and I will likely have another banner year, and my wife and I will be celebrating our son’s first birthday. I can’t imagine it being any better than this,” Kelly claimed.

Visit www.ApplyWithTimKelly.com to learn more about Tim, follow him on YouTube, Facebook, or Instagram @TheMortgageScene, or give him a call at 571.335.0090.

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DANIELLE WATERIDGE



On Passion & Balance

► rising star

By **Zachary Cohen** | Photos by **Ryan Corvello Photography**

For Danielle Wateridge, it seems like a career in real estate was always in the cards.

“As a kid, I used to scope out open house signs on Sundays on our way to soccer games and ask my parents to go in to look,” Danielle recalls. “Apparently, I could make good small talk about the house with the agents back then, so maybe you could say this was all meant to be.”

Yet, as for so many others, it took her time, a little luck, and a few other careers to realize that real estate is, in fact, her dream job. Danielle began her professional life in the legal industry where she worked in law firms from Tysons to London. After six years in law firms, she accepted a position as an analyst at an investment bank in New York where she stayed for four years.

“When I was initially taking the real estate course to get my license, I didn’t intend to become a full-time agent. My husband and I were starting to dabble in investment real estate, and I was initially taking the course just to be able to represent myself in our own transactions,” Danielle explains.

But about a week into the course, Danielle had an epiphany. The industry merged two of her greatest passions: Real estate and people. It was also a business where Danielle could join her background in law and finance. So Danielle shifted gears, diving



in to become a full-time agent after getting licensed in mid-2013.

Over the past six years, her business has steadily grown alongside her family. She’s been recognized as an NVAR Top Producer (2015–2018), a Washingtonian Top Producer (2018, 2019), was awarded Berkshire Hathaway Chairman’s Circle Gold as a member of the top 2 percent of Berkshire Hathaway agents nationwide (2017, 2018), and was the top individual agent in the BHHS Reston Office (2018). Danielle has done this all while raising her three young children. Josh is 6 years old, Isla is 3, and Harper is 2.

“I remember being told when I started in the business that something like 87 percent of agents are out of the business within a few years. I knew if I built the business the right way, I could be in the percentage that succeeded,” Danielle reflects.

...

...

Happiness has to be where it all begins. I'm a firm believer that if you focus on what makes you happy first, the rest falls into place.

With three kids under 6 years old, Danielle says there is no "easing" into the day. Once she's up, it's full speed ahead. As she manages her work schedule, family life, and health goals, Danielle has learned a thing or two about balance.

"Managing work-life balance is tough if you are unwilling to say no to anything," Danielle says. "And I was queen of always saying yes. As my family and business have grown, I've learned that sometimes the best thing I can do is say no to something that I know I don't have the bandwidth for. It helps ensure that I spend my time doing things that I am 100 percent committed to, and it keeps me from getting spread too thin."

Danielle goes on to admit that to claim she's always in perfect balance would be a hyperbole. There are times where she recognizes that she has to take a step back, make adjustments, and move forward with a refined intention.

"Maintaining the right work-life balance requires constant evaluation, and you have to be able to recognize when you have to pull back in one area and give more in another," Danielle says.

Danielle and her husband, Carl, have been married for 10 years. Carl is in the capital market intelligence industry as a shareholder identification analyst and works from home. Danielle credits his support with her ability to balance all of the differing aspects of her life.

"My husband is a total rock star and is my answer to the question, 'How do you do this with such

small kids?' It's because I have the support system of an amazing partner who not only accepts the nights and weekends that come along with real estate but also is my biggest cheerleader and fan," she smiles. "He's as much the reason for any success my business may have as I am."

As a real estate advisor, Danielle looks beyond the transactional side of real estate. She has the heart of a teacher and focuses on advising her clients about what is in their best interests, not hers.

"You have to take the time to get to know [your clients], their motivations, their goals, and their priorities," she advises. "In doing that, you not only can empathetically put yourself in their position and equip them with all the information necessary to make educated decisions, but you also end up creating lifelong relationships that last far beyond the settlement table."

Looking ahead, Danielle seeks to continue to build a life of success. For her, that success equates to happiness and a life that is in balance — one of aligned spiritual, personal, and professional lives.

"If you think about it, you can define success in a whole host of ways, but if you aren't happy, would you ever say you're successful?" Danielle questions. "I wouldn't. Happiness has to be where it all begins. I'm a firm believer that if you focus on what makes you happy first, the rest falls into place."



Carl, Isla, Josh, Harper and Danielle

making a difference <<

By Katie Moore | Photos by Ryan
Corvello Photography

Robyn Burdett

A Legend Who Leaves A Legacy



Robyn Burdett has been in the real estate business for 31 years. She has helped over 1,500 families with the home selling and buying process. She makes a difference every day in transforming lives through real estate. But perhaps it is what she does outside of the office that has the biggest impact of all.

Robyn is a fierce advocate for the Children's Miracle Network (CMN), which RE/MAX introduced her to years ago as their choice charity they support. Her previous broker had a passion for raising money for the local hospital. CMN is part of Chil-

dren's Hospital and serves children all over the area in so many different pediatric specialties, regardless of their ability to pay.

"Do something bigger than you' is a personal motto of mine," she explains. "If I can even put a pinch of goodness into their pot, it is totally worth it. Children are our future, and we must protect them and provide for them in every way possible. At Children's Hospital, they are developing cutting-edge technology, creating



...

new procedures and helping to save lives of children.”

“A client’s child was sick in Warrenton, and the local hospital could not help her. Children’s sent a helicopter to get the child and her parents and take them back to the hospital. They literally saved her life! At the RE/MAX convention every year, they have a child and their family come to share the stories of what CMN has done for them and how our donations to CMN, which go directly to the local hospital, help save lives!”

CMN offers RE/MAX agents the opportunity to donate money per transaction on behalf of their clients to them. Agents can also donate online, volunteer, or donate with their annual telethon with 97.1 WASH FM. The money stays right here locally, and that makes a miraculous impact on the D.C. downtown location.

“It is creating, saving and doing something positive in children’s lives. Unlike a lot of charities where you are giving with the hope that the money will be used towards producing a cure or helping to save something, with CMN and Children’s Hospital, you can walk in the door of the hospital and see where your dollars are going,” Robyn states. “You cannot walk around the hospital without crying as you see these beautiful children, in various stages of illness. I just would like a magic wand to make them all better. I guess my magic wand is CMN!”

Robyn has been married for 32 years to a rocket scientist, Bob, and they live in Reston with their dog, Sofi. Their daughter, Sam, 28, is a mission-assur-



Bob Burdett, dog Sofi and Robyn Burdett

ance engineer and lives in Boston. In their free time, they like drinking wine, kayaking, traveling, paddle boarding, and rooting for the Caps.

Her husband is a tremendous supporter of her business, as she is of his. “Real estate is a business, and

I treat it like one. I am the CEO of my business. I have a business plan, marketing plan, I look at the ROI on everything I do, and I have systems in place so that my business runs smoothly. As we all know, real estate can be a high, emotional drama, so my goal is to set things up so they work while I am putting out fires. I also think it is important to give back to our industry. I am involved with my local association, NVAR, and have served on the board of directors at both NVAR and VAR. I hold ethics as the standard by which we should live,” she emphasizes. “Instead of us competing and asking what can I do bigger than them,

we should ask how else can we give back to our community?”

Robyn’s favorite quote is, “If it is to be, it is up to me.” A quote that speaks volumes to the potential of miracle workers for an astounding agent that is one.

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What REALTORS® Need to Know About iBuyers

I think we all can admit changes and disruptions have been making their way into the real estate industry. This new form of tech disruption involves changing how REALTORS® do business and, in some instances, getting rid of the REALTOR® all together. The iBuyer pandemic is sweeping the country, so much so that it was the “item of value” mailer for all Brian Buffini coaching clients this past month. If Buffini is telling his clients to push this information to their databases, that means something, and we all need to give this attention.

What is the iBuyer?

The big misconception is the iBuyer is an “internet” buyer. It’s not. It is an “Instant Buyer,” or another term that floats around is “Guaranteed Buyer.” The iBuyer isn’t your traditional, first-time homebuyer sitting on their couch looking for their dream home. Instead, they are investors and large companies with huge financial

backing looking to scoop up properties from sellers. These large companies (you might know them already) include Opendoor, Knock, Offerpad, and Zillow Offers. These companies currently are not in the DMV market but will be soon.

What You Need to Know

The allure for sellers to use an iBuyer company is that the transaction is quick and easy. They make an offer on your home (which isn’t negotiable), and they offer a quick close and cash in your hand. Here is what a home seller might not know:

1. The iBuyer company is “for profit.” They charge a fee for their services. The fees vary from 6 percent up to 13 percent, but the average is around 7 percent. This is more than what is paid to a REALTOR® to professionally market and sell your home at top dollar!
2. There is a good chance the iBuyer offer won’t be market value. Why? They are large investment groups looking to turn a profit on the equity of your home. Realize when things seem super simple and easy, it comes at a premium. Before engaging an iBuyer company, it would

be best to consult a real estate agent to get up-to-date comps on your home.

3. The iBuyer company can negotiate after inspection and ask the seller to lower the price of their home to offset any repair costs. This is after you have already agreed to sell your home to them. Not only are you paying an average 7 percent fee, but even more of your home equity can be used to pay for repairs after the home inspection is completed.
4. The iBuyer company can walk away and terminate the sales contract at ANY TIME. This means even the day before closing. The iBuyer company does not represent you. If a consumer signs their contract without representation, they are agreeing to their terms only.

What’s Next?

Sellers who are looking to get top dollar for their largest investment need a professional REALTOR® to properly market, price, and negotiate on their behalf. The commissions paid to agents in the transaction are worth it, as not having proper representation comes at a much larger price. With this information, real estate agents need to learn how to adjust and adapt their business models to prepare for the influx of iBuyer companies in our market.



Wade Vander Molen is the Director of Sales/Marketing for Stewart Title in the Northern Virginia/Washington, DC, 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.

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By **Keith Barrett, Esq.**

With few exceptions, the parties to a real estate contract can mutually agree to the terms of the contract. However, certain laws and requirements may prevent the parties from agreeing to certain contractual provisions, even if both parties are in agreement. Some examples are the buyer's choice of the settlement agent or the buyer's right to cancel under the Property Owners' Association Act.

May a buyer waive their appraisal contingency for a Federal Housing Administration (FHA) loan?

The FHA was created by Congress in 1934 amid the Great Depression. To stimulate the housing market, the government created a federally insured loan program to reduce lender risk and make it easier for borrowers to qualify for home loans. The FHA doesn't actually lend money; rather, borrowers work with FHA-approved lenders who make the loans. The FHA guarantees those loans, which guarantee is paid for by borrowers through mortgage insurance payments.

Pursuant to regulation and underwriting guidelines, an Amendatory Clause must be included in the sales contract when the borrower has not been informed of the appraised value by receiving a copy of Form HUD-92800.5B before signing the sales contract. The Amendatory Clause must contain the following language:

"It is expressly agreed that notwithstanding any other provisions of this contract [emphasis added], the purchaser shall not be obligated to complete the purchase of the property described herein or to incur any penalty by forfeiture of earnest money deposits or otherwise unless the purchaser has been given in accordance with HUD/FHA or VA requirements a written statement by the Federal Housing Commissioner, Department of Veteran's Affairs, or a Direct Endorsement lender setting forth the appraised value of the property of not less than \$ [sales price]."

The italicized language makes clear that the purchaser shall not be obligated to complete the purchase in the event of a low appraisal, even if other provisions of the contract attempt to waive the appraisal contingency. Given the brief background as stated above, one can see why FHA would require this protection for both the buyer and itself. As FHA guarantees these loans, it is important that lenders not provide financing without adequate

security and, consequently, put the FHA at both greater default risk, as well as an increased chance of being under-secured.

So, while parties are generally free to mutually agree to the terms of a contract, this is not one of them. Incidentally, the Amendatory Clause is required on VA loans, as well.



Keith Barrett is a licensed attorney in Virginia, New York, Connecticut, and DC, 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.



» cover story

By Molly Lauryssens | Photos by Ryan Corvello Photography

MICHELLE SAGATOV

ARLINGTON'S FINEST



What stamp do you want to leave on this world? What difference do you want to make? How do you want to be remembered? These are no small questions coming from Michelle Sagatov, of Washington Fine Properties (WFP); but whether she is talking about work, life, health, or community, these are the ones that drive her.

Michelle worked with the Arlington police force after graduating from George Washington University with a master's degree in forensics (undergrad in cognitive psychology). Coming from Southern California, the force quickly became her family and was an excellent start to building a foundation for her career.

"Arlington County Police Department is such a top-notch community, and



the men and women I served with are really the best of the best. I had a great, short, five-year career where I did a gamut of things and feel extremely grateful [for my time there]. I learned so much," she reflects.

A lifelong athlete, officer Michelle also coached soccer, which is where she met her future husband, Yuri, owner of Sagatov Design and Build. He introduced her to building and selling homes, and the two worked on their first project together in 2001.

"Being a part of that process was exciting, and it was nice to see something you did yourself be successful," she recounts. That experience gave Michelle a taste for real estate. In 2006, she and Yuri were married and were ready to start a family of their own, so she left the police force to pursue real estate.

Michelle has been getting stronger ever since. Last year, she did over \$30 million in sales. Going into her third year with WFP, Michelle said she feels the collaborative atmosphere is a great fit for her approach.

"It's a good feeling! Each week, there is a company-wide meeting, and they share collegiality that's off the charts," she boasts.

She also appreciates that the owners will get down in the trenches. "They share their knowledge. You



can call them at any time, and they will pick up the phone and talk to you," she notes.

When Michelle first started in the industry, she said she was lucky to join a small brokerage led by Laura Fall. Laura taught her some core concepts that she may not have known otherwise, like how to invest in yourself, and how to set goals and then follow through with them.

"She taught me invaluable things that I just had no idea about," Michelle shares. "She taught me how to treat my business as a true business."

Today, Michelle is a member of a Wolf Pack—a women's group about empowerment and accountability. She values integrity and is constantly striving for expansion. When it comes to growing her business, she says it's all about building her life out.

"Whether it's joining a workout class, a gardening class, or ceramics or art, fulfill your life with other avenues. That's how you are going to spread business," she advises.

Speaking of business, Michelle points out she is in a unique position. "One thing in my pocket — I have [Yuri]! He knows a lot about building and construction. When I talk to buyers and sellers, I tell them they are also hiring [Sagatov Design and Build]. Yuri is an advocate for my client, and what that means is he can give a second opinion and give a different perspective and research things."

The couple, dubbed Arlington's "Love It or List It" couple, has helped many families decide if they should renovate or tear down and start from scratch. They factor in all the unexpected costs that an average consumer may not consider, like rentals and storage, if necessary. In addition, they estimate pricing and can research ordinances, easements, etc. "It's a pretty unique situation, and it's been a great source of business for us," she reveals.

Michelle and Yuri have what they call "buckets" they like to fill. Family is one, community is another,

and sport is another. They share a passion for soccer and have passed it along to their two children: 12-year-old Alina and 10-year-old James.

The family recently returned from a trip of a lifetime to France. Abroad, they followed the U.S. Women's National Team at the World Cup, even getting to see the championship game.

"We stayed at Airbnb's and hotels and were mixing with all sorts of different French people," she beams. "I was so glad my kids got to experience that."

Michelle joked that her children are becoming pros when it comes to moving. They've done their share of it already, but have only ever lived in Arlington. Currently, the family lives in a rental while they build their next house. Alina is in her eighth bedroom, and James is in his seventh bedroom. Michelle reminds them that this is an adventure.

“WHETHER IT’S JOINING A WORKOUT CLASS, A GARDENING CLASS, OR CERAMICS OR ART, FULFILL YOUR LIFE WITH OTHER AVENUES. THAT’S HOW YOU ARE GOING TO SPREAD BUSINESS.”

"My husband builds the coolest houses ever, and we always say we are borrowing the houses," she laughs. "Alina is becoming so good at moving that she packed up her room, her brother's room, and then unpacked it all in record time."

This agile family is into rock-climbing, hiking, and riding bikes. "Anything active, we can all bond and do together," Michelle says. Whatever it takes to keep those buckets full.



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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	161	\$100,234,744	304.5	\$176,718,288	465.5	\$276,953,024
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	300.5	\$139,053,328	160.5	\$71,398,208	461	\$210,451,536
3	Debbie Dogrul	Long & Foster Real Estate, Inc.	182.5	\$108,987,248	133	\$77,691,952	315.5	\$186,679,200
4	Jennifer D Young	Keller Williams Chantilly Ventures LLC	171.5	\$78,730,672	64.5	\$28,550,344	236	\$107,281,024
5	Phyllis G Patterson	TTR Sotheby's International Realty	50	\$53,123,748	54	\$47,844,368	104	\$100,968,120
6	Sue S Goodhart	Compass	59	\$49,590,328	59.5	\$47,883,900	118.5	\$97,474,232
7	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	35	\$48,426,700	23	\$31,478,200	58	\$79,904,896
8	Jennifer L Walker	McEneaney Associates, Inc.	51	\$36,977,040	44.5	\$32,608,558	95.5	\$69,585,600
9	Janet A Callander	Weichert, REALTORS	43	\$43,567,620	24	\$20,608,110	67	\$64,175,728
10	Cynthia Schneider	Long & Foster Real Estate, Inc.	82	\$41,191,632	39	\$18,976,120	121	\$60,167,752
11	Laura C Mensing	Long & Foster Real Estate, Inc.	28.5	\$35,566,000	21	\$21,932,100	49.5	\$57,498,100
12	Brian Wilson	EXP Realty	88	\$49,371,444	11	\$7,694,100	99	\$57,065,544
13	Martin K Alloy	SMC Real Estate Corp.	85	\$41,780,784	26.5	\$13,153,440	111.5	\$54,934,224
14	Jean K Garrell	Keller Williams Realty	42	\$29,515,600	36.5	\$22,401,638	78.5	\$51,917,240
15	Lenwood A Johnson	Keller Williams Realty	67	\$28,782,210	52	\$21,729,828	119	\$50,512,040
16	Christopher Craddock	Keller Williams Realty	83.5	\$27,607,046	50	\$21,923,818	133.5	\$49,530,864
17	Lilian Jorgenson	Long & Foster Real Estate, Inc.	33.5	\$40,783,900	6	\$8,386,000	39.5	\$49,169,900
18	Piper Gioia Yerks	Washington Fine Properties, LLC	10	\$26,398,500	7.5	\$22,653,500	17.5	\$49,052,000
19	Bruce A Tyburski	RE/MAX Executives	35	\$21,322,580	43.5	\$27,141,688	78.5	\$48,464,268
20	James W Nellis II	Keller Williams Fairfax Gateway	39.5	\$18,457,888	57	\$28,019,540	96.5	\$46,477,428
21	Carla C Brown	Samson Properties	73	\$43,194,732	3	\$2,688,700	76	\$45,883,432
22	Tom Francis	Keller Williams Realty	18	\$26,267,820	18	\$17,980,270	36	\$44,248,088
23	Irina Babb	RE/MAX Allegiance	54	\$33,356,276	16	\$10,884,599	70	\$44,240,876
24	Khalil I El-Ghoul	Glass House Real Estate	35.5	\$19,325,100	27.5	\$22,312,240	63	\$41,637,340
25	Kay Houghton	KW Metro Center	45	\$22,935,250	37	\$18,601,300	82	\$41,536,552
26	Raymond A Gernhart	RE/MAX Executives	33	\$20,191,120	38.5	\$21,166,928	71.5	\$41,358,048
27	Erin K Jones	KW Metro Center	25	\$9,823,225	72	\$30,847,276	97	\$40,670,504
28	Akshay Bhatnagar	Virginia Select Homes, LLC.	13	\$7,455,525	57	\$32,535,714	70	\$39,991,240
29	Damon A Nicholas	Coldwell Banker Residential Brokerage	47	\$27,867,092	22	\$11,698,763	69	\$39,565,856
30	Scott A MacDonald	RE/MAX Gateway	67	\$35,977,639	6	\$3,417,000	73	\$39,394,639
31	Kimberly A Spear	Keller Williams Realty	36	\$19,926,738	30	\$19,427,400	66	\$39,354,136
32	Christopher J White	Long & Foster Real Estate, Inc.	28	\$19,734,004	17	\$18,838,000	45	\$38,572,004
33	Paul Thistle	Take 2 Real Estate LLC	29	\$13,888,589	37	\$23,208,800	66	\$37,097,388
34	Anthony H Lam	Redfin Corporation	8	\$4,031,500	54	\$32,854,812	62	\$36,886,312
35	Barbara G Beckwith	McEneaney Associates, Inc.	19	\$26,190,900	7	\$10,594,200	26	\$36,785,100

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1—Oct. 31, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Wes W Stearns	M. O. Wilson Properties	48	\$21,428,940	26	\$14,517,868	74	\$35,946,808
37	Roy Kohn	Redfin Corporation	66	\$32,846,312	2	\$1,610,000	68	\$34,456,312
38	Gregory A Wells	Keller Williams Realty	38	\$25,604,800	14	\$8,586,550	52	\$34,191,348
39	Debbie P Kent	Cottage Street Realty LLC	54	\$29,238,728	8	\$4,711,100	62	\$33,949,828
40	Eve M Weber	Long & Foster Real Estate, Inc.	31	\$17,870,350	30	\$15,745,100	61	\$33,615,448
41	Deyi S Awadallah	D.S.A. Properties & Investments LLC	86	\$31,772,266	3	\$1,840,000	89	\$33,612,264
42	William F Hoffman	Keller Williams Realty	19	\$24,429,410	8	\$9,024,480	27	\$33,453,890
43	Elizabeth A Twigg	McEneaney Associates, Inc.	24.5	\$23,988,750	10	\$9,043,000	34.5	\$33,031,750
44	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	8	\$3,608,900	45	\$29,201,428	53	\$32,810,328
45	Christina M O'Donnell	RE/MAX West End	18	\$15,392,176	21.5	\$16,807,780	39.5	\$32,199,956
46	Megan Buckley Fass	FASS Results, LLC.	15	\$12,644,350	21	\$19,091,550	36	\$31,735,900
47	Bichlan N DeCaro	Westgate Realty Group, Inc.	18	\$12,226,500	33	\$19,273,390	51	\$31,499,890
48	Jeremy G Browne	TTR Sotheby's International Realty	24.5	\$17,344,950	16.5	\$13,929,320	41	\$31,274,270
49	Steven C Wydler	Compass	19	\$21,845,400	6	\$9,338,580	25	\$31,183,980
50	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	22	\$23,247,238	8	\$7,913,378	30	\$31,160,616
51	Patricia Ammann	Redfin Corporation	11	\$7,194,000	39	\$23,877,676	50	\$31,071,676
52	Timothy D Pierson	Keller Williams Realty Falls Church	24	\$15,234,526	24	\$15,564,500	48	\$30,799,026
53	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	78	\$29,173,862	3	\$1,351,900	81	\$30,525,762

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Robert T Ferguson Jr.	RE/MAX Allegiance	21.5	\$16,800,176	16	\$13,705,276	37.5	\$30,505,452
55	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	14	\$19,212,000	7.5	\$11,127,900	21.5	\$30,339,900
56	Janet Pearson	Pearson Smith Realty, LLC	50	\$30,124,496	0	\$0	50	\$30,124,496
57	Nikki Lagouros	Keller Williams Realty	15	\$6,450,680	52	\$22,939,800	67	\$29,390,480
58	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	14.5	\$13,763,502	18	\$15,332,299	32.5	\$29,095,800
59	Kristen K Jones	McEneaney Associates, Inc.	11	\$12,512,905	14	\$16,332,900	25	\$28,845,804
60	Daan De Raedt	Property Collective	45	\$19,464,400	19.5	\$8,789,625	64.5	\$28,254,024
61	Ryan Rice	Keller Williams Capital Properties	26	\$11,132,900	28	\$16,649,440	54	\$27,782,340
62	Kevin C Samson	Samson Properties	30.5	\$22,901,850	4	\$4,407,959	34.5	\$27,309,808
63	Natalie H McArtor	Long & Foster Real Estate, Inc.	28	\$16,161,000	19	\$11,080,250	47	\$27,241,250
64	Melissa A Larson	KW Metro Center	17	\$18,280,810	9	\$8,866,800	26	\$27,147,610
65	Karen A Briscoe	Keller Williams Realty	18.5	\$16,928,170	11	\$10,189,054	29.5	\$27,117,224
66	Ana Lucia Ron	ANR Realty, LLC	89	\$26,960,700	0	\$0	89	\$26,960,700
67	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	34.5	\$20,854,604	9.5	\$6,052,525	44	\$26,907,130
68	Deborah L Frank	Deb Frank Homes, Inc.	30	\$22,677,000	5	\$4,167,740	35	\$26,844,740
69	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	12	\$17,879,900	6	\$8,325,000	18	\$26,204,900
70	Elizabeth Kline	RE/MAX Premier	23	\$12,465,724	24	\$13,633,250	47	\$26,098,974
71	Dinh D Pham	Fairfax Realty Select	20	\$10,950,888	29	\$14,846,000	49	\$25,796,888
72	Thomas R Moffett Jr.	Redfin Corporation	42	\$20,823,850	8	\$4,722,149	50	\$25,546,000
73	Elizabeth W Conroy	Keller Williams Realty	18.5	\$17,084,670	6	\$8,112,900	24.5	\$25,197,570
74	Michael I Putnam	RE/MAX Executives	37	\$17,477,500	17.5	\$7,711,990	54.5	\$25,189,490
75	Patricia Fales	RE/MAX Allegiance	22	\$16,473,100	11	\$8,632,500	33	\$25,105,600
76	Darren E Robertson	Keller Williams Fairfax Gateway	10.5	\$4,567,800	49	\$20,237,764	59.5	\$24,805,564
77	Donna C Henshaw	Avery-Hess, REALTORS	19	\$12,558,000	15	\$12,117,900	34	\$24,675,900
78	Lex Lianos	Compass	21.5	\$14,389,938	19	\$9,814,211	40.5	\$24,204,148
79	Marianne K Prendergast	Washington Fine Properties, LLC	7.5	\$8,694,375	12.5	\$15,382,500	20	\$24,076,876
80	Brian J Gaverth	Redfin Corporation	40	\$21,423,000	4	\$2,636,500	44	\$24,059,500
81	Victoria(Tori) McKinney	KW Metro Center	16	\$13,648,700	14.5	\$10,351,201	30.5	\$23,999,900
82	Paramjit K Bhamrah	Redfin Corporation	44	\$23,325,396	1	\$637,000	45	\$23,962,396
83	Diana Morahan	Long & Foster Real Estate, Inc.	15	\$15,326,430	10	\$8,521,030	25	\$23,847,460
84	Katharine R Christofides	Century 21 New Millennium	10.5	\$6,677,600	36.5	\$17,092,270	47	\$23,769,870
85	Deborah D Shapiro	TTR Sothebys International Realty	10.5	\$11,057,000	10	\$12,684,000	20.5	\$23,741,000
86	Daniel MacDonald	TTR Sotheby's International Realty	20.5	\$20,551,520	7.5	\$2,312,000	28	\$22,863,520

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1—Oct. 31, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Mark R Sirianni	Ayr Hill Realty	12	\$12,777,950	11	\$10,920,450	23	\$23,698,400
88	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	32	\$18,392,600	7	\$5,258,799	39	\$23,651,400
89	Billy Buck	William G. Buck & Assoc., Inc.	14.5	\$11,642,026	13.5	\$12,001,859	28	\$23,643,884
90	Sarah Harrington	Long & Foster Real Estate, Inc.	18.5	\$14,374,465	11	\$9,250,021	29.5	\$23,624,486
91	Cristina B Dougherty	Long & Foster Real Estate, Inc.	19	\$11,374,640	22	\$12,225,250	41	\$23,599,890
92	Vicky Z Noufal	Pearson Smith Realty, LLC	28	\$20,095,376	5	\$3,355,655	33	\$23,451,032
93	Mickey Glassman	RE/MAX Premier	34	\$17,803,300	10	\$5,630,500	44	\$23,433,800
94	Christine G Richardson	Weichert, REALTORS	23	\$14,354,150	15	\$9,069,900	38	\$23,424,050
95	Jon B DeHart	Long & Foster Real Estate, Inc.	18	\$12,294,500	18.5	\$11,084,388	36.5	\$23,378,888
96	Michael S Webb	RE/MAX Allegiance	15.5	\$9,647,256	28	\$13,731,250	43.5	\$23,378,506
97	Benjamin J Grouby	Redfin Corporation	40	\$19,707,924	5	\$3,625,000	45	\$23,332,924
98	Kristina S Walker	Keller Williams Realty Falls Church	15.5	\$10,923,518	20	\$12,408,300	35.5	\$23,331,818
99	Kate F Ryan	Long & Foster Real Estate, Inc.	21	\$13,321,700	15	\$9,789,219	36	\$23,110,920
100	Laura R Schwartz	McEneaney Associates, Inc.	15	\$11,215,536	15	\$11,862,670	30	\$23,078,206
101	Branden L Woodbury	Redfin Corporation	52	\$19,918,796	8	\$3,112,900	60	\$23,031,696
102	Cathy V POUNGMALAI	Frankly Real Estate Inc	30	\$18,235,218	7	\$4,729,284	37	\$22,964,502
103	Candee Currie	Redfin Corporation	40	\$22,867,800	0	\$0	40	\$22,867,800
104	Lyndie Votaw	Redfin Corporation	30	\$15,569,520	12	\$7,163,000	42	\$22,732,520
105	Derek J Huetinck	Beacon Crest Real Estate LLC	8	\$13,291,000	7	\$9,396,160	15	\$22,687,160
106	Joan Stansfield	Keller Williams Realty	18	\$12,573,499	12.5	\$9,901,163	30.5	\$22,474,662
107	Nathan Daniel Johnson	Keller Williams Capital Properties	41	\$14,772,302	19.5	\$7,702,135	60.5	\$22,474,436
108	Ashley C Leigh	Linton Hall Realtors	38	\$17,133,484	8.5	\$5,241,957	46.5	\$22,375,442

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
109	Lyssa B Seward	TTR Sotheby's International Realty	12	\$10,975,000	16	\$11,241,350	28	\$22,216,350
110	Jillian Keck Hogan	McEneaney Associates, Inc.	9	\$7,014,856	20	\$15,135,675	29	\$22,150,530
111	Lisa Dubois-Headley	RE/MAX West End	11.5	\$7,305,816	16.5	\$14,754,000	28	\$22,059,816
112	Abuzar Waleed	RE/MAX Executives LLC	32	\$12,025,248	23.5	\$9,888,800	55.5	\$21,914,048
113	Heather E Heppe	RE/MAX Select Properties	24	\$16,036,382	10	\$5,849,380	34	\$21,885,762
114	Kendell A Walker	Redfin Corporation	10	\$4,126,750	35	\$17,707,044	45	\$21,833,794
115	Andrew J Biggers	Keller Williams Realty Falls Church	16	\$11,243,500	13	\$10,561,260	29	\$21,804,760
116	Mara D Gemond	Redfin Corporation	3	\$1,871,000	33	\$19,930,850	36	\$21,801,850
117	Danilo D Bogdanovic	Redfin Corporation	40	\$19,585,364	4	\$2,190,000	44	\$21,775,364
118	Andrea M Hayes	Living Realty, LLC.	31	\$15,467,898	12	\$6,281,300	43	\$21,749,198
119	Marcia Burgos-Stone	Redfin Corporation	32	\$19,624,700	5	\$2,121,000	37	\$21,745,700
120	MaryAshley Rhule	Compass	12	\$10,607,000	15	\$11,123,895	27	\$21,730,896
121	A. Casey O'Neal	RE/MAX Allegiance	24.5	\$15,789,750	8	\$5,895,200	32.5	\$21,684,950
122	Katie E Wethman	Keller Williams Realty	9	\$4,428,850	21	\$16,939,436	30	\$21,368,286
123	Rheema H Ziadeh	Redfin Corporation	39.5	\$19,141,450	4	\$2,219,000	43.5	\$21,360,450
124	Christine R Garner	Weichert, REALTORS	16.5	\$12,871,400	10	\$8,473,000	26.5	\$21,344,400
125	Sylvia S Cowles	Builder Information Service	25	\$19,910,128	2	\$1,410,000	27	\$21,320,128

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Teams and Individuals Closed Date from Jan. 1—Oct. 31, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
146	Merlin Crist	Redfin Corporation	54	\$19,990,332	1	\$354	55	\$19,990,688
147	Heather Carlson	RE/MAX Allegiance	15	\$7,752,600	22	\$12,180,000	37	\$19,932,600
148	Margaret J Czapiewski	Keller Williams Realty	39.5	\$15,355,900	10.5	\$4,540,525	50	\$19,896,424
149	Kevin E LaRue	Century 21 Redwood Realty	20	\$13,304,890	12	\$6,590,675	32	\$19,895,564
150	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	20	\$14,371,952	7	\$5,495,379	27	\$19,867,332
151	Brad C Kintz	Long & Foster Real Estate, Inc.	25	\$13,545,700	10	\$6,300,800	35	\$19,846,500
152	John Murdock	Keller Williams Realty	26	\$11,715,350	14.5	\$8,128,636	40.5	\$19,843,986
153	Jason Quimby	KW Metro Center	15	\$11,866,800	10	\$7,825,580	25	\$19,692,380
154	Edward R Lang	RE/MAX Premier	25	\$13,026,580	13	\$6,579,200	38	\$19,605,780
155	Desiree Rejeili	Samson Properties	8.5	\$3,193,500	41	\$16,378,887	49.5	\$19,572,388
156	Constantine S Anthony	Pearson Smith Realty, LLC	26.5	\$13,081,369	9	\$6,444,865	35.5	\$19,526,234
157	Spencer R Stouffer	Miller and Smith Homes, Inc.	33	\$18,105,112	2	\$1,419,600	35	\$19,524,712
158	Peter J Braun Jr.	Long & Foster Real Estate, Inc.	21.5	\$13,765,544	9.5	\$5,692,499	31	\$19,458,044
159	Michael C Rush	Long & Foster Real Estate, Inc.	26	\$13,246,950	11	\$6,190,484	37	\$19,437,434
160	Matthew R Elliott	Keller Williams Realty	15	\$6,615,700	24.5	\$12,808,357	39.5	\$19,424,056
161	Bhavani Ghanta	Long & Foster Real Estate, Inc.	4	\$1,803,000	31.5	\$17,573,300	35.5	\$19,376,300
162	Kathryn R Loughney	Compass	12	\$7,357,800	19	\$12,005,109	31	\$19,362,908
163	William R Davis	Century 21 New Millennium	17.5	\$11,320,150	6	\$8,039,000	23.5	\$19,359,150
164	James M LoBocchiaro	McWilliams/Ballard Inc.	26.5	\$13,824,700	10	\$5,401,200	36.5	\$19,225,900
165	Ann M. Wilson	KW Metro Center	17	\$15,475,800	6	\$3,731,000	23	\$19,206,800
166	Diane V Lewis	Washington Fine Properties, LLC	8.5	\$11,451,300	7	\$7,736,900	15.5	\$19,188,200
167	Megan Thiel	Long & Foster Real Estate, Inc.	10.5	\$5,108,899	23	\$14,045,898	33.5	\$19,154,796
168	Jason Curry	KW Metro Center	16	\$8,901,600	14	\$10,165,013	30	\$19,066,612
169	Brad Kiger	KW Metro Center	26.5	\$11,703,650	14.5	\$7,325,350	41	\$19,029,000
170	Jennifer H Thornett	Washington Fine Properties, LLC	8.5	\$14,138,320	3.5	\$4,849,000	12	\$18,987,320
171	Thomas Arehart	Samson Properties	24	\$11,505,422	11	\$7,449,850	35	\$18,955,272
172	Nicole M McCullar	KW Metro Center	14	\$12,493,000	8	\$6,450,000	22	\$18,943,000
173	William S Gaskins	Keller Williams Realty Falls Church	17	\$13,577,340	4	\$5,350,000	21	\$18,927,340
174	Heidi F Robbins	William G. Buck & Assoc., Inc.	11.5	\$9,453,501	9	\$9,455,450	20.5	\$18,908,952
175	Raya Fridental	Redfin Corporation	5	\$2,420,500	26	\$16,424,788	31	\$18,845,288
176	Sheila A Zelghi	Samson Properties	10	\$5,987,195	23.5	\$12,705,307	33.5	\$18,692,502
177	Christopher C Tapper	Redfin Corporation	33.5	\$18,532,952	0	\$0	33.5	\$18,532,952
178	Brittany Lambrechts Cama-cho	Century 21 Redwood Realty	11.5	\$5,467,928	19	\$12,954,358	30.5	\$18,422,286
179	Jeddie R Busch	Coldwell Banker Residential Broker-age	14	\$7,884,400	18	\$10,480,400	32	\$18,364,800

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1—Oct. 31, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Sue G Smith	RE/MAX Premier	17.5	\$10,350,800	14.5	\$8,008,026	32	\$18,358,826
181	Tana M Keeffe	Long & Foster Real Estate, Inc.	9	\$9,514,000	8	\$8,773,600	17	\$18,287,600
182	Catherine B DeLoach	Long & Foster Real Estate, Inc.	26.5	\$17,955,050	1	\$280,000	27.5	\$18,235,050
183	David A Lloyd Jr.	Weichert, REALTORS	10	\$8,324,503	12	\$9,863,500	22	\$18,188,002
184	Richard M Mountjoy Jr.	Keller Williams Realty	15.5	\$10,402,950	10	\$7,770,583	25.5	\$18,173,532
185	Morgan N Knoll	RE/MAX Gateway, LLC	11.5	\$5,751,950	18.5	\$12,352,740	30	\$18,104,690
186	Natalie U Roy	KW Metro Center	11.5	\$9,746,245	11	\$8,353,900	22.5	\$18,100,144
187	Sridhar Vemuru	Aragami, LLC	5	\$2,280,000	25	\$15,801,985	30	\$18,081,984
188	Lisa T Smith	Pearson Smith Realty, LLC	22	\$14,161,300	7	\$3,810,945	29	\$17,972,244
189	Guy F Golan	Redfin Corporation	2	\$845,000	31	\$17,122,588	33	\$17,967,588
190	Kristin M Francis	Keller Williams Capital Properties	6.5	\$3,689,000	22.5	\$14,268,724	29	\$17,957,724
191	Dilyara Daminova	Samson Properties	4.5	\$2,085,000	34	\$15,811,250	38.5	\$17,896,250
192	Tammy L Roop	Century 21 New Millennium	33	\$13,812,900	10	\$4,066,000	43	\$17,878,900
193	Abel Aquino	Redfin Corporation	41	\$17,018,678	2	\$809,900	43	\$17,828,578
194	Gitte Long	Redfin Corporation	23	\$10,416,400	14	\$7,313,000	37	\$17,729,400
195	Pamela V Alcantara	Impact Real Estate, LLC	12	\$4,234,000	46.5	\$13,483,600	58.5	\$17,717,600
196	Marilyn K Brennan	Long & Foster Real Estate, Inc.	16.5	\$10,559,400	11.5	\$7,012,125	28	\$17,571,524
197	Barbara J Ghadban	Weichert, REALTORS	18	\$13,217,056	6	\$4,328,903	24	\$17,545,960
198	Charles Witt	Nova Home Hunters Realty	15.5	\$6,577,150	21.5	\$10,959,747	37	\$17,536,896
199	Jina Hwang	BH Investment Realty, Inc.	20	\$8,894,600	19	\$8,607,502	39	\$17,502,102
200	Shahab Sariri	Redfin Corporation	32	\$17,123,476	1	\$340,000	33	\$17,463,476

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