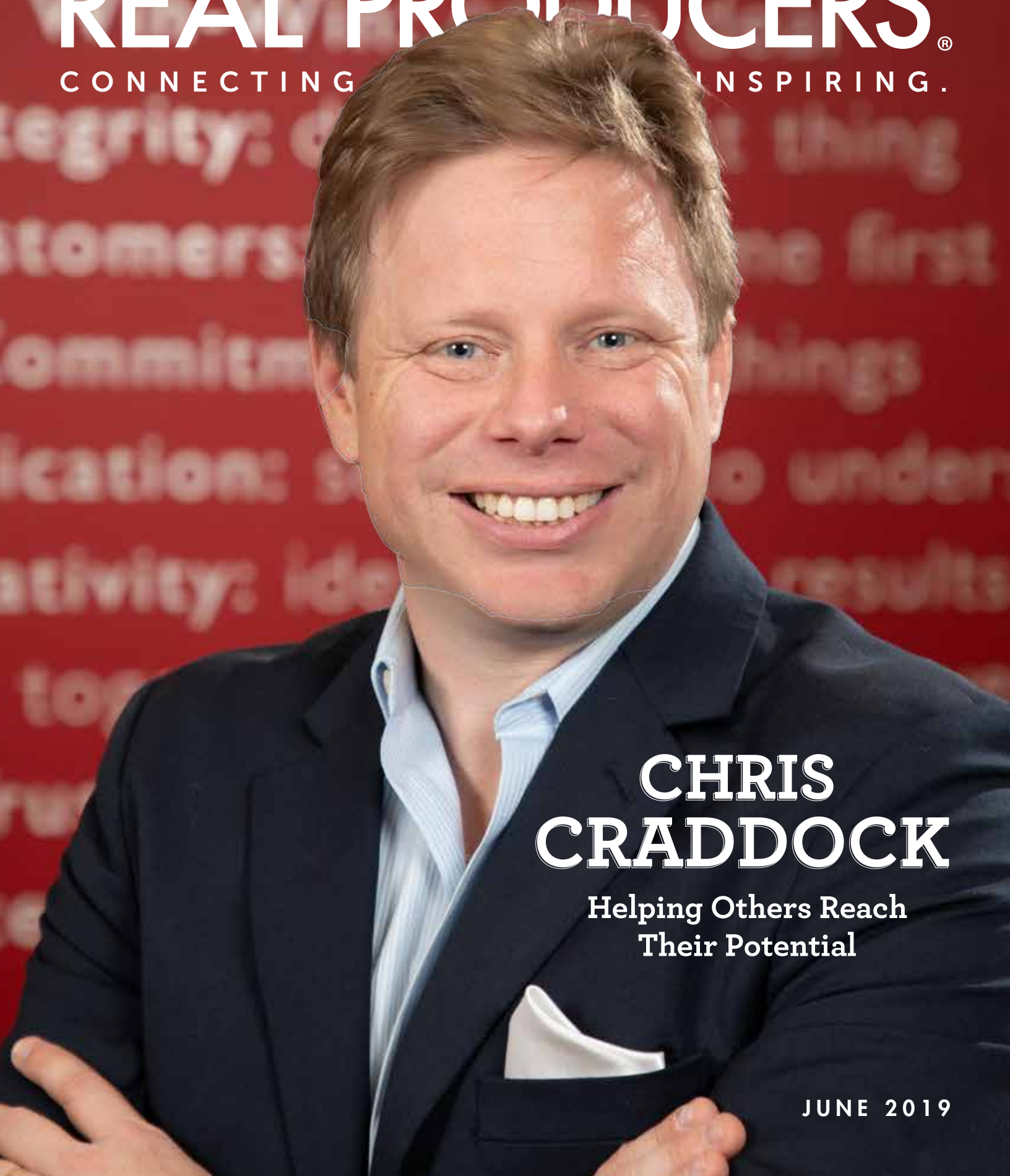


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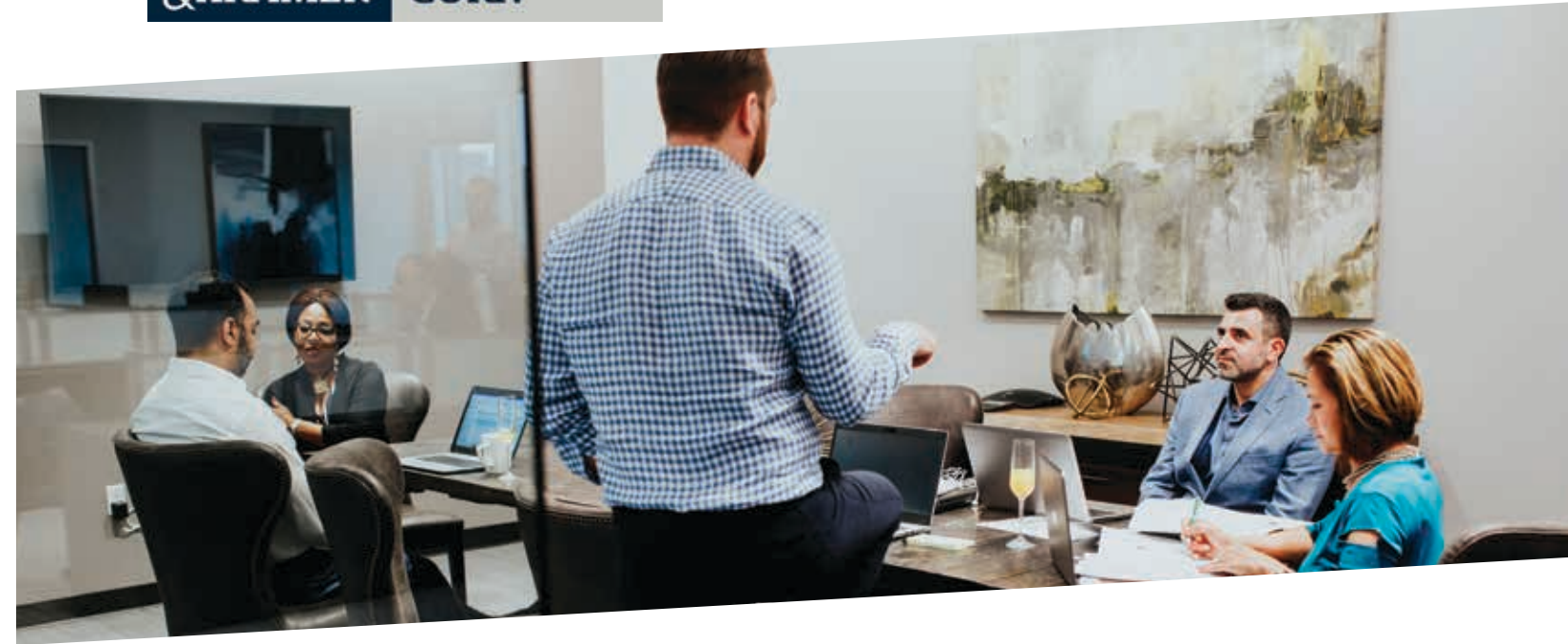
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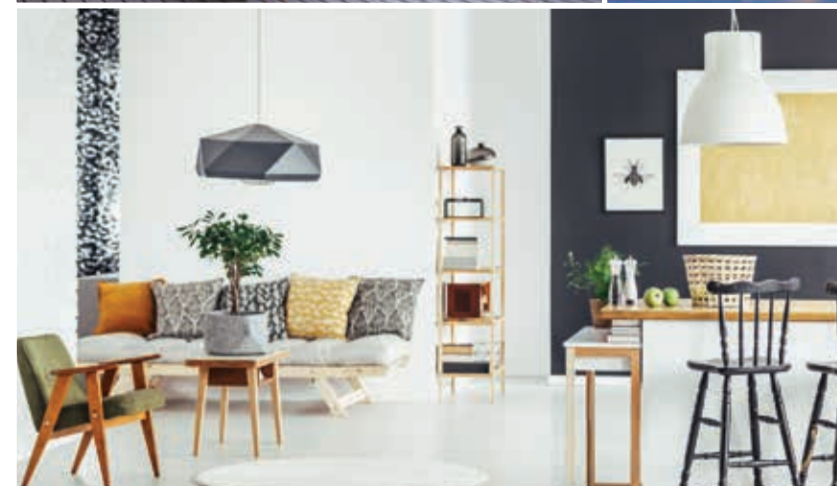


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DEAR NOVA REAL PRODUCERS,

Summer is HERE, and we couldn’t be more excited! My plans this weekend include beach time, relaxation, and sitting down with a good book. Sounds like BLISS. Next week, we will start ramping up for our big *NOVA Real Producers* Summer Fling, and all of you are invited!

This year’s NOVA Summer Fling will be a Hawaiian theme, and we are working on so many great things, including signature cocktails, island music, hula dancing, roasted pigs, and an absolutely amazing venue. Break out those Hawaiian shirts and get ready to PARTY!

The NOVA Summer Fling will be June 20, check out the event on page 51. You are invited! We Look forward to seeing you. RSVP on Eventbrite or email events@NOVAREalProducers.com.

In addition, Father’s Day is this month, and I wanted to give a special shout out to my father in Michigan. Thank you for your love, patience, and gentle guidance

that has shaped me into the woman I am today. I love you, Daddy!

Don’t forget, our Real Producers are wonderful people who do great work in real estate and their communities. We are continuing to take nominations for the rest of this year! Nominate fellow REALTORS®, or even yourself, to be featured. You can nominate someone for a cover story, rising star, making a difference, or a cool life story. I love hearing from the community on other stories that are of interest to you and the ideas you have.

With Gratitude,

Kristin Brindley

Publisher *NOVA Real Producers*

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Chris Craddock

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"You can have everything in life you want, if you will just help other people get what they want." –Zig Ziglar



Alli Collier

Keller Williams Realty

"Shoot for the moon. If you miss it, you will still land among the stars." – Norman Vincent Peale



Kelly Katalinas

Fairway Independent Mortgage Corporation

"Success, for me, is really just passing what I call the 'mirror test' each day. At the end of the day, look in the mirror and ask yourself, 'Did you do the very best you could do today in all things?' If that answer is a 'yes,' then that is a successful day."



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Matt Elliott

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~Phillip S.



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**KELLY
KATALINAS**

BRANCH MANAGER AND CERTIFIED MILITARY MORTGAGE SPECIALIST, FAIRWAY INDEPENDENT MORTGAGE CORPORATION

“Success, for me, is really just passing what I call the ‘mirror test’ each day. At the end of the day, look in the mirror and ask yourself, ‘Did you do the very best you could do today in all things?’ If that answer is a ‘yes,’ then that is a successful day.”

Kelly Katalinas begins each day with gratitude. After over three decades originating home loans and managing teams of loan originators in the Washington, DC, metro area, Kelly is as thankful as she’s ever been for the life she lives and the work she does.

Kelly graduated from James Madison University in 1985 with a BBA degree in business management with a minor in economics. “At that time, interest rates were sitting around 12 percent for home loans and had recently fallen to about

8.5 percent,” Kelly reflects. The lending market was quite different than what we see today.

“In 1986, I met a woman in the mortgage industry, who assisted a friend with a home purchase,” she recalls. “She and I talked for some time about her profession as a mortgage loan officer, and the next thing I knew I was meeting with her manager and began my career in mortgage banking on April 1, 1986.”

In the past 30-plus years, Kelly has built her reputation as a straight shooter — the kind of loan officer that will not only hand her clients the truth, but is always willing to listen with patience and work diligently to find the best solutions.

“I am a true partner in the real estate transaction. Working together, we need to provide an excellent experience for all parties involved in the transaction. I take responsibility for my actions and the actions of all members on my team, from loan application to loan closing. We can make a difference in someone’s life with every client we serve, and we need to serve them well.”

Kelly has always been extremely passionate about educating homebuyers. She sees herself as a consultant in the home-buying process. She takes pride in treating others as she would like to be treated -- with high integrity, respect, and fairness.

“I love the name of my company, Fairway, because, individually and as a team, we embrace a culture of treating our valued customers and clients, and our teammates, with fairness.”

Kelly knows as well as anyone that the real estate and mortgage industry is continually changing. Rather than acting as a hindrance, the shifting nature of the real estate market inspires Kelly to keep learning and growing. “We have to continually change and adapt to industry trends and challenge ourselves daily. Over the course of my long career, I have tried and failed at many things, time and time again, but I keep trying. There is always room for growth and always an opportunity to learn from others and improve.”

Kelly and her husband, Michael, who is also a loan officer, have been happily married for 28-plus

...

years. Together they have two children — Christopher is 25 and Jaclyn is 20. They love to travel and spend time at their vacation home on Topsail Island, North Carolina.

“I love to spend time with my family,” Kelly shares. “As my children have gotten older, I see them less frequently, so when I can spend time with them, those moments are most special to me. As my husband and I are both in mortgage lending, our work hours are often hectic, so when we are together, it’s nice to take a breath and relax. He can make me smile daily, so those moments are very special.”

Perhaps Kelly’s biggest asset is her ability to understand the importance of a seamless real estate transaction. “My team and I go to great lengths to effectively communicate with all parties often throughout the process. We want to be sure our clients are comfortable with their financing choices as we understand they might only go through the home buying process a few times in their lives. Buying a home is a special time, and we never forget that.”

 *Fairway Independent Mortgage Corporation is a full-service mortgage lending company.*

Their experienced staff offers expertise in all areas of mortgage lending, including purchases, refinances, renovation, and reverse mortgages. They are licensed in all 50 states and are currently the sixth largest lender in the United States in overall volume funded through 2018. For more information, visit www.kellykatalinas.com.



Kelly Katalinas, with Michael Katalinas and Bella (Goldendoodle).



Beth Carney, Ray Weir, Kelly Katalinas, Janet Grogman, Sarah Rubin, January Holt, Markita Woods, David Chong, Cassandra Compton, Bryan Moran.

“I am a true partner in the real estate transaction. Working together, we need to provide an excellent experience for all parties involved in the transaction.”

kw McLEAN / GREAT FALLS
KELLERWILLIAMS REALTY

Alli COLLIER

►► rising star

By Zach Cohen

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“Shoot for the moon. If you miss it, you will still land among the stars.”

—Norman Vincent Peale

Growing up in Carson City, Nevada, Alli Collier learned the value of entrepreneurship early on. Her father, a financial advisor, and mother, a real estate agent, helped Alli build a foundation of hard work and selective risk-taking. They showed her that the potentialities of what success looks like are vast and that working for yourself has massive benefits.

“They contributed so much in making me the person I am today,” Alli explains. “My parents both worked strictly off of commission my entire upbringing and to this day live a happy, healthy life from these careers. I have more respect for them than I could ever put into words.”

Alli credits her parents for inspiring her to become a real estate agent. They have offered her support and words of encouragement throughout the transition process and building a business.

“Most importantly, they’ve taught me that it is okay to celebrate during your best months, and you have to get back up and fight during the most difficult.”

Beginning Anew

Before becoming a real estate agent, Alli worked in public relations and marketing. “My first job out of college was a staff position on Capitol Hill working as a press assistant for a senator’s press team,” she recalls.

After a few years of working on Capitol Hill, Alli moved on to become a programs manager for the Outdoor





• • • Advertising Association of America. “In this position, I did all the public relations, marketing, and web development for its national awards programs, most notably the OBIE Awards. I learned valuable communication skills in both of these roles that are applicable to my job today.”

When the calendar turned over to 2018, Alli had been working desk jobs for a handful of years and began tiring of the monotony of the office setting — and the inflexibility of her schedule. Growing up with two self-employed parents who made their schedule and lived comfortable lives, she had been exposed to the advantages of working for herself long ago.

“One day, I decided enough was enough. I was going to get my real estate license and work as hard as I could to make myself part of the 20 percent doing 80 percent of the business,” Alli reflects. “A few months later, I passed my licensing exam, put in my notice at work, and began my career as a real estate agent. The

freedom and ability to make decisions for myself still to this day are exhilarating.”

Creating Abundance and Success

In her first 10 months as an agent, Alli closed 15 transactions totaling over \$5.5 million. Meeting her sales goal in year one was a significant accomplishment, but Alli doesn’t define success strictly by the number of homes she closes.

“Success is really a number of things,” Alli explains, “like providing unbeatable service to your clients so that they are compelled to refer you to others, attaining your goals in an honorable fashion, and executing a work/life balance that leads to happiness. I think if you can do all three of those things, you have achieved real success.”

In 2019, Alli’s goal is to close 25 transactions, but her foremost long-term goal revolves around creating a referral-based business. For her, the work is all about the people.

“I love the opportunity to meet new clients on a regular basis, and what makes it even better is that I have a service to offer that is helpful to them. There’s nothing better than that feeling you get on settlement day when

you’ve built a strong relationship with your client, and you are genuinely happy for them. Many times by that point they feel much like family or a close friend.”

When she’s not working, Alli can be found exploring the great outdoors. Having grown up only 30 minutes from the inspiring mountains and waters of Lake Tahoe, she’s formed a deep relationship with nature and the outdoors.

“I usually run a handful of times each week with different running groups, which has created amazing friendships, and I try to get out and hike on weekends when I have the chance (though working open houses makes it difficult). I also love to swim, bike, and read books with my community book club.”

As a new agent, Alli hasn’t let the stress of creating success cloud her focus on doing things the right way.

She’s clear on one thing: The most essential part of her job is client care.

“I care about finding my client a home they love rather than getting another sale pushed through. I am always honest about the market and in giving advice, even if as a result that advice doesn’t necessarily benefit my numbers. Though, I usually find the client will call if they do decide to buy another time and the long-term reward is far greater. I follow through with every task that I say I will execute, as even the smallest details make a difference to the client. What makes me different is that I always put the client first.”



Ken Garfinkel, Bridget Hodge, Alli Collier, Dustin Moore, and Katie Wethman.

HOW REALTORS CAN STAY MOTIVATED AND AVOID BURNOUT

By Wade Vander Molen

In any job, the feeling of “burnout” hits from time to time. Even those overzealous agents, lenders, and title company professionals who rave how much they “love their craft” sometimes hit a wall.

When that feeling of fatigue hits, we need extra motivation to keep going at a high level. I have been in the title industry since 2005, and there have been several times when I needed to step back and take a deep breath or find an outside positive influence that was rejuvenating.

There are many ways agents can stay motivated during these frustrating times or when they are looking for positive solutions — not only with their business but also in life.



SURROUND YOURSELF WITH POSITIVE PEOPLE

It sounds like a no-brainer, but misery loves company. If you spend time in your office, you probably know the people who are a negative influence. These agents tend to be frustrated, act negatively, and make excuses for their lack of success.

It’s easy to get caught up in their antics if you have similar frustrations or issues. One way to stay positive and block out the negativity is by avoiding these people at all cost.

Do your best to surround yourself with the positive people in your brokerage and ask them what they do to maintain a positive mindset.

Learning and implementing specific practices to remain centered and positive will enable a much better state of mind and help your overall business.

FIND A REAL ESTATE COACH OR ACCOUNTABILITY PARTNER

Having played sports my entire life, I can tell you that having a coach is important. Michael Jordan won six NBA Championships, but his coach, Phil Jackson, and the team’s triangle offense system played a large part in that success.

Invest in your business by hiring a good real estate coach who can not only help with your career but also keep you in a positive mindset. A real estate coach can listen to your frustrations and work with you to find fruitful solutions to issues that cause negativity.

If your marketing budget does not allow for a coach, find an accountability partner that can assist by meeting with you on a regular basis to track your progress. Knowing that business partner is there to guide your business is a great way for agents to stay motivated and on track.

ATTEND A REAL ESTATE CONFERENCE

When people are sick or need medicine, they visit the doctor. The doctor does everything he or she can to help you get back to peak health and carry on with life. Things are no different in the real estate business.

I find it beneficial to attend events and get a shot of motivation and inspiration. Motivational real estate conferences take place all over the country and provide helpful solutions for agents.

Real estate is tough work. I think this is something we can all agree on, but as the thought leaders in the real estate industry, it’s vital to keep a positive mindset and not get caught up in the antics of negative influences.

Take the time to not only work on your real estate business but also on yourself. Doing so will improve your professional world and your relationships in everyday life as well.



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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LEGAL DISCLOSURE

A contract is ratified.

By Keith Barrett

Between contract ratification and closing, the agents coordinate a settlement time for their clients, perhaps together, or perhaps at different times, and maybe even different places. On the date of settlement identified in the contract, the seller shows up at the time scheduled and signs all the required paperwork. However, the buyer, who had scheduled their closing for 1 p.m. that same day, does not show up (for purposes of this article, the reason doesn’t matter).

However, later that evening at 9:45 p.m., the buyer signs all the required paperwork and both the buyer and lender deliver all required funds for closing to the settlement agent. Has settlement occurred?

There seems to be some confusion surrounding the only language in the contract that identifies a deadline relating to time as opposed to a day.

As a baseline starting point, the settlement does not occur unless and until all the required documents are executed by both buyer and seller and all monies are accounted for by the settlement agent. Paragraph four states in the relevant part that, “Seller and Buyer will make full settlement in accordance with the terms of this Contract ... on, or with mutual consent before, _____.” This paragraph identifies the day on which the parties agree to a settlement. Paragraph 37 states that time is of the essence. So, we know that the agreed settlement date is a true deadline, but that date just identifies a day. The settlement provision does not identify a time for settlement.

The time of settlement is scheduled by the realtors or their clients directly with the settlement company. That scheduled time is done outside the bounds of the contract. In other words, the contract does not bind the parties to the settlement time the way it does the settlement date. A reading of the contract reveals one



provision that references a time of day. Provision 33, subparagraph E, states, “[f]or the purpose of computing time periods, the first Day will be the Day following Delivery and the time period will end at 9 p.m. on the Day specified. If the Settlement falls on a Saturday, Sunday, or legal holiday, then the Settlement will be on the prior business day.”

Although a time is identified along with a reference to “Settlement” later in subsection “E,” a plain reading of the sentence reveals that its purpose is to compute time periods following a Delivery. In other words, it determines the date by which one party must respond to the other after a Delivery has been made that requires a response. It is understandable, but incorrect, that one may read subparagraph E as somehow tying in the Settlement to the time (9 p.m.) identified in the previous sentence. However, unlike the Settlement date, which is already identified in the con-

tract (see above) and therefore does not require the calculation of a response date, the deadline dates for the home inspection contingency, lender required repairs, financing contingency response assuming Seller delivers the “three day notice,” etc., do not identify the day on which a response is required. Rather, the time for response must be calculated pursuant to provision 33, subparagraph E, to identify the response date, on which date the deadline is 9 p.m. Consequently, the language of provision 33, subparagraph E, can only be

read as relating to responses to Deliveries (which must be calculated) and not the Settlement Date (which does not require calculation).

Thus, with the absent language written into the contract about a time deadline for settling on a particular day, we must conclude that as long as the settlement is completed by 11:59 p.m. on the day identified for settlement in provision 4, the buyer has met their obligations under the contract.



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.

“

As the Closing Coordinator for the Spear Realty Group, I can hands down say Vesta is the best of the best. I've been in the business for 11 years and have worked with hundreds of title companies, Vesta is truly a different experience. Their attorneys and processors, particularly Pam, are second to none; they are incredibly proficient, responsive and professional. We ran into an easement/title issue that affected the level of coverage Vesta could offer our buyer. Sean and Pam stayed on top of the issue and even worked late into the night looking into the unclear story of the property and did their best to put the pieces of the puzzle together. They kept in constant communication with us even if it was just to say there was no update. In the end, they were able to resolve the issue and got us to closing with no delays. In an industry where executing a seamless and positive experience to a seller or buyer relies on several third parties doing their jobs in a timely and competent manner, why leave anything to chance when it comes to title services? They are the gold-standard experts in this business, and they do it without missing a beat.

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What are three words that best describe your father?



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I miss him every day.



DEBBIE KENT

Cottage Street Realty LLC

My dad is still working hard at almost 80 years old. He is always offering to help, especially with the maintenance on my weekly vacation home (mowing, yard work, painting, and handyman stuff).

He just took down a tree and then dug out all the roots so we could plant something else there. Unbelievable!

He loves to cook for me when I visit and loves to go out for happy hour to just relax for a bit and catch up.

Three words that best describe my dad: Loving, giving, family.



DAVE MOYA

Keller Williams Realty

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PHYLLIS PATTERSON

Tru Sotheby's International Realty

My dad did not go to college but was very successful at a young age. He was very giving to others and never said no. He was extremely hard working and entrepreneurial.



MEGAN FASS

Fass Results, LLC.

Oh man, you all hit the heart.



JOANN KENNEL

RE/MAX Allegiance

Kind, humble, generous.

My dad is from an era where no one had much, but everyone was willing to give and share. He is the youngest of eight brothers who lost their parents when my dad was 2 years old. From very humble beginnings, he became one of the most honest



IAN MCVEIGH

Berkshire Hathaway

Family, loyalty, honor. Nothing comes before family and doing what's right when speaking to my father. You'll never see him do what's easy, and making the hard decision is something he'll do over and over again.



JOSH GREENE

Eastern Title and Settlement

Cary Greene absolutely loves to play golf and is not bad teaching, too. He spends his free time reading when not golfing and hanging out with buddies. He adores his boys. And secretly, he is obsessed with chocolate milk.



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Matt Elliott

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How have you juggled the demands of fatherhood and a busy real estate career?

It's tough. I love to spend time with my girls. You have to be very intentional with this aspect of balance, just like you do to be successful in this business. There are times where I've taken my daughters with me on showings and just made it fun for them.

There are also times where I declined business to spend the time with my daughters. One thing I've learned is that time is more valuable than money; we can make more money, but we'll never get the time back that we have missed with our kids.

What are the most rewarding aspects of being in real estate while raising children?

Our schedules are flexible around the hours we keep. Having that flexibility allows us to have time with our kids that we could not otherwise have working a traditional 9-to-5 job. Our kids also see us working hard, which should help instill a strong work ethic as they grow older. This was the case with my own dad who ran a small auction business.

How have you overcome the challenges of balancing home and work life?

You've got to set some boundaries. It's difficult, as we want to be perfect for our spouses, our kids, and our clients, and so, it's difficult to decline a phone call when you know it's a client who has questions, or a potential prospect who is looking for an agent.

Do you have stories about your own father and his influence on you that you would like to share?

My dad wasn't wildly successful in terms of how the world defines business success. Yet, his customers knew that my dad was always honest and fair, and he treated people as he would want to be treated.

What are you passionate about right now?

I'm passionate about parents spending quality time with their kids and with their spouse or significant other. It's a busy environment for all parents here in Northern Virginia. I don't want parents or kids to look back with regret and wish they had spent more time together. So, I'm working

...

on a project called “Loudoun Dad” that is, essentially, a video series with the purpose to inspire parents to get out with their kids and spend good quality time with each other. Let’s create the memories that our kids can remember for their entire lifetimes. Let’s connect with our kids, and let’s get to know them by spending quality time together. Let’s put the phones down, and let’s show them that we care more about our time with them than our business, our careers, or personal hobbies.

What have you liked best about your life so far?

My daughters.

What’s your happiest or proudest moment?

The birth of my daughters; the pride I felt those mornings, and the elevated state of simply being in that moment, which is a struggle for me in any other area of my life. In that moment, nothing else mattered. I wasn’t concerned about clients, my business, or anything else other than simply enjoying my new baby girls. It was love at first sight!

What were the life events that led you to become a real estate agent?

The dot com implosion led to two stints of unemployment; I never wanted to experience that again, and I wanted to work for myself, as my dad and uncle had. That’s when I decided to go and get my license.

Tell us about your family, including names, interests, and what you like to do together.

Laura, my wife, and I love to vacation – any place on the water. We love to experience different places to check out in Leesburg and throughout Loudoun County.

Kaiti, my oldest daughter, and I share the same musical tastes, so we’ve gone to concerts together. We also share the same taste in adventure/action movies, which we often see on father/daughter dates together.

Penny, my youngest daughter, and I love to do anything to compete with each other - simple games of

tag outdoors or anything sports-related. We’ll go to the indoor trampoline and then go eat a mountain of sushi together.

Isabelle, my middle daughter, loves soccer, so anything soccer-related she loves.

What are your hobbies and interests outside the business?

I’ve completed two Ironman triathlons and several other shorter-distance triathlons. I enjoy anything outside, any exercise I can get – biking/running/hiking/swimming.

What are your favorite books and/or favorite music?

I’m reading the four Gospels in the Bible currently to read more about the life of Christ.

What do you believe has been the biggest reason or reasons for your success?

A willingness to work hard.

What do you want to be remembered for?

I’d like for my kids and my family to know I loved them. I’d want my friends and clients to know the same, that I love them. So, I work on finding ways to show each of those audiences that I love them. It’s a daily prayer of mine: How can I make a positive impact in the lives of other people on any given day? What actions and words can I share with others that will encourage them and let them know they are loved?

What is your favorite quote?

Whether you think you can or can’t, you’re right.



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Gayle Bailey II

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▶▶ father's day special

Photos by Megan Kaplar

How have you juggled the demands of fatherhood and a busy real estate career?

I'm an early riser, and I love to-do lists! I am most productive in the morning, and I generally wake up anywhere from 4-5 a.m. and am able to get a lot of work done before anyone is awake!

What have been the most rewarding aspects of being in real estate while raising children?

The flexibility of my schedule. I love that I am able to work from home and be a part of my family's day. My schedule also allows me to attend doctor appointments, soccer practices, and other important life events.

How have you overcome the challenges of balancing home and work life?

It is something I am constantly working to improve! I have a home office, and I work to be efficient with my work time and be present for my family when I am not working.

As a successful businessman, what legacy would you like to leave for your child/children?

As a man of faith, the most important thing to me is that my boys love God and love people. I hope I am able to leave a legacy of what that looks like for them.

What's your happiest or proudest moment?

1. Marrying my wife Jenna, the love of my life (10/23/10).
2. Becoming a father to my two amazing boys, Breccan (12/12/15) and Kai (04/17/17).

Photo by Megan Kaplar



What have been the important successes in your life?

1. 2006–2018 NVAR Multi-Million Dollar Sales Club Top Producer
2. 2013 Northern Virginia Chamber of Commerce Emerging Influential Leader of the Year

What were the life events that led you to become a real estate agent?

My parents were both realtors, and I became interested at a young age. While other kindergarteners were doodling pictures of animals, I was drawing townhouses. I purchased and flipped my first house as a junior in college, and since then, I have bought, renovated, and invested in multiple properties. I like that the real estate business allows you to determine your own success. I enjoy working with people and negotiating to get my clients the best deal.

Tell us about your family, including names, interests, and what you like to do together.

Jenna Bailey, my amazing wife and partner. We are high-school sweethearts and best friends. We do just about everything together!

Breccan Bailey, 3, has a heart of gold – loves trucks, trains, tractors, basically anything with wheels that moves. We love to work in the yard together, go to the movies, and play trains!

Kai Bailey, 2, has the best sense of humor and has tons of energy (just like me). He loves music and loves to dance, especially anything by Bruno Mars. We love to go on car rides together and blast his favorite songs!

What are your hobbies and interests outside the business?

My wife calls me a hobby hopper. I love exploring new hobbies and trying something new. Currently, I am loving hiking, working out, going to the movies, listening to live music, good coffee, and a delicious meal.

What are your favorite books and/or favorite music?

Music: I love all music. If I had to pick one favorite, it would be The Dave Matthews Band.

What do you believe has been the biggest reason or reasons for your success?

I believe the success I have seen in life and work is an incredible blessing from

God. I work hard and use my gifts to best serve my clients, but I ultimately know that God has blessed me with all the success in my life.

What do you want to be remembered for?

Loving God and loving people.

What is your favorite quote?

“I’m just a nobody trying to tell everybody all about Somebody who saved my soul.” –Casting Crowns

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The Super team photo by Daniel Telles.



▶▶ partner spotlight

JOREY RAMER

FOUNDER/CEO, SUPER

Reimagining Home Warranties

“Super is reinventing the home warranty industry. We use technology to deliver a better experience for homeowners — from the ease of scheduling services through our mobile app to the convenience of cashless transactions with our digital payment system. And, we also know caring for a home means more than just fixing breakdowns. That’s why we also coordinate many home maintenance services, from pest-control service to carpet cleaning.”

Say Hello to Super

As the founder and CEO of Super, Jorey Ramer’s background is deeply rooted in technology. He began his career by helping to start two business units of Trilogy Software, one of the world’s largest privately-held software companies, and moved on to become the founder and senior vice president of Emerging Business at Jumptap. In that time, he became the first named inventor on over 100 patents in mobile advertising.

The idea for Super was born from personal experience. When Jorey and his wife moved from Boston to the Bay Area, they purchased their first home. As long-time renters, they were used to paying the same amount month to month and having someone else maintain their home.

Like any renter, “I knew what to expect in costs, and I had one person to call when I needed help — the building super.”

Faced with the new challenges of homeownership, Jorey and his wife quickly discovered there was a stark difference between renting and owning.

“Homeownership is completely different,” Jorey explains. “It takes too much time and money, it’s too unpredictable, and it’s difficult to budget for inevitable breakdowns. I started searching for a solution. For decades, companies were looking to make homeownership easier, but none of them gave me the experience I was looking for.”

As a new homeowner, Jorey also had a home warranty — but as he says, the service was terrible.

“That’s when I saw an opportunity to create a company that could shake up a constantly complained-about industry that hasn’t seen innovation in decades: home warranty. A home warranty covers the cost of breakdowns, which are serviced by a network of technicians, offering a component of a renter-like experience. There was a huge opportunity to improve a homeowner’s experience when it comes to caring for their home and offering a service that goes beyond just fixing things when they break.”

With Super, Jorey aims to help people enjoy the dream of home ownership without the drawbacks. Super makes maintenance expenses more predictable, prevents problems before they occur, and gives homeowners a one-stop shop for all of their home services.

“Top-producing real estate agents take great care to make sure their clients get the best singular experience at every stage of the home buying process. You need to make sure your home buyers also get a great experience with the home warranty you recommend and they live with for years after purchasing their home.

“Super’s mission is to make caring for a home 100% carefree.”

Technology Solutions

Super is a technology company at its core. The company utilizes technology in everything it does to make life easier for homeowners. Super provides a mobile app for ease of service requests and scheduling, servicer tracking to follow the arrival of your service provider in real time, a digital record of the work you’ve had done to your home, and a cashless transaction system that offers a seamless payment process and detects fraud.

“Like any technology-focused business, we are a catalyst for change. As a result, we will inspire the entire industry to evolve. We have already seen other companies in the sector working to bring about change in their organizations seeing the threat of technology disruption.

“The long-term vision,” Jorey says, “is eventually to cover 100 percent of your repair and maintenance in your home. You will never have to pay for anything because everything will be included in the subscription.”

Jorey and his team work day in and day out to ensure that their technology saves homeowners time, money, and the stress associated with the repair of their homes.

“Super’s team of talented, passionate, diligent, and honest people is the biggest difference maker in the success of the singular business. Everyone has an incentive to do the right thing for the client, service providers, real estate agents, and employees,” Jorey says.

...



“They do so not only because that is reflective of the type of people they are, but also because it pays dividends for the business. When there is ambiguity, we lean in the direction of what’s good for the customer.”

Super’s fast-growing team includes more than 50 people across all departments: sales, marketing, engineering, and operations.

And according to Jorey, “The best part of my job is the people I spend my time with every day, and that we’re working together to help homeowners manage their most valuable asset. Homes generally are not only the largest percentage of people’s net worth, but they are also the most loved item in their lives.”

Outside the office, Jorey enjoys spending time with his wife and daughter. “We have a 10-month-old baby, so at this point, my wife

and I pretty much spend our days chasing after her since she’s discovered how to crawl. Once she’s older, we certainly hope to return to enjoying travel and the outdoors in the Bay Area.”

Looking forward, Jorey and his team remain focused on growth and building a business that can provide services to help make life a little easier for more homeowners.

For more information, visit www.hellosuper.com.



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GINA Tufano

Pearson Smith Realty

►► a cool life story

By Zach Cohen
Photos by Ryan Corvello Photography

“What do I have to do right now? I just have to take the next step.”

Back in 2004, Gina Tufano was a mother and a part-time real estate agent. That year, she was diagnosed with multiple sclerosis (MS).

Rising Above

“I was in a dark place,” Gina admits. “I remember when people would come up to me and have this pitiful look, this sad look. I didn’t want to hear it.”

But soon, Gina realized that behind her perceptions of pity was something more: care and compassion. “If I took my wall down and listened, it wasn’t pity. It was empathy nine times out of 10, and they could relate. They had their story. It slowly dawned on me that every person has challenges. That’s what life is. You can have an illness, you have divorce or death. Life isn’t fair. Life happens.”

With the realization of oneness in hand, Gina’s entire mindset shifted. She became willing to share her story, recognizing that she had the opportunity to help others in the process.

“That’s why I share my story now. I didn’t in the beginning; I didn’t for years ... I went so dark. I thought my life was over. And, I acted as if it did. The doctors told me I wouldn’t walk again, and I believed them ... I let it drive me for a while,” she confides. “When I took the wheel back, I realized that everyone has their thing. If I share mine, suddenly it’s almost as if I took some of theirs away. Together we can carry it. Alone we can’t. That’s why I share.”

...

Real Estate Beginnings

Gina comes from a non-traditional upbringing. She bounced around from high school to high school — attending 16 in total — and was in and out of the family home. She left home at 18 and never looked back. She moved to Virginia, married at 21, and started a family. While in New Jersey, she went to school to become a dental hygienist; that was going to be her world. But when she moved to Virginia, she resisted retaking all of her certification exams. That’s when she found real estate. Or perhaps, real estate found her.

“I was looking for a house, and I was frustrated with what I encountered for help. I was super young, 22–23, and I decided to do it myself,” Gina recalls. “It was my DIY character that got me into the business.

“I didn’t start real estate as a career. I did not start it as a business. I did not even start it as a job. I started because I needed to buy a house.”

For about a decade, Gina worked as a “friends and family” agent while focusing on raising her own family. In 2006, as the market was crashing, she thought, “I can make a career out of this.”

“From that point forward, everything took off,” Gina says. “I have done things I never thought possible. I’ve seen the world. I’ve helped hundreds, if not thousands, of people. I’ve changed other’s lives from thinking bigger.”



Jason Tufano, Gina Tufano, Dylan Tufano, Ruby Soda Pop Tufano.

Authentic Relating

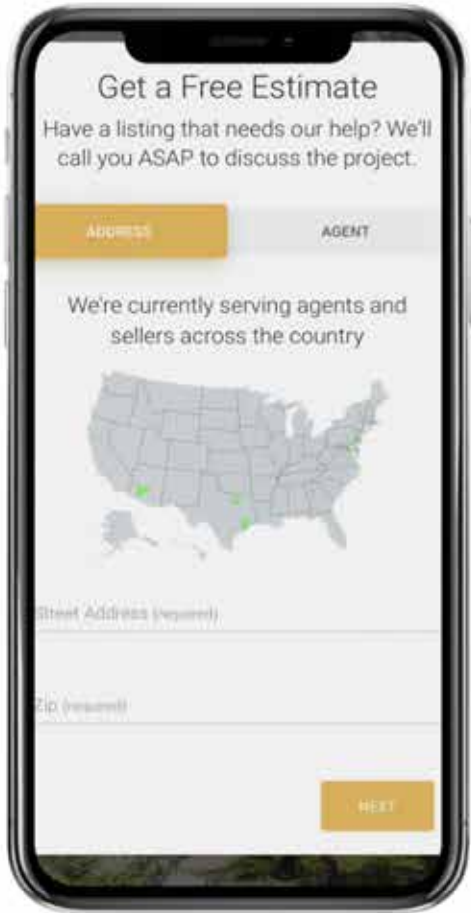
“Authenticity has been my word for years. I want people to know what [life] really is like,” she notes.

Real estate has provided Gina with the continued opportunity to share her story and to continue helping others in the process. Today, she’s training for a marathon. Her vision of taking one step at a time applies now more than ever.

“How do you eat an elephant?” Gina laughs. “One bite at a time. Right now, I have to stay in the moment. I am going into uncharted waters. That’s sort of the whole point.”



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CHRIS CRADDOCK

Helping Others Reach Their Potential

► cover story
By Karla Lutz Bowling

...

Serving others and helping them reach their potential is something that comes naturally to Chris Craddock, owner and team leader of The Redux Group at Keller Williams Realty. Chris graduated from George Mason University with a degree in economics. Soon after that, he joined the staff of Young Life, a Christian outreach organization geared toward mentoring youth and teens, which eventually led to a position as a pastor. His passion for making a difference in people’s lives led him to pursue a seminary degree, then a doctorate, and was the inspiration for becoming a nationally certified life coach.

When he and his wife were expecting their first child (they now have six!), Chris decided to start flipping homes to supplement his pastor’s salary. It ignited a passion for real estate. He realized that as an agent, he also had the potential to help others achieve their financial and personal goals. “Owning a home is a part of the American Dream. In some ways, life is like Monopoly®—you win when you buy real estate. And, I like helping people win.

“As different as those two careers might sound, I’ve found there are plenty of parallels between real estate and ministry. I enjoy helping others succeed, and I realized that by helping others succeed, it helps me to achieve my goals as well,” Chris shares.

A Path to Success

After nearly a decade of real estate investing, Chris dove into the agent side of the industry and became a licensed REALTOR® in 2012. In a little over six years, with the help of an outstanding team, he has become a leading producer in the Northern Virginia, Maryland, and Washington, DC, real estate markets. Last year, his volume was just under \$80 million.

In 2019, Chris will be honored as a Northern Virginia Magazine Top REALTOR®, a distinction he has received for the past four years. He was also named a Top-Producing REALTOR® in 2017 and 2018 by Washingtonian magazine. In 2018, Keller Williams Realty awarded Chris and his team their Quadruple Platinum Award for producing over \$2 million in gross commissionable income and welcomed him as a member of the exclusive Gary Keller’s Top 100. As an NVAR multi-million dollar producer, Chris has been the featured guest on numerous podcasts, including *Lab Coat Agents*, *GSD Mode*, *Pat Hiban*, *The Formula*, and *Top Dogs of the DMV*.

“Even though, as team leader, I often get the glory, my amazing team deserves the credit. They are the not-so-secret secret to my success. They all believe, as I do, that success comes from a mindset that you are in it to win it and that you are going to work harder than anyone else. I believe this dedication to hard work and learning is what has gotten me this far and what is going to lead me to great things in the future. I’m successful because I am willing to pay the price. My teammates joke that they never see me without my headset on and making calls, but it’s that commitment that I believe sets me apart. If you want to be uncommon, you have to act uncommonly,” Chris advises.

If he had to define success, Chris said it would be easier to explain what success is not. “It’s not strictly financial gain. There are plenty of people who make much more than me, yet I would not trade my current life with any of them. I think success is living a life where you wake up excited every morning, grounded in faith and family. The Keller Williams mission statement sums it up pretty well: ‘To build careers worth having, businesses worth owning, lives worth living, experiences worth giving, and legacies worth leaving.’”

Quitting is Not an Option

Chris attributes his ability to keep going when others are likely to quit as a quality that sets him apart. “I don’t ever want to be labeled a quitter at anything,” he asserts.

Along with determined perseverance, Chris has learned that discipline is just as necessary to succeed. He explains, “There are three keys to winning: 1. Mindset is a system. You can train to be a winner, even when things don’t appear to be going great. 2. Don’t ever quit on a day. To win the year, you need to win the month; to win the month requires you to win the week; winning the week means



Colt, Skyler, Chris, Katherine, Katie, Christian, Blaize and Colby.

striving to make each day a success. Don’t end a day until you have done something that you can identify as a win. 3. Always be in training. There is always something to learn. I try to spend at least an hour a day learning—be it through reading, listening to a podcast, or meeting with someone who knows something I would like to learn.”

Chris says one of the things he enjoys most about being the lead agent and team leader of The Redux Group is helping people succeed in the real estate industry. He has assembled a dynamic partnership with agents and support staff who are equally as driven to evolve and learn.

“I think success is living a life where you wake up excited every morning, grounded in faith and family. The Keller Williams mission statement sums it up pretty well: 'To build careers worth having, businesses worth owning, lives worth living, experiences worth giving, and legacies worth leaving.'”



“I’m passionate about my personal growth and development, but I also love energizing our Redux team members and clients to live life to their full potential. I believe that everything gets better when I get better, and I believe that filters down to everyone on my team. Our team here at The Redux Group is growing, and I would love to talk with people who are happy, humble, and smart. Real estate is not rocket science. If you care about your clients, work hard, and are always looking to learn, you can have a successful career in this business, and I’d be happy to help!”

Keeping Family and Community a Priority

“Real estate allows me to create passive income where my money works for me, which in turn allows me the opportunity to pursue other callings. And when I’m not worried about my job providing me enough money to support my family, I’m free to take chances and chase my dreams,” Chris shares.

Chris and his wife, Katherine, are proud parents of six children—Katie, Colt, Christian, Blaize, Colby, and Skyler, who are all active in sports. Most of the family’s shared events center around games, practices, and their enthusiastic involvement with their church, New Life Community Church in Chantilly, Virginia. Having a career in real estate allows Chris to be present and engaged in a meaningful way.

Chris shares that he and his wife devote their resources and talents to numerous organizations which empower teens and young adults to become confident leaders in their world. They also have a generous heart for supporting those with disabilities, or women and children in crisis. He explains that many of these organizations are active within the Northern Virginia area. “We believe that if we invest in our own local community, we ultimately invest in the world, because of the amazing and powerful things our residents do right here and go on to do globally.”

Additionally, because his wife is an award-winning screenwriter, they also support independent filmmakers as much as they can, particularly if their project provides a message of hope and inspiration.

One of Chris’s favorite quotes is from Zig Ziglar:

“You can have everything in life you want, if you will just help other people get what they want.”

The sentiment fits well with his philosophy of serving others with a grateful heart. Ultimately, Chris expresses, *“I’d like to be remembered as someone who loved God and his family, and who helped others achieve their goals and dreams.”*

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#	Name	Office	Sales	Total
1	Keri K Shull	Optime Realty	137.5	\$88,337,320
2	Debbie Dogrul	Long & Foster Real Estate, Inc.	134	\$77,347,808
3	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	129.5	\$64,506,244
4	Sue S Goodhart	Compass	43.5	\$34,684,312
5	Janet A Callander	Weichert, REALTORS	29.5	\$30,866,220
6	Jennifer D Young	Keller Williams Chantilly Ventures LLC	65	\$30,338,944
7	Phyllis G Patterson	TTR Sotheby's International Realty	31.5	\$27,927,614
8	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	20	\$26,169,240
9	Jennifer L Walker	McEneaney Associates, Inc.	30	\$24,823,024
10	Lilian Jorgenson	Long & Foster Real Estate, Inc.	17.5	\$21,440,900
11	Cynthia Schneider	Long & Foster Real Estate, Inc.	42	\$19,898,950
12	Bruce A Tyburski	RE/MAX Executives	31.5	\$18,631,688
13	James W Nellis II	Keller Williams Fairfax Gateway	30	\$16,730,100
14	Carla C Brown	Samson Properties	28	\$16,523,149
15	Irina Babb	RE/MAX Allegiance	26	\$16,466,000
16	Kathryn R Loughney	Compass	14	\$14,897,000
17	Eve M Weber	Long & Foster Real Estate, Inc.	27.5	\$14,459,200
18	Christopher Craddock	Keller Williams Realty	35	\$14,313,500
19	Raymond A Gernhart	RE/MAX Executives	21.5	\$14,284,790
20	Martin K Alloy	SMC Real Estate Corp.	31	\$14,088,544
21	Damon A Nicholas	Coldwell Banker Residential Brokerage	27	\$14,023,038
22	Erin K Jones	KW Metro Center	32.5	\$13,538,124
23	Lenwood A Johnson	Keller Williams Realty	35.5	\$13,472,475
24	Laura C Mensing	Long & Foster Real Estate, Inc.	13.5	\$13,323,600
25	Richard J DiGiovanna	RE/MAX Allegiance	29	\$13,164,900
26	Debbie P Kent	Cottage Street Realty LLC	26	\$13,059,969
27	Christopher J White	Long & Foster Real Estate, Inc.	16	\$12,905,005
28	George W Lodge	Christes Properties	9	\$12,780,000
29	Akshay Bhatnagar	Virginia Select Homes, LLC.	21	\$12,577,690
30	Susan W Wisely	Berkshire Hathaway HomeServices PenFed Realty	6	\$12,484,049
31	Tom Francis	Keller Williams Realty	11	\$12,207,450
32	Kristen K Jones	McEneaney Associates, Inc.	9	\$12,138,000
33	Elizabeth A Twigg	McEneaney Associates, Inc.	13	\$12,011,250
34	N. Casey Margenau	Casey Margenau Fine Homes & Estates	8.5	\$11,895,000
35	Brittany Lambrechts Camacho	Century 21 Redwood Realty	17.5	\$11,803,505

TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1–Apr. 30, 2019

#	Name	Office	Sales	Total
36	Christina M O'Donnell	RE/MAX West End	13.5	\$11,736,290
37	Kimberly A Spear	Keller Williams Realty	20	\$11,712,500
38	Kay Houghton	KW Metro Center	22	\$11,626,250
39	Patricia Fales	RE/MAX Allegiance	16	\$11,586,100
40	Vicky Z Noufal	Pearson Smith Realty, LLC	16	\$11,556,460
41	Anthony H Lam	Redfin Corporation	23	\$11,536,300
42	Richard M Mountjoy Jr.	Keller Williams Realty	11.5	\$11,518,533
43	Barbara G Beckwith	McEneaney Associates, Inc.	6	\$11,447,000
44	Bic DeCaro	Westgate Realty Group, Inc.	18.5	\$11,382,000
45	Lex Lianos	Compass	16	\$11,303,198
46	Dean P Yeonas	Yeonas & Shafran Real Estate, LLC	10	\$11,112,500
47	Victoria(Tori) McKinney	KW Metro Center	12	\$10,774,400
48	William F Hoffman	Keller Williams Realty	11	\$10,736,780
49	Paul Thistle	Take 2 Real Estate LLC	20	\$10,656,400
50	Marilyn K Brennan	Long & Foster Real Estate, Inc.	16	\$10,530,025
51	Mickey Glassman	RE/MAX Premier	20	\$10,297,600
52	Megan Buckley Fass	FASS Results, LLC.	14	\$10,251,300
53	Janet Pearson	Pearson Smith Realty, LLC	16	\$10,120,407
54	Christine R Garner	Weichert, REALTORS	13	\$10,081,500
55	Kevin C Samson	Samson Properties	13	\$10,062,750
56	Roy Kohn	Redfin Corporation	20	\$10,032,225
57	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	16.5	\$9,993,825
58	Kristina S Walker	Keller Williams Realty Falls Church	13.5	\$9,973,300
59	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	8	\$9,956,400
60	Joan Stansfield	Keller Williams Realty	12	\$9,751,913
61	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	11	\$9,719,000
62	Abuzar Waleed	RE/MAX Executives LLC	25.5	\$9,708,598
63	Brian Wilson	KW Metro Center	17	\$9,538,400
64	William R Davis	Century 21 New Millennium	8.5	\$9,506,870
65	Elizabeth Kline	RE/MAX Premier	16.5	\$9,484,650
66	Heidi F Robbins	William G. Buck & Assoc., Inc.	10.5	\$9,402,751
67	Jean K Garrell	Keller Williams Realty	14.5	\$9,369,470
68	Desiree Rejeili	Samson Properties	24	\$9,337,089
69	Christine G Richardson	Weichert, REALTORS	15	\$9,269,400
70	Barbara J Ghadban	Weichert, REALTORS	12	\$9,225,300

#	Name	Office	Sales	Total
71	Michael I Putnam	RE/MAX Executives	19	\$9,197,065
72	Donna C Henshaw	Avery-Hess, REALTORS	14	\$9,187,600
73	Linh T Aquino	Redfin Corporation	18	\$9,129,499
74	Deborah D Shapiro	TTR Sothebys International Realty	9.5	\$9,106,000
75	Patricia Ammann	Redfin Corporation	18	\$9,093,900
76	Timothy D Pierson	Keller Williams Realty Falls Church	15	\$9,087,126
77	Deborah L Wicker	Keller Williams Realty	12	\$9,029,700
78	Deborah L Frank	Deb Frank Homes, Inc.	11.5	\$9,003,740
79	Lizzie A Helmig	Pearson Smith Realty, LLC	21	\$8,921,500
80	Wes W Stearns	M. O. Wilson Properties	20	\$8,902,514
81	Scott A MacDonald	RE/MAX Gateway	18	\$8,865,230
82	Mara D Gemond	Redfin Corporation	14	\$8,654,450
83	Paramjit K Bhamrah	Redfin Corporation	16	\$8,643,449
84	Nikki Lagouros	Keller Williams Realty	22	\$8,638,800
85	Khalil I El-Ghoul	Glass House Real Estate	15	\$8,590,590
86	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	16	\$8,471,895
87	Jeremy G Browne	TTR Sotheby's International Realty	13.5	\$8,421,000
88	Marianne K Prendergast	Washington Fine Properties, LLC	6.5	\$8,375,000

Disclaimer: Information based on numbers reported to the MLS as of May 5, 2019 for Jan. 1 to Apr. 30, 2019. This data represents closed sales of residential new construction, and resale in Alexandria, Arlington, Fairfax, Falls Church, Loudoun, and Prince William counties. Numbers not reported to the MLS by the date the information is pulled are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1–Apr. 30, 2019

#	Name	Office	Sales	Total
89	Michael S Webb	RE/MAX Allegiance	16	\$8,350,150
90	Constantine S Anthony	Pearson Smith Realty, LLC	15	\$8,326,905
91	Steven C Wydler	Compass	5.5	\$8,267,040
92	Terry M Belt	Keller Williams Realty	11.5	\$8,249,470
93	Ryan Rice	Keller Williams Capital Properties	15	\$8,247,400
94	Robyn B Bomar	Weichert, REALTORS	7.5	\$8,217,450
95	Lyndie Votaw	Redfin Corporation	14	\$8,147,900
96	Michael C Manuel	Long & Foster Real Estate, Inc.	14	\$8,107,900
97	Glynis C Canto	Keller Williams Realty	4.5	\$8,089,750
98	Bhavani Ghanta	Long & Foster Real Estate, Inc.	13	\$8,075,687
99	Katherine Karafotas	SWD Realty LLC	5	\$7,955,000
100	Dennis P Lee	Douglas Realty of Virginia LLC	13	\$7,914,000
101	Natalie H McArtor	Long & Foster Real Estate, Inc.	13.5	\$7,842,500
102	Lauren A Bishop	McEneaney Associates, Inc.	6	\$7,825,000
103	Ramaswamy Balasubramanian	Keller Williams Chantilly Ventures LLC	9	\$7,821,510
104	Darren E Robertson	Keller Williams Fairfax Gateway	23	\$7,784,925
105	A. Casey O'Neal	RE/MAX Allegiance	14	\$7,741,200
106	Marcia Burgos-Stone	Redfin Corporation	15	\$7,734,700
107	Shaun Murphy	RE/MAX Allegiance	13	\$7,681,851
108	Jonathan B DeHart	Long & Foster Real Estate, Inc.	10	\$7,667,500

#	Name	Office	Sales	Total
109	Kendell A Walker	Redfin Corporation	18	\$7,659,495
110	Shellie M Coury	Keller Williams Realty	11	\$7,655,557
111	Kristin M Francis	Keller Williams Capital Properties	10	\$7,643,880
112	Lisa Dubois-Headley	RE/MAX West End	11	\$7,632,550
113	Theresa S Twiford	Advon Real Estate, LLC	10	\$7,599,393
114	Jennifer H Thornett	Washington Fine Properties, LLC	5	\$7,581,320
115	Cheryl L Hanback	Redfin Corporation	13	\$7,567,400
116	Jason Quimby	KW Metro Center	10	\$7,560,900
117	Aaron A Probasco	Keller Williams Realty Falls Church	8	\$7,536,570
118	Branden L Woodbury	Redfin Corporation	19	\$7,495,998
119	Kevin E LaRue	Century 21 Redwood Realty	14	\$7,487,075
120	Edward R Lang	RE/MAX Premier	17	\$7,483,000
121	Ashley C Leigh	Linton Hall Realtors	15.5	\$7,479,035
122	Charles Witt	Nova Home Hunters Realty	18	\$7,457,297
123	Tracey K Barrett	Century 21 Redwood Realty	15	\$7,422,790
124	Catherine B DeLoach	Long & Foster Real Estate, Inc.	11.5	\$7,389,900
125	Doreen Gagne	Century 21 Redwood Realty	12	\$7,373,990

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1–Apr. 30, 2019

#	Name	Office	Sales	Total
126	Guy F Golan	Redfin Corporation	12	\$7,333,800
127	Heather E Heppe	RE/MAX Select Properties	12	\$7,277,901
128	Angela R Mitchell	Long & Foster Real Estate, Inc.	13	\$7,276,000
129	Kyle R Toomey	Keller Williams Capital Properties	17	\$7,272,000
130	Laura T Bailey	Coldwell Banker Residential Brokerage	20	\$7,270,700
131	Bron Davis	Coldwell Banker Residential Brokerage	11	\$7,259,000
132	Catherine F Ryan	Long & Foster Real Estate, Inc.	11	\$7,257,270
133	Pauline K Knipe	Pearson Smith Realty, LLC	9	\$7,215,500
134	Spencer R Marker	Long & Foster Real Estate, Inc.	11.5	\$7,167,400
135	Dixie Rapuano	RE/MAX West End	11	\$7,102,000
136	F. David Billups	Long & Foster Real Estate, Inc.	11.5	\$7,048,900
137	Mark R Sirianni	Ayr Hill Realty	7	\$7,034,500
138	Caitlin Ellis	Pearson Smith Realty, LLC	15	\$7,029,550
139	Cathy V POUNGMALAI	FRANKLY REAL ESTATE INC	10	\$7,007,711
140	Huda S Karaman	Samson Properties	1	\$7,000,000
141	Billy Buck	William G. Buck & Assoc., Inc.	9	\$6,940,051
142	Lisa B Ford	RE/MAX Premier	12	\$6,919,324
143	Mary Ann Bendinelli	Weichert, REALTORS	18.5	\$6,887,146
144	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	9	\$6,886,053
145	Thomas R Moffett Jr.	Redfin Corporation	13	\$6,880,050


#	Name	Office	Sales	Total
146	Dinh D Pham	Fairfax Realty Select	12	\$6,877,400
147	Daan De Raedt	RE/MAX Allegiance	13	\$6,871,000
148	Lisa T Smith	Pearson Smith Realty, LLC	12.5	\$6,856,900
149	Sri Haripriya Meka	Franklin Realty LLC	9	\$6,854,079
150	Deyi S Awadallah	D.S.A. Properties & Investments LLC	12	\$6,854,000
151	Jennifer R Smith-Kilpatrick	Keller Williams Realty	12	\$6,809,750
152	Michael C Huling	Coldwell Banker Residential Brokerage	7.5	\$6,787,100
153	Stacy S Rodgers	Berkshire Hathaway HomeServices PenFed Realty	13	\$6,786,490
154	Gina M Tufano	Pearson Smith Realty, LLC	12	\$6,783,760
155	Alison Sherman	Keller Williams Realty	8	\$6,752,436
156	Mark G Goedde	Long & Foster Real Estate, Inc.	9	\$6,747,950
157	Venugopal Ravva	Maram Realty LLC	13	\$6,724,268
158	Ashraf Morsi	Keller Williams Realty	10	\$6,723,985
159	Peter J Braun Jr.	Long & Foster Real Estate, Inc.	9.5	\$6,710,450
160	Andrea M Hayes	Living Realty, LLC.	13	\$6,708,699
161	Heather Carlson	RE/MAX Allegiance	13	\$6,686,900
162	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	16	\$6,666,750
163	Shailaja Raju	Long & Foster Real Estate, Inc.	10	\$6,644,900
164	Thomas E Luster	Century 21 New Millennium	18	\$6,609,100
165	Raya Fridental	Redfin Corporation	9	\$6,608,899
166	Karen A Briscoe	Keller Williams Realty	7	\$6,586,065
167	Rheema H Ziadeh	Redfin Corporation	16	\$6,585,325
168	Stanley B Brock	Howard Brock Realty Company, Inc.	6	\$6,584,400
169	Diane V Lewis	Washington Fine Properties, LLC	4	\$6,575,000
170	Viktar Kutsevich	Samson Properties	12	\$6,563,900
171	Ryane Johnson	Keller Williams Capital Properties	14	\$6,540,550
172	Kenneth E Tully	RE/MAX Preferred Prop., Inc.	9	\$6,537,860
173	Cathy Howell	Keller Williams Realty	16	\$6,536,019
174	Melinda L Schnur	Keller Williams Realty Falls Church	7	\$6,526,000
175	Janet L Gresh	Keller Williams Realty	7	\$6,526,000
176	Benjamin J Grouby	Redfin Corporation	13	\$6,507,125
177	Salma Sariou	Redfin Corporation	9	\$6,501,000
178	Kathleen L Fong	KW Metro Center	7.5	\$6,475,200
179	Katherine D Colville	Century 21 Redwood Realty	11	\$6,454,560

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1–Apr. 30, 2019

#	Name	Office	Sales	Total
180	Ana M Ventura	Redfin Corporation	13	\$6,424,000
181	Jeddie R Busch	Coldwell Banker Residential Brokerage	13	\$6,396,500
182	Sheri Grant	TTR Sotheby's International Realty	4	\$6,396,000
183	Scott C Shawkey	Keller Williams Realty	5	\$6,377,412
184	Micah A Corder	Washington Fine Properties, LLC	4	\$6,331,320
185	Laura R Schwartz	McEneaney Associates, Inc.	9	\$6,325,536
186	David A Lloyd Jr.	Weichert, REALTORS	8	\$6,299,553
187	Karen E Close	Century 21 New Millennium	9	\$6,277,505
188	Christine Duvall	Century 21 New Millennium	14	\$6,275,800
189	Dina R Gorrell	Redfin Corporation	11	\$6,241,350
190	Brad Kiger	KW Metro Center	13.5	\$6,236,600
191	Carolyn A Young	RE/MAX Premier	11	\$6,215,900
192	Katherine D Herzig	Golston Real Estate Inc.	8.5	\$6,212,000
193	William S Gaskins	Keller Williams Realty Falls Church	7.5	\$6,195,050
194	Ryan C Clegg	Middleburg Real Estate LLC. Atoka Properties	10.5	\$6,185,000
195	Saad Jamil	Samson Properties	13.5	\$6,177,455
196	Thomas Arehart	Samson Properties	12	\$6,174,522
197	Aaron Podolsky	KW Metro Center	13	\$6,171,600
198	John W Denny	Long & Foster Real Estate, Inc.	12	\$6,170,749
199	Pamela A Jones	Long & Foster Real Estate, Inc.	11	\$6,168,000
200	Tammy L Roop	Century 21 New Millennium	14.5	\$6,158,400



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