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Top 200
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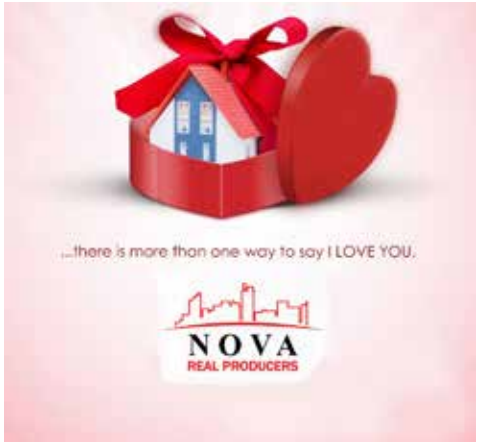
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Our mission: To inform and inspire industry professionals such as yourselves all over the Northern Virginia area. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top 0.05 percent of your industry.

Who we are: We are a local, realtor-centric publication and platform covering the lifestyle, growth, and development of the top producing realtors by providing exclusively curated content for what you, the best and brightest agents, demand.

This publication is for you. We want your opinion! What topics and 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 this community. The publication, all events (except masterminds), and being featured is free because of our partners. Thank you! We also appreciate our Real Producers that referred them. All partners have been referred by Real Producers.

The January brunch was a hit! Check out the photos on Facebook and in the March edition. Our community will connect in person again soon. The gala will be here before you know it. There is limited seating, so RSVP if you haven't! Details on page 23.

If you haven't joined the private Facebook group, don't miss out! The questions and answers we print in the magazine will be asked in the private group moving forward. For example, April's question is, "What Celebrity Would You Want To Have Dinner With And Why?" Also, check out our cover story and partner spotlight interviews on our YouTube channel. They are also located on Spotify.

For more information about our publication, partners, and future events, check out www.NovaRealProducers.com, our private Facebook group, or email us at info@novarealproducers.com.

With gratitude,

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Collin Wheeler

123 Junk

“Let’s be honest, we can’t salvage everything. But even at this stage, we are able to divert a significant amount of trash over to Covanta Energy where it is converted into usable energy through a combustion process.”

“When the job is complete, there is a tangible, measurable outcome, and the client always has a smile on their face. We give people their space back and allow them to live a more organized, clutter-free life.”



Jin Chen

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Collin Wheeler of 123JUNK

When taking on new projects, most people know it is best to start with a clean slate. But for Collin Wheeler, owner and founder of 123JUNK, a clean slate is his end goal.

123JUNK is a full-service junk removal company that has grown to be the premier provider in the Washington, D.C., metro area, including Northern Virginia and Maryland. However, the company does more than merely clear out garages, basements, and attics, and haul off truckloads of debris. Their commitment to social responsibility and the environment is what sets them apart. Their name is a nod to the three-step approach they use when getting rid of items: 1. Donate + 2. Recycle + 3. Dispose = 123JUNK.

“By virtue of being in the disposal business, it’s just a fact that we generate waste, which, unfortunately, contributes to the staggering amount of trash going into landfills each year. However, we feel we have an obligation to keep as much out of the landfill as possible. We do this by donating or recycling through a network of charities and recycling centers,” explains Collin.

This collaboration serves a higher purpose than simply getting rid of unwanted clutter. 123JUNK was the first company to emphasize repurposing items. Collin says many people might not realize just how much charitable organizations rely on donations to both fund their operations as well as provide household furniture, goods, and other items to the underserved community.

“A large portion of what 123JUNK currently picks up from homeowners can be repurposed,” enlightens Collin. He has partnered with more than a dozen local charitable organizations to ensure items end up at the appropriate location and providing the most benefit to the end user. 123JUNK is familiar with the unique niche each charity fills and what they are willing to accept. Collin notes that they also provide clients a tax-deductible receipt for items that make it to one of their charity partners.

In addition to items suitable for donation, 123JUNK comes across many things which can be recycled, such as broken or outdated electronics, unusable metal pieces, and other recyclable goods. These are typically items their charity partners have little to no

interest in receiving. They have built up another network of third-party disposal options which allows them to keep things like computers and televisions from going into the landfill.

Items that don’t qualify for the first two categories will inevitably make it to their final stop – the dump floor. “Let’s be honest, we can’t salvage everything. But even at this stage, we are able to divert a significant amount of trash over to Covanta Energy where it is converted into usable energy through a combustion process,” Collin adds.

Collin has tailored his business toward the real estate industry, even though many similar companies often cater to professions such as property managers, professional organizers, general contractors, and senior living communities.

“Real estate is our niche. We’re a referral business, and we know how important it is for an agent to put their reputation on the line when steering clients in our direction. We appreciate the opportunity to exceed the client’s expectations and make the realtor look good. It’s extremely rewarding when realtors give a testimony about their clients’ positive experiences,” says Collin.

Collin points out that real estate and junk removal are not as different as some people may think. “Both industries are about providing a solution to a problem, marketing that solution through relationships and quality services, and providing an abundance of value to your clients,” he reveals.



Realtors understand that an uncluttered and organized home will sell more quickly. When clients must face the daunting task of sifting through years of accumulation, it is reassuring to know that one phone call will make that process painless and worry-free. It is a welcomed sight when a bright red 123JUNK truck pulls into the driveway. “The only finger you have to lift is the one that points us to the junk!” Collin jokes.

Collin said he is proud to be in an industry that doesn’t have to convince clients they need their services by creating a perceived “pain point,” coercing them into making a buying decision. “In other words, people choose us because they truly need us. They have a problem that we’re eager to help them solve – not because we’ve tricked them into making that decision. They’re as happy for us to come out to their property as we are to provide our services to them. When the job is complete, there is a tangible, measurable outcome, and the client always has a smile on their face. We give people their space back and allow them to live a more organized, clutter-free life,” he elaborates.

To Collin, success is waking up in the morning looking forward to coming to work. He is proud of the conscientious, upbeat team he has assembled at 123JUNK who share his corporate values and never settle for average.



Collin said there are several quotes he has heard over the years and has adapted them to form his mantra for daily living: “The effect I have on others is the most valuable currency I have. I strive to live a life so people present their best selves to me wherever I go. I know that if I’m grateful for what I have, I’ll end up having more. But, if I concentrate on what I don’t have, I’ll never have enough,” Collin shares.

Although Collin strives to leave a clean slate wherever he goes, the one thing he always manages to leave behind is a positive impression.





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SET THESE THREE IMPORTANT REAL ESTATE GOALS IN 2019

By Wade Vander Molen



2019 is here, and now is the time when realtors, lenders, and title professionals set the year’s goals. Setting goals is important as they are short-term and long-term guides to personal and business growth. As a realtor, I’m sure you have many goals for 2019, but I want to focus on three important goals that will help you personally and professionally.

Transaction Goals

We all have transaction goals in mind. I tell my realtor clients to set measurable goals that are obtainable. It’s easy to throw out a crazy number, but if there is no plan in place to reach that challenging goal, then it’s just a number. Breaking it down further, setting quarterly goals can help you focus on tasks right in front of you versus a large yearly number. For reference, there are roughly 1.3 million licensed realtors in the U.S. with only 3 percent closing 25 or more transactions a year. Shoot for that 25-transactions number. If that’s an easy

goal to hit, shoot for a higher goal (50, 80, etc.) and put an effective marketing plan in place to achieve it.

Get Uncomfortable

It’s easy to set goals and do the business tasks we have always done, but as the real estate industry is continually evolving, new implementation becomes necessary. The fear of failure drives most people to do things that make them uncomfortable to achieve success. Realtors are no different in this regard. To get to the next level and evolve, it takes getting uncomfortable. Maybe it’s public speaking, shooting videos, using Instagram, or making calls to people you really don’t want to talk to. All of the items mentioned can help gain business and get more qualified eyes to you. Most won’t take the necessary steps to do them, which is precisely why you should. Find what makes you uneasy and go for it. If you are uncomfortable about certain business implementations, so are other real estate agents, but executing and moving forward will help you to stand out in the crowd.

Figure Out Your Why

We are all in this business for a reason or multiple reasons, but to act accordingly on your goals, it’s important to understand your “why.” For me, my “why” is my family. I’m sure many of you feel the same. I know that the real estate field is a great vehicle to gain financial freedom, and that freedom helps provide for my family now and in further generations. This leads to, “How do we create that financial freedom?” We do it by setting the goal of how many new weekly conversations can I create, how many client problems can I

solve, how many existing relationships can I expand upon, and more. To know where you are headed, it’s important to understand your “why.”

Setting measurable and obtainable goals is the key to success in any business. When taking the time to create your 2019 goals, consider implementing something that will make you uncomfortable but cause you to grow. Figure out your “why” and your weekly conversations, and lastly, how that correlates to that quarterly and annual transaction number.



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.



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ECLOSINGS:

THE PROMISE AND THE REALITY

By Keith Barrett

There is a lot of paper in a real estate closing. Even for those title companies that have gone paperless, a significant amount of paper must still be printed out for the actual closing.

On July 1, 2012, Virginia became the first state in the country to authorize online remote notarization. Despite becoming law over six years ago, it seems only recently we have been bombarded with articles and talks about the promise of eClosings. It is important to understand the different types of closings since the word eClosing is thrown around without knowing exactly to what it refers.

A traditional closing is one in which all documents are signed with wet ink with an in-person notary who verifies identification traditionally (i.e., physically looking at the driver's license).

A hybrid eClosing involves signing a number of procedural or disclosure documents electronically, while the remaining documents, including specifically those needing to be notarized, are signed in wet ink with an in-person notary who verifies identification traditionally.

A full eClosing is one in which all documents are signed electronically with an in-person notary who verifies identification traditionally.

Finally, a remote notary eClosing (which is what most people are thinking of when the term eClosing is used) is where all documents are signed electronically, and



the notary is not in the physical presence of the signer but rather witnesses the signing via webcam. It is this last category of eClosings that is most often talked about and has sparked the interest of the industry.

The promised benefits of a remote notary eClosing are significant. The convenience is undeniable as the client may conduct their closing from anywhere they have a computer with internet access. Additionally, the client will likely be able to sign their documents quicker without the need to drive anywhere. This type of transaction will also increase efficiency to the extent it will be a truly paperless transaction.

The reality, however, is that most lenders still require a wet signature on their promissory notes, which prevents a remote notary eClosing. In fact, there have likely been more articles written about full remote

notary eClosings than the number of these closings to have actually occurred. For transactions that accommodate remote notary eClosings, certain steps and guidelines must be followed at the request of title underwriters. For example, a verification that the Clerk of the Court will accept electronic signatures

and notaries for recording, as well as verification that any lender involved has approved and will accept the use of a remote notary eClosing.

Eventually, the vast majority of closings will be remote notary eClosings, we just aren't there quite yet.



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.



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What has been your favorite vacation and why?



LIZ LORD
My husband and I took a seven-day cruise around French Polynesia in May of this year to celebrate our 15th anniversary. Not only was it our favorite vacation because of the sheer beauty of the place, but also because it was our first trip (longer than two to three days) together without our dear children in over a decade. We needed the break! A bonus was that we purchased the cruise at a charity auction, which benefited cancer patients.



TERRILYNN KELLEY
I have two favorites: Portugal this summer and Peru, Machu Picchu. I think Portugal is my favorite.

Loved the people, being on the coast (it's known as the European California, and I'm a Californian), the food was amazing, real estate incredible, weather unbelievable, and very safe. We did a 15-day road trip and stayed in Airbnbs along the way. Pretty amazing.



BRAD KIGER
My favorite vacation was Venice. We could walk the entire island and could check out the local bars and restaurants tucked away in random alleys. The treat was the Venetian people being some of the most accommodating in the world!



CASEY SAMSON
For family vacations, it's Duck, NC, all the way. Our families have been going to Duck since we were both very young.

For Carol and me, it's a tie: Disney World; Santorini; Jackson Hole, WY; NYC; San Francisco; Key West; Barbados; Bermuda; and Paris. Wherever we go, we have a ball! Yes, we definitely hit DW without kids, too.



JIN CHEN
My favorite vacation is going to Hawaii. I love warm weather and the beach. Oahu is my favorite island because it has both the metropolitan feel near Waikiki Beach with great restaurants and shopping, but then you drive to the North Shore and can watch the surfers riding the huge waves or see whales if you go in the winter-time. We also went to Kauai, which is the most beautiful of all the Hawaiian islands. We did an amazing 10-mile hike one day, and the next day, did an amazing helicopter ride where you see the tropical rainforest, beautiful waterfalls, and the dramatic cliffs of the Nā Pali Coast.



MARLENE HALL
Going to Istanbul for Thanksgiving. Visiting the Blue Mosque, visiting a thousand-year-old Turkish bath, and taking a ride on the Bosphorus was pretty amazing.



SARAH REYNOLDS
My favorite vacation was Costa Rica! We got to spend time in the mountains and hike up a volcano, as well as spend time on the beautiful beaches. The food is amazingly fresh and healthy, and the people were lovely!



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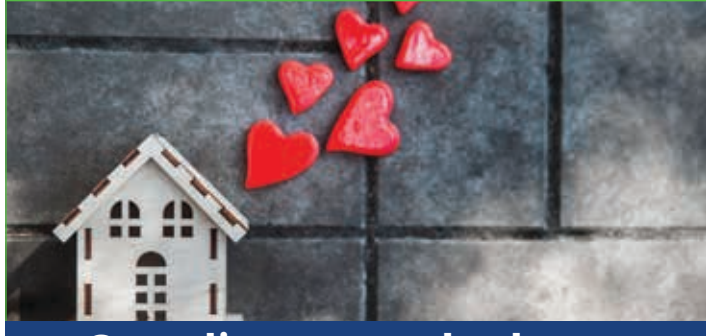
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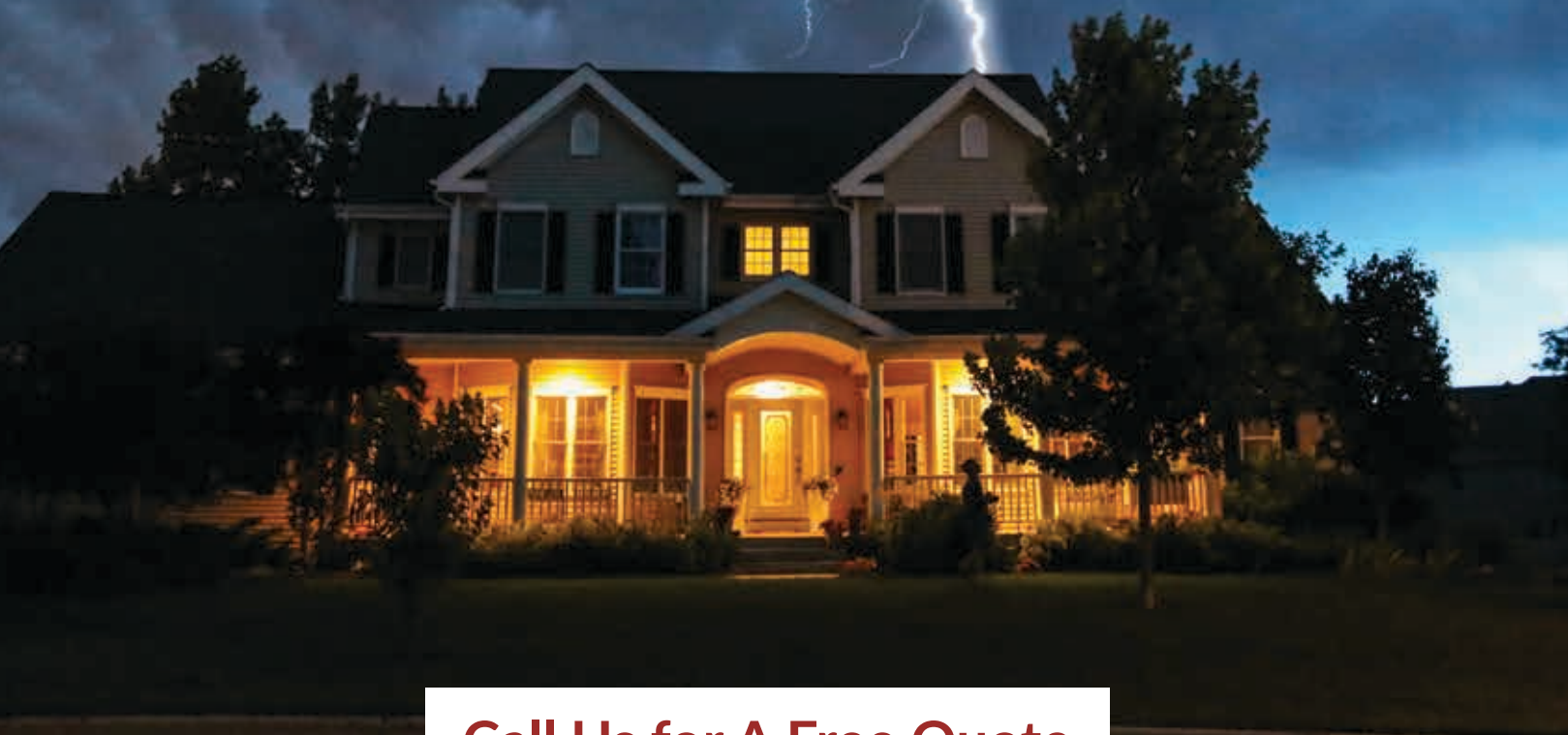
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Jin Chen and her husband, Robert Chen



Photos by Howard Lansat Photography

“I never had the dream [to become a Realtor®]. It just fell into my lap, little by little.”

“Being an entrepreneur is exciting. The sky’s the limit. This can be a stressful job, but that’s precisely because there really is no limit to how big an agent can grow. So when I see myself growing, all while helping my clients and other agents on my team, the growth itself is what excites me.”

In 2017, Jin Chen, of Community Real Estate Group, Pearson Smith Realty, made a career change that was perhaps more drastic than most – transitioning from a full-time job as a school social worker to a full-time real estate agent. Now, almost two years after the move, Jin couldn’t be more pleased with the change.

“I was going to stay for 30 years, help the students, help the community, and then get my pension at the end and retire. That was really my goal,” Jin explains. Yet as fate would have it, the world had different plans for Jin.

Back in 2014, Jin and her husband, Rob, began looking into real estate investing. Rob had his hands full with his own career, so Jin volunteered to learn about real estate, prospect, look at properties, and navigate the real estate marketplace. “I got really into it,” Jin recalls. Jin enrolled in an educational real estate course to improve her knowledge base with the goal of one day having the ability to manage her own properties. Shortly after completing the course, Jin decided she might as well go ahead and take the real estate test. She passed. That was in 2015.

Jin would go on to work in real estate part-time for two years, closing one transaction and renting a handful of units in 2015. In 2016, the tides turned. Jin closed nine homes with zero marketing. She ended up making a higher income working real estate part time than at her full-time social work job.

“One thing led to another,” Jin explains. “I never had the dream [to become a Realtor®]. It just fell into my lap, little by little.” In January of 2017, Jin left her social work career behind in favor of a full-time commitment to real estate.

That year, Jin closed 14 homes for a total volume of \$7.7 million. In 2018, she closed 39 transactions with a volume of over \$20 million. Along with her business partner, Elissa Olechnovich, Jin has built a team of nine agents. A few years in, she’s finding

...



Esther Biggs, Kathy Kchao, Tony Roque,
Ashley Miller, Chelsea Bolden,
Elissa Olechnovich, Jin Chen and Elizabeth Chand

...

her flow. “This past year has been a game changer in that people are now calling me based on my reviews. People that I don’t know. Before, it was all friends, family, and their referrals,” Jin reveals.

Jin was initially inspired by social work because she strived to change the world. She hoped to be of assistance to others. Now, she’s finding that very same end result – service to others – exists in real estate as well. “When I went into social work, I wanted to get that reward,” Jin explains, “but the reward there is intangible because people take a really long time to change. My favorite part about real estate is that it’s been a tangible reward.”

Closing day is Jin’s favorite part. It’s when that tangible reward comes to fruition. It’s the culmination of months of hard work. “I have helped someone achieve their dream or move toward their dreams and goals, whether it be helping them buy or sell a home. Helping people makes me feel good.”

For Jin, success involves all parties feeling satisfied with a transaction. Success is caring for and helping her clients. Success is also personal satisfaction and work/life balance.

Looking ahead, Jin seeks to improve upon her marketing strategies while continuing to balance her life outside of work with her burgeoning career. She’s a hard worker, responsive, and caring towards her clients. “Why put off to tomorrow what you can get



done today?” Jin questions. It’s this attitude that allows her to always be present for her clients and to stay one step ahead of the curve.

As part of her striving to have balance in her life, Jin loves to run, workout, eat out, and travel. She believes in taking the time to shut it down for a week and go on vacation to clear the mind and reset to avoid getting overwhelmed or burnt out in this industry.

While Jin knows there are areas for improvement, she takes the time to enjoy the success she’s already created. In her new career, she’s able to help more individuals than ever.

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CASEY SAMSON

DESTINED TO WIN

Casey Samson, CEO of The Casey Samson Team, Samson Properties, likes to win – whether it's on the field as a championship coach for the Vienna Youth Inc. (VYI) Football League or as the dynamic leader of his top producing real estate team.

Casey was ranked the No. 1 Realtor® in Vienna, VA, from 2015 to 2018. The Casey Samson Team ranks number one out of more than 2,000 Samson Properties agents with an annual production of around \$100 million. In 2017, *The Wall Street Journal* named The Casey Samson Team the No. 1 Small Team in Fairfax, Loudoun, and Prince William Counties with \$95.4 million in production and 156 homes sold.

Casey goes to every listing, prices every home, helps the seller move from a traditional home to a transitional home, and sets the marketing plan. Casey's proprietary pricing model is one of the most accurate models in the industry. The plan is then executed by a top producing agent and their full-time staff. This protocol is so successful that 65 percent of their homes sell in the first weekend and 85 percent sell in the first 30 days. "In today's market, sellers have the best chance of getting multiple contracts and the highest and best offers within the first 30 days," explains Casey. Attention to detail is key to their success.

In 2017, their inventory sold at 100.1 percent of list price. The industry standard is 97 percent. In 2018, their top 10 homes sold for an average of \$1.55 million in an average of 24 days, while the industry average was 136.

Casey's competitive edge comes from his passion as a VYI Hall of Fame Football Coach. He has led his VYI football teams to 29 local, regional, and national titles. In his book *Football 101*, Casey shares his coaching philosophies and the importance of teaching the fundamentals of teamwork, camaraderie, character development, and tapping into the fun and excitement of the game – getting back to basics. "I'd like to be remembered for being a good football coach who had a positive impact on a lot of kids, someone who made a difference, who helped mold exceptional character traits and develop a sound moral compass that will guide them for the rest of their lives," he shares. "Sports teach life lessons."

Possessing the talent for building and managing teams is critical whether you are leading a family, business, or sports team. "Bill McGregor, legendary former head coach of the DeMatha Catholic football program, taught me some of the most important life lessons which guide me to this day. One of his quotes, 'It's what you learn after you know it all,' is something I've based my entire life around."

Casey believes in the importance of building a strong team where each individual has an important role. His approach for creating his real estate team reflects this same essential philosophy. "One thing every successful coach knows, great players make coaches look smart. My staff and top producing agents are all hand-picked, well trained, and have been with us for years. That is what makes our transactions so smooth." The Casey Samson Team approach ensures clients receive best

... practices in pricing, staging, marketing, communication, and contract negotiations.

“It’s not your parents’ real estate market anymore,” Casey reveals. He believes one of the most dynamic changes in real estate today is how they target buyers and market homes. “I’m excited about our marketing strategy. I have an expert on staff who does social media better than anyone. We just launched a new website that makes each home a star and provides them with their own state of the art web page! Whether it’s a \$500,000 home or a multi-million-dollar home, we treat each listing equally. After launch, we have a top producing agent and a communications director that keep the clients up to date on traffic and comments. Communication with the seller is critical.”

The Casey Samson Team consists of two professional staff members and seven experienced top producers. Julie Hart started with Casey in 2007 as his assistant and now serves as Director of Marketing and Social Media. Michelle Samson, his niece, serves as the Director of Communications and assists seven top producers, also known as the rockstars: Pat Samson, his brother; Kelly Samson, his daughter; Colby Smyth; Billy Samson, his nephew; Morgan Samson, his daughter; Pam Mooney; and Shayna Ignaszewski, Pam Mooney’s daughter. “The best part of this team is the loyalty and the family atmosphere. It’s the perfect combination of experience and fresh talent.”

Casey feels that a small team is the best way to serve their sellers. Without a top producer assigned to every house, quality control suffers. A large team was not an option for Casey because you lose control of pricing and the quality of agents that are meeting with your sellers. “If I cannot meet with every seller, price every home, and set the marketing strategy, I don’t want my name on that listing.”

In general, the essence of realtors is to give back and make their community better. “We proudly sponsor the nonprofits We The Dogs DC and Lucky Dog Animal Rescue. Rescue dogs are near and dear to all of our team members’ hearts, and we felt it was a perfect match! It’s our business to match families with a new home, so it seems perfectly natural to help match up dogs with their families and forever homes! Every month we feature an available ‘Lucky Dog’ on social media. We also donate a portion of each settlement to the organizations.”

Casey was born and raised in Vienna, VA, and has been involved in various aspects of the real estate industry for 37 years. He embraced technology and the internet

from its infancy years before it emerged as a crucial component of business and marketing. In 1992, he started an internet company to give consumers a centralized location to receive multiple loan offers from lenders bidding on them. Casey worked with developers from Fannie Mae to put it all together and to successfully get it off the ground. “The biggest challenge was explaining to lenders what the internet was, as 90 percent of them did not even have an email account. The company was essentially the precursor to The Lending Tree, which didn’t get started until 1996. After Lending Tree came on the market with funding of about \$100 million, there was just no way to compete,” Casey recounts. He used that technology and went on to develop the largest website in the country for high school and youth sports, which was based on an advertising model.

At the time Casey was developing his internet marketing strategies, his brother Danny was developing a very successful real estate model which gave 100 percent of the commissions to the agents. This strategy allowed them to be more competitive with their commission structure, which resulted in some of the industry’s top producers and a lot of savings for sellers. In 2007, Casey made the decision to combine his technology expertise, knowledge of real estate, the ability to build successful teams, and Danny’s model to create The Casey Samson Team.

Casey and his wife of 34 years, Carol, enjoy spending time with their daughters Kelly and Morgan, son Kevin, and granddaughters Wyatt and Peyton. “Real estate allows you to be with your family every day and have a very flexible schedule. We all love to get lunch together, go out to nice dinners, but most of all we love to travel. My wife Carol and I have the travel bug, and spending time with her makes all the hard work worth it.”

Casey says his family is one of the biggest motivators driving his passion to succeed. “For me, success in real estate is going to bed at night knowing that you did the very best you could to achieve your client’s goals – one house at a time. Building a legacy for my family, especially in partnership with them, makes it all worthwhile.”



“One thing every successful coach knows, great players make coaches look smart. My staff and top producing agents are all hand-picked, well trained, and have been with us for years. That is what makes our transactions so smooth.”

Morgan Samson, Casey Samson and Kelly Samson

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Dec. 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Keri Shull	Optime Realty	147.5	\$101,823,301	234	\$144,308,581	381.5	\$246,131,882
2	Debbie Dogrul	Long & Foster Real Estate	225	\$126,978,482	141.5	\$73,322,111	366.5	\$200,300,593
3	Sarah Reynolds	Keller Williams Chantilly	228	\$113,997,028	123	\$61,528,038	351	\$175,525,066
4	Phyllis Patterson	TTR Sotheby's International	77	\$67,752,412	70	\$62,620,552	147	\$130,372,964
5	Sue Goodhart	Compass	80	\$68,550,700	63	\$48,666,050	143	\$117,216,750
6	Jennifer Walker	Mcenearney Associates	59.5	\$42,222,174	74.5	\$56,831,470	134	\$99,053,644
7	Jennifer Young	Keller Williams Chantilly	132	\$62,192,956	51	\$23,707,000	183	\$85,899,956
8	Cynthia Schneider	Long & Foster Real Estate	90	\$45,597,800	66	\$35,346,127	156	\$80,943,926
9	Melissa Larson	Real Living Reserve Realtors	30	\$38,465,178	32	\$41,010,769	62	\$79,475,946
10	Janet Callander	Weichert	52	\$49,410,400	27	\$25,643,716	79	\$75,054,116
11	Jean Garrell	Keller Williams Realty	57.5	\$42,834,589	52	\$32,034,678	109.5	\$74,869,267
12	Martin Alloy	SMC Real Estate Corp.	106	\$50,784,778	42	\$20,521,816	148	\$71,306,594
13	Bruce Tyburski	RE/MAX Executives	61	\$34,295,504	60	\$34,224,325	121	\$68,519,828
14	Brian Wilson	Kw Metro Center	119	\$64,286,493	5	\$2,986,750	124	\$67,273,243
15	Damon Nicholas	Coldwell Banker Residential	70	\$42,197,165	28	\$17,825,934	98	\$60,023,099
16	Laura Mensing	Long & Foster Real Estate	35.5	\$42,154,501	20	\$17,176,144	55.5	\$59,330,645
17	Dianne Van Volkenburg	Long & Foster Real Estate	29.5	\$41,178,935	10	\$15,287,948	39.5	\$56,466,883
18	Khalil El-Ghoul	Glass House Real Estate	29	\$16,400,600	56	\$39,263,800	85	\$55,664,400
19	Elizabeth Twigg	Mcenearney Associates	32.5	\$38,879,841	15	\$15,866,000	47.5	\$54,745,841
20	Marianne Prendergast	Washington Fine Properties	26	\$32,430,500	14	\$21,510,991	40	\$53,941,491
21	Irina Babb	RE/MAX Allegiance	62	\$34,735,900	26	\$19,123,500	88	\$53,859,400
22	Tom Francis	Keller Williams Realty	27	\$36,405,717	18	\$16,377,642	45	\$52,783,359
23	Raymond Gernhart	RE/MAX Allegiance	33.5	\$16,962,232	69	\$35,096,270	102.5	\$52,058,502
24	Carla Brown	Toll Brothers Real Estate	86.5	\$47,645,680	5	\$3,534,172	91.5	\$51,179,852
25	Gregory Wells	Keller Williams Realty	49	\$33,271,100	22	\$16,659,550	71	\$49,930,650
26	Elizabeth Lucchesi	Long & Foster Real Estate	34	\$25,935,430	31	\$23,191,650	65	\$49,127,080
27	James Nellis	Keller Williams Fairfax Gateway	52	\$24,207,837	47	\$24,823,762	99	\$49,031,599
28	Raghava Pallapolu	Fairfax Realty	20	\$11,397,830	58	\$37,265,360	78	\$48,663,190
29	Michael Putnam	RE/MAX Executives	64	\$27,287,998	43	\$21,138,386	107	\$48,426,384
30	Anthony Lam	Redfin Corporation	0	\$0	64	\$48,077,190	64	\$48,077,190
31	Christopher White	Long & Foster Real Estate	50	\$35,154,318	19	\$11,661,418	69	\$46,815,736
32	Fouad Talout	Long & Foster Real Estate	10	\$33,888,700	7	\$12,227,000	17	\$46,115,700
33	N. Casey Margenau	Casey Margenau Fine	26	\$37,318,532	6	\$7,478,632	32	\$44,797,164
34	Roy Kohn	Redfin Corporation	77.5	\$42,798,568	3	\$1,779,000	80.5	\$44,577,568
35	Terry Belt	Keller Williams Realty	26	\$24,944,500	28	\$19,104,263	54	\$44,048,763

TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Dec. 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
36	Dean Yeonas	Yeonas & Shafran Real Estate	11.5	\$18,587,744	10	\$25,099,473	21.5	\$43,687,218
37	Piper Yerks	Washington Fine Properties	12	\$25,890,000	6	\$17,490,000	18	\$43,380,000
38	Karen Close	Century 21 New Millennium	22.5	\$22,952,742	22	\$20,133,159	44.5	\$43,085,901
39	Brian Macmahon	Redfin Corporation	35	\$17,509,288	37.5	\$24,505,550	72.5	\$42,014,838
40	Kimberly Spear	Keller Williams Realty	44	\$24,847,320	33	\$16,324,290	77	\$41,171,610
41	Lilian Jorgenson	Long & Foster Real Estate	22.5	\$29,060,000	12	\$12,066,455	34.5	\$41,126,455
42	Bichlan Decaro	Westgate Realty Group	19	\$11,296,000	53	\$29,631,893	72	\$40,927,893
43	Megan Fass	Fass Results	13	\$10,806,650	37	\$30,112,500	50	\$40,919,150
44	Paul Thistle	Take 2 Real Estate	40	\$19,586,690	31	\$20,820,153	71	\$40,406,843
45	Dina Gorrell	Redfin Corporation	71	\$39,006,128	2	\$1,107,000	73	\$40,113,128
46	John Shafran	Yeonas & Shafran Real Estate	11.5	\$31,525,028	4	\$7,823,900	15.5	\$39,348,928
47	Victoria(Tori) Mckinney	Kw Metro Center	23	\$19,426,400	23	\$19,690,032	46	\$39,116,432
48	Barbara Beckwith	Mcenearney Associates	22	\$29,457,750	6	\$9,050,435	28	\$38,508,185
49	Kevin Samson	Samson Properties	39	\$30,594,200	7.5	\$7,591,650	46.5	\$38,185,850
50	Scott Macdonald	RE/MAX Gateway	48	\$31,211,880	12	\$6,920,650	60	\$38,132,530
51	Lex Lianos	Compass	29.5	\$22,074,212	24	\$15,962,767	53.5	\$38,036,980
52	Robert Ferguson	RE/MAX Allegiance	28	\$21,666,100	20	\$16,092,900	48	\$37,759,000
53	Kay Houghton	Kw Metro Center	40	\$17,698,567	36	\$19,244,501	76	\$36,943,068
54	Billy Buck	William G. Buck & Assoc.	21.5	\$15,658,193	22	\$21,204,058	43.5	\$36,862,251
55	Peter Braun	Long & Foster Real Estate	36.5	\$19,034,770	26	\$17,386,200	62.5	\$36,420,970
56	Akshay Bhatnagar	Virginia Select Homes	7	\$3,021,900	62	\$32,979,876	69	\$36,001,776
57	Christine Rich	Long & Foster Real Estate	22	\$17,969,756	19	\$17,110,700	41	\$35,080,456
58	Carol Hermandorfer	Long & Foster Real Estate	35	\$26,436,205	13	\$8,619,235	48	\$35,055,440
59	Venugopal Ravva	Maram Realty	8.5	\$3,986,007	55	\$30,670,393	63.5	\$34,656,400
60	Eve Weber	Long & Foster Real Estate	32.5	\$20,630,910	25	\$13,720,778	57.5	\$34,351,688
61	Patricia Stack	Weichert	27	\$21,668,000	13	\$12,618,487	40	\$34,286,487
62	Ashley Leigh	Linton Hall Realtors	57.5	\$24,586,383	19	\$9,380,194	76.5	\$33,966,577
63	Irene Deleon	Redfin Corporation	61.5	\$30,242,700	4	\$2,467,000	65.5	\$32,709,700
64	Lenwood Johnson	Keller Williams Realty	44	\$17,262,470	42	\$14,830,828	86	\$32,093,298
65	Debbie Kent	Cottage Street Realty	56	\$28,666,399	5	\$3,242,500	61	\$31,908,899
66	Matthew Elliott	Keller Williams Realty	32.5	\$15,951,250	29	\$15,916,825	61.5	\$31,868,074
67	Jeremy Browne	TTR Sotheby's	22.5	\$16,008,846	18	\$15,621,851	40.5	\$31,630,697
68	Paramjit Bhamrah	Redfin Corporation	56	\$30,330,049	1	\$1,299,999	57	\$31,630,048
69	Erin Jones	Kw Metro Center	31.5	\$14,317,815	40	\$17,296,550	71.5	\$31,614,365
70	Patricia Ammann	Redfin Corporation	7.5	\$3,579,123	48	\$27,988,400	55.5	\$31,567,523

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
71	Bhavani Ghanta	Long & Foster Real Estate	8	\$3,938,947	44	\$27,040,321	52	\$30,979,268
72	Kevin Larue	Century 21 Redwood Realty	36	\$19,358,500	16	\$11,498,466	52	\$30,856,966
73	Tracy Dillard	Compass	15.5	\$17,598,000	13	\$13,183,500	28.5	\$30,781,500
74	Dennis Lee	Douglas Realty Of Virginia	12	\$5,098,133	57	\$25,540,733	69	\$30,638,866
75	Brad Kintz	Long & Foster Real Estate	56.5	\$26,799,850	5	\$3,478,250	61.5	\$30,278,100
76	Theresa Valencic	Long & Foster Real Estate	13	\$19,739,500	6	\$10,370,000	19	\$30,109,500
77	Vicky Noufal	Pearson Smith Realty	31.5	\$19,949,227	14	\$10,025,113	45.5	\$29,974,340
78	Natalie Mcartor	Long & Foster Real Estate	40	\$19,952,807	17	\$10,000,215	57	\$29,953,022
79	Joan Stansfield	Keller Williams Realty	27	\$20,560,600	14	\$9,227,254	41	\$29,787,854
80	Marlene Baugh	Long & Foster Real Estate	24.5	\$17,725,280	14	\$11,664,900	38.5	\$29,390,180
81	Michelle Sagatov	Washington Fine Properties	15.5	\$15,165,004	13	\$13,882,300	28.5	\$29,047,304
82	Christopher Craddock	Keller Williams Realty	28.5	\$11,770,655	39.5	\$17,184,699	68	\$28,955,354
83	Wes Stearns	M. O. Wilson Properties	41	\$21,128,234	14	\$7,158,925	55	\$28,287,159
84	Benjamin Heisler	Pearson Smith Realty	29	\$14,045,684	25	\$14,130,543	54	\$28,176,227
85	Christine Richardson	Weichert	27	\$14,702,700	22	\$13,221,400	49	\$27,924,100
86	Aaron Podolsky	Kw Metro Center	28.5	\$16,935,700	14	\$10,863,221	42.5	\$27,798,921
87	William Gaskins	Keller Williams Realty Falls	20.5	\$18,029,974	9	\$9,526,000	29.5	\$27,555,974
88	Brad Kiger	Kw Metro Center	31	\$20,016,850	15	\$7,432,240	46	\$27,449,090

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Dec. 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
89	Angela Kaiser	Redfin Corporation	3	\$1,199,000	42	\$26,174,450	45	\$27,373,450
90	Rheema Ziadeh	Redfin Corporation	54.5	\$26,781,386	1	\$570,000	55.5	\$27,351,386
91	Patricia Fales	RE/MAX Allegiance	26	\$18,492,400	12.5	\$8,777,962	38.5	\$27,270,362
92	Kevin Carter	RE/MAX Select Properties	19	\$11,027,846	27	\$16,167,546	46	\$27,195,392
93	Laura Schwartz	Mcenearney Associates	16	\$9,993,250	22	\$17,067,649	38	\$27,060,899
94	Heather Corey	TTR Sotheby's International	15	\$16,410,500	9	\$10,624,100	24	\$27,034,600
95	Danilo Bogdanovic	Redfin Corporation	53	\$25,685,600	2	\$1,321,535	55	\$27,007,135
96	Mickey Glassman	RE/MAX Premier	41	\$21,154,100	11	\$5,652,760	52	\$26,806,860
97	Colette Laforest	Redfin Corporation	54.5	\$26,174,295	1	\$586,000	55.5	\$26,760,295
98	Ahmed Nadim	Squaresold	36	\$20,421,950	7	\$6,322,500	43	\$26,744,450
99	Daan De Raedt	RE/MAX Allegiance	46	\$20,210,900	13	\$6,364,825	59	\$26,575,725
100	John Goodwyn	Keller Williams Realty Falls	2	\$1,431,250	41	\$25,070,950	43	\$26,502,200
101	Bradley Wisley	Berkshire Hathaway	45	\$24,578,105	5	\$1,891,500	50	\$26,469,605
102	Diane Lewis	Washington Fine Properties	17	\$20,772,230	5	\$5,591,262	22	\$26,363,492
103	Dina Azzam	RE/MAX Select Properties	22.5	\$12,657,000	23	\$13,534,265	45.5	\$26,191,265
104	Diane Schline	Century 21 Redwood Realty	13	\$7,888,600	21	\$18,238,900	34	\$26,127,500
105	Kendell Walker	Redfin Corporation	16	\$6,341,700	37	\$19,767,186	53	\$26,108,886
106	Ahmad Ayub	Redfin Corporation	1	\$427,000	50	\$25,656,472	51	\$26,083,472
107	Timothy Pierson	Keller Williams Realty Falls	21	\$9,592,500	31	\$16,473,971	52	\$26,066,471
108	David Moya	Kw Metro Center	19.5	\$12,983,125	17	\$13,042,200	36.5	\$26,025,325

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
109	Catherine Ryan	Long & Foster Real Estate	25	\$18,387,900	14	\$7,524,400	39	\$25,912,300
110	A. Casey O'Neal	RE/MAX Allegiance	31.5	\$18,828,108	13	\$7,073,657	44.5	\$25,901,765
111	Thomas Arehart	RE/MAX Allegiance	32	\$14,447,500	19	\$11,223,750	51	\$25,671,250
112	Michael Webb	RE/MAX Allegiance	19	\$10,210,888	33	\$15,200,088	52	\$25,410,976
113	Cristina Dougherty	Long & Foster Real Estate	30.5	\$17,040,150	13	\$8,085,500	43.5	\$25,125,650
114	Gitte Long	Redfin Corporation	7	\$3,481,900	37	\$21,639,886	44	\$25,121,786
115	Margaret Czapiewski	Keller Williams Realty	40.5	\$16,784,850	20	\$8,262,500	60.5	\$25,047,350
116	Kelly Gaitten	Berkshire Hathaway	27	\$17,094,000	10	\$7,935,400	37	\$25,029,400
117	Sarah Harrington	Long & Foster Real Estate	23.5	\$17,978,496	10	\$7,026,400	33.5	\$25,004,896
118	Sean Ragen	Keller Williams Realty Falls	36.5	\$23,026,872	4	\$1,935,000	40.5	\$24,961,872
119	Lisa Smith	Pearson Smith Realty	28.5	\$19,017,312	12	\$5,930,750	40.5	\$24,948,062
120	Elizabeth Kovalak	Keller Williams Realty	22	\$10,883,500	26	\$13,972,277	48	\$24,855,777
121	Kristy Moore	Local Expert Realty	41	\$17,737,188	12	\$7,087,455	53	\$24,824,643
122	Cathy POUNGMALAI	Frankly Real Estate Inc	42	\$19,837,000	8	\$4,642,750	50	\$24,479,750
123	Scott Shawkey	Keller Williams Realty	16.5	\$21,623,593	3	\$2,719,000	19.5	\$24,342,593
124	Christine Garner	Weichert	21	\$18,853,400	8	\$5,475,000	29	\$24,328,400
125	Carolyn Young	RE/MAX Premier	32.5	\$18,826,100	8	\$5,495,500	40.5	\$24,321,600

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Dec. 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
126	Constantine Anthony	Pearson Smith Realty	30.5	\$16,240,616	14	\$7,962,268	44.5	\$24,202,884
127	John Spahr	Long & Foster Real Estate	2	\$22,612,500	2	\$1,417,000	4	\$24,029,500
128	Jin Chen	Pearson Smith Realty	8	\$3,833,400	37	\$20,181,007	45	\$24,014,407
129	Heather Heppe	RE/MAX Select Properties	25	\$15,909,525	12	\$8,097,926	37	\$24,007,451
130	Monique Craft	Weichert	23.5	\$13,245,010	20	\$10,608,166	43.5	\$23,853,176
131	Jennifer Thornett	Washington Fine Properties	8	\$15,081,000	5	\$8,577,511	13	\$23,658,511
132	Elizabeth Conroy	Keller Williams Realty	13.5	\$13,315,150	13	\$10,285,400	26.5	\$23,600,550
133	George Mrad	Kw Metro Center	13	\$11,421,136	16	\$12,162,447	29	\$23,583,583
134	James Andors	Keller Williams Realty	10	\$5,245,438	27	\$18,311,500	37	\$23,556,938
135	Robert Clark	Redfin Corporation	41.5	\$23,516,205	0	\$0	41.5	\$23,516,205
136	Spencer Marker	Long & Foster Real Estate	35	\$18,849,900	9	\$4,511,100	44	\$23,361,000
137	Cheryl Hanback	Redfin Corporation	0	\$0	44	\$23,260,100	44	\$23,260,100
138	Lisa Dubois-Headley	RE/MAX By Invitation	20	\$11,561,282	19	\$11,696,500	39	\$23,257,782
139	Karen Briscoe	Keller Williams Realty	18	\$16,479,150	10	\$6,748,220	28	\$23,227,370
140	Jack Work	RE/MAX Preferred Prop.	24	\$13,840,800	15	\$9,364,400	39	\$23,205,200
141	Maryashley Rhule	Compass	13.5	\$10,618,000	18	\$12,424,285	31.5	\$23,042,285
142	Deborah Frank	Deb Frank Homes	35	\$21,807,750	2	\$1,205,000	37	\$23,012,750
143	Lauren Kivlighan	Northern Virginia Real Estate	25	\$13,894,018	13	\$9,010,267	38	\$22,904,285
144	Charles Witt	Nova Home Hunters Realty	14.5	\$7,023,500	34	\$15,665,240	48.5	\$22,688,740
145	Jessica Richardson	Compass	14	\$11,161,780	14	\$11,508,230	28	\$22,670,010


#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
146	Benjamin Grouby	Redfin Corporation	42.5	\$21,923,750	1	\$725,000	43.5	\$22,648,750
147	Ruth Boyer O'Dea	TTR Sotheby's International	15	\$16,253,950	5	\$6,374,900	20	\$22,628,850
148	Elizabeth Mcguiness	Long & Foster Real Estate	23	\$14,808,400	13	\$7,665,000	36	\$22,473,400
149	Lyssa Seward	TTR Sotheby's International	13	\$9,331,070	20	\$12,998,440	33	\$22,329,510
150	Douglas Ackerson	Redfin Corporation	1	\$445,000	42	\$21,878,441	43	\$22,323,441
151	Marilyn Brennan	Long & Foster Real Estate	23	\$12,959,800	13	\$9,260,595	36	\$22,220,395
152	Vladimir Dallenbach	TTR Sotheby's International	9	\$8,644,500	21	\$13,453,550	30	\$22,098,050
153	Sri Meka	Franklin Realty	5	\$2,876,020	27	\$19,103,196	32	\$21,979,216
154	Richard Mountjoy	Keller Williams Realty	14	\$7,798,996	10	\$14,173,000	24	\$21,971,996
155	Patrick O'Keefe	RE/MAX Gateway	13	\$10,497,135	16	\$11,468,200	29	\$21,965,335
156	Conor Sullivan	Kw Metro Center	19	\$14,695,000	11	\$7,137,654	30	\$21,832,654
157	Andrea Hayes	Living Realty	31	\$13,220,797	21	\$8,605,497	52	\$21,826,294
158	Thomas Moffett	Redfin Corporation	37	\$19,950,930	3	\$1,843,000	40	\$21,793,930
159	Brittany Camacho	Century 21 Redwood Realty	24	\$12,364,666	16	\$9,357,280	40	\$21,721,946
160	Lauren Bishop	Mcenearney Associates	10	\$9,877,000	9	\$11,832,500	19	\$21,709,500
161	Dinh Pham	Fairfax Realty Select	13	\$5,398,399	32	\$16,244,209	45	\$21,642,608
162	Ryan Rice	Keller Williams Capital	24	\$9,785,800	26	\$11,855,000	50	\$21,640,800
163	Ann Greene	Coldwell Banker Residential	19.5	\$12,053,996	13	\$9,516,000	32.5	\$21,569,996
164	Robert Chevez	Keller Williams Realty	39.5	\$20,974,900	2	\$594,900	41.5	\$21,569,800
165	Mara Gemon	Redfin Corporation	1.5	\$644,500	33	\$20,784,213	34.5	\$21,428,713
166	Gina Tufano	Pearson Smith Realty	23	\$12,406,397	18	\$8,924,997	41	\$21,331,394
167	Meg Ross	Kw Metro Center	15	\$8,470,325	14	\$12,849,415	29	\$21,319,740
168	Jason Curry	Kw Metro Center	16	\$7,584,100	21	\$13,561,337	37	\$21,145,437
169	Jon Blankenship	Pearson Smith Realty	21.5	\$9,939,500	24	\$11,146,362	45.5	\$21,085,862
170	William Hoffman	Keller Williams Realty	12	\$10,505,302	13	\$10,503,468	25	\$21,008,770
171	Sheri Allen	Weichert	32	\$14,729,984	12	\$6,198,396	44	\$20,928,380
172	Deborah Shapiro	Ttr Sothebys International	9.5	\$11,539,750	8	\$9,372,900	17.5	\$20,912,650
173	Michael Rush	Long & Foster Real Estate	24.5	\$12,002,339	16	\$8,891,494	40.5	\$20,893,833
174	Joseph Dao	Redfin Corporation	3	\$1,667,000	35.5	\$19,049,987	38.5	\$20,716,987
175	Colleen Coopersmith	Mcenearney Associates	5.5	\$6,299,750	10	\$14,342,250	15.5	\$20,642,000
176	Mansoor Dar	Kw Metro Center	10.5	\$13,179,900	9	\$7,460,000	19.5	\$20,639,900
177	Mark Goedde	Long & Foster Real Estate	10	\$9,892,449	12	\$10,563,273	22	\$20,455,722
178	Andrew Biggers	Keller Williams Realty Falls	19	\$15,667,974	6	\$4,737,300	25	\$20,405,274
179	Ana Ventura	Redfin Corporation	39.5	\$19,642,075	2	\$755,000	41.5	\$20,397,075

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Dec. 31, 2018

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
180	Jon Silvey	Pearson Smith Realty	22	\$15,811,900	6	\$4,470,808	28	\$20,282,708
181	Donna Moseley	Ttr Sothebys International	9	\$11,083,850	9	\$9,031,458	18	\$20,115,308
182	Ann Wilson	Kw Metro Center	14.5	\$9,351,500	13	\$10,549,600	27.5	\$19,901,100
183	Shaun Murphy	RE/MAX Allegiance	16	\$8,704,100	17	\$11,129,400	33	\$19,833,500
184	John Mccambridge	Samson Properties	25	\$12,067,400	15	\$7,611,500	40	\$19,678,900
185	Steven Wydler	Compass	9.5	\$13,206,900	5	\$6,410,000	14.5	\$19,616,900
186	Deborah Wicker	Keller Williams Realty	25	\$13,890,500	9	\$5,701,423	34	\$19,591,923
187	Brian Siebel	Mcenearney Associates	5	\$2,808,500	21	\$16,760,550	26	\$19,569,050
188	Abuzar Waleed	RE/MAX Executives	22.5	\$7,859,349	26	\$11,636,689	48.5	\$19,496,038
189	Renata Briggman	Kw Metro Center	23	\$12,701,910	10	\$6,794,000	33	\$19,495,910
190	Sherif Abdalla	Compass	8.5	\$10,349,000	5	\$9,130,232	13.5	\$19,479,232
191	Lauryn Eadie	Keller Williams Realty	24.5	\$12,632,326	14.5	\$6,801,275	39	\$19,433,600
192	Elizabeth Kline	RE/MAX Executives	17.5	\$8,313,000	21	\$11,078,100	38.5	\$19,391,100
193	Desiree Rejeili	Samson Properties	9	\$4,199,199	36	\$15,167,133	45	\$19,366,332
194	Douglas K. Eley	Century 21 New Millennium	28.5	\$13,086,600	10	\$6,263,900	38.5	\$19,350,500
195	Tonya Finlay	Neighborhood Real Estate	12.5	\$10,701,963	10	\$8,613,588	22.5	\$19,315,551
196	F. David Billups	Long & Foster Real Estate	22.5	\$14,192,500	8	\$5,118,400	30.5	\$19,310,900
197	Christina O'Donnell	RE/MAX By Invitation	13	\$8,811,750	16	\$10,485,500	29	\$19,297,250
198	M. Joseph Reef	TTR Sotheby's International	11.5	\$6,069,550	19	\$13,226,388	30.5	\$19,295,938
199	Michael Gallagher	Redfin Corporation	33	\$18,771,525	1	\$495,000	34	\$19,266,525
200	Heidi Robbins	William G. Buck & Assoc.	19	\$13,363,943	8	\$5,879,595	27	\$19,243,538

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