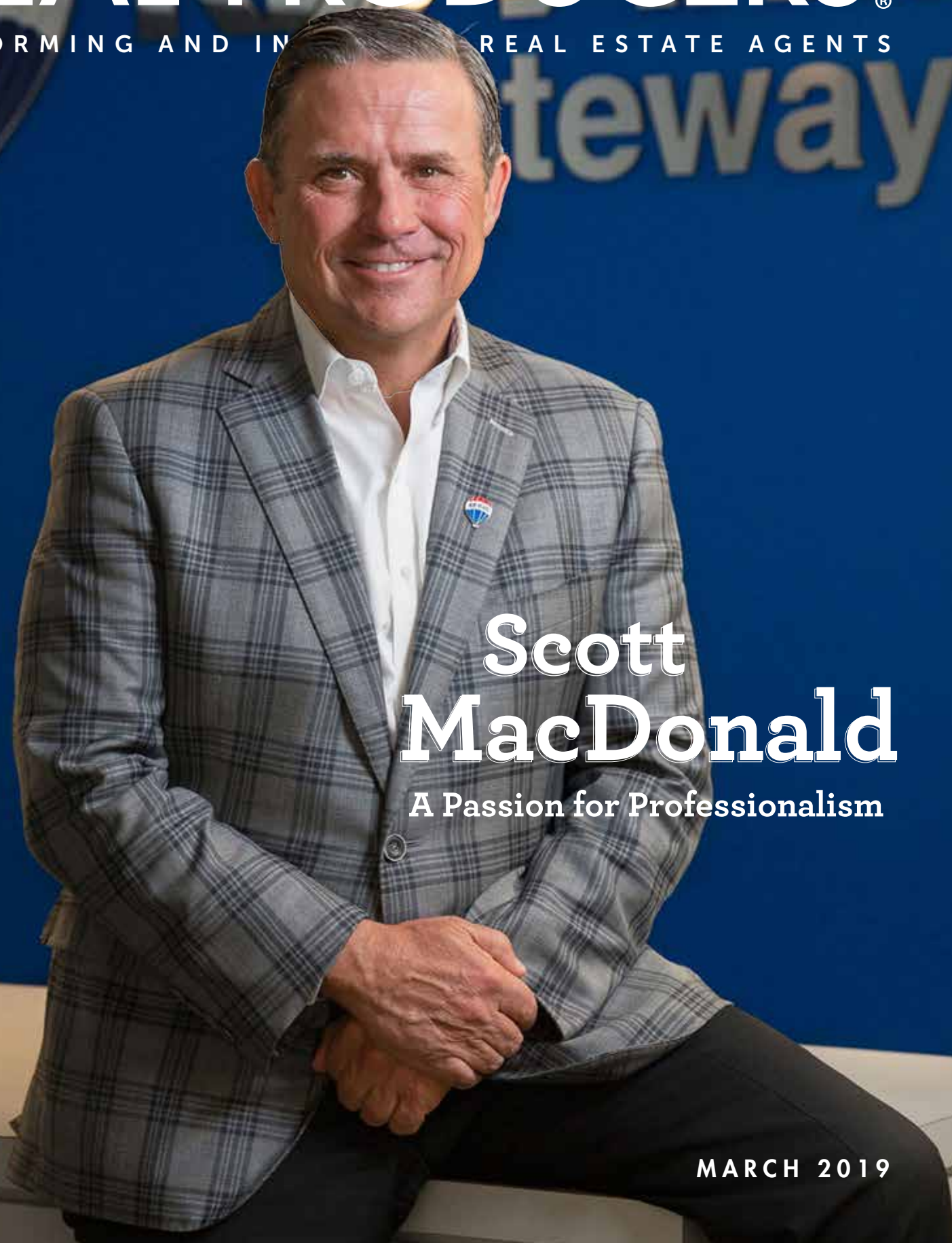


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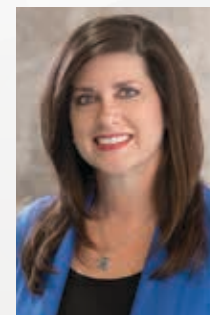
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# DEAR NOVA REAL PRODUCERS,

Lucky March to you! Take a moment to think about what you are grateful for? Why? Who are you thankful for? What creates the most joy for you? The quality of the questions we ask ourselves lead to the quality of our lives.

**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 for 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 who referred them. All partners have been referred by Real Producers.

The January Brunch was a hit! Check out the photos on Facebook and in this edition. Our community will connect in person again this month on March 21! The Gala will be here before you know it. There is limited seating, so RSVP if you haven't!

If you haven't joined the private Facebook group, don't miss out. We will be asking the questions we print in the private group moving forward! For instance, "What is the most important life lesson you learned from your mom?" 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](http://www.NOVAREalProducers.com), our private Facebook group, or email us at [info@novarealproducers.com](mailto:info@novarealproducers.com).

With Gratitude,

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# Golden Nuggets



**Scott MacDonald**

*RE/MAX Gateway*

“Success is being able to do what you want to do when you want to do it. But in the end, it’s more important that I made a difference in other people’s lives and lived my life in a manner that will make my children proud. I

want to be remembered for having a positive impact and making a difference in the lives I encountered along the way.”

“For me, success means that I can do things I want to do in all aspects of my life, not just work. I am lucky enough to work in an industry that affords me the opportunity to have this, as long as I am willing to work hard enough at it.”

“I will always put everything I have into all that I do.”



**Liz Lord**

*Keller Williams Realty*

“Some kids want to be an astronaut. Others, a chef. When I was a kid, I’d go around parties and ask people what the color of their house was.”

“A man who lives his life fully is prepared to die at any moment.”  
–Mark Twain



**Todd Pede**

*First Home Mortgage Corporation*

“I want to be remembered as someone who thought anything was possible if you work hard enough for it. As someone who continued to challenge themselves to become better up until their very last days. Someone whose stories of how they lived life inspires

others to do more with their own.”



**Karen Sparks**

*Century 21 Redwood Realty*

“I just try to be me. I love what I do. I work hard, dream big, and hope to make a difference.”

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Photos by Andrew Sample Photography

“We are focused on the experience of the client,” Todd explains. “Everything we do is driven by making the client experience as wonderful and unique as possible.”

Todd is continually reminding himself who it is that he serves: his clients and referral partners. As long as he remembers that they are the reason for his successes, and ensures that he’s making decisions with their best interests in mind, he knows success will follow.

“We are a team [with our partners],” Todd explains. “What’s good for us is good for them, and vice versa. The client will remember the team that helped them buy their home, which means we have to be equally fantastic through the process. We provide the best service in the industry and part of that comes from working with the best agents in the region.

“The goal is to have our clients refer more clients that we can help, and the only way to make that happen is by providing a seamless process from the time they meet their agent, to their preapproval consult, and then through closing.”

#### On Family, On Life

Todd and Laura have now been married for nine years and have two children. Olivia is 8 years old, and Lucas is 4 years old. “We are extremely active as a family – much of our time is spent swimming either for fun or at one of the swim centers for Olivia’s practice,” Todd says. Winter sports have also become a new and fun family adventure. “I’m sure you’ll find us out skiing and snowboarding this winter,” Todd adds. Todd is an avid endurance runner having completed a 50-mile trail run. He aspires to make it through a few 100-mile races in the coming years.

With a steady business and a loving family, Todd is grateful for the life he’s been given.

“Success is relative to each of us,” he says. “For me, success means that I can do things I want to do in all aspects of my life, not just work. I am lucky enough to work in an industry that affords me the opportunity to have this, as long as I am willing to work hard enough at it.”

And as his parents taught him, Todd reminds us, “I will always put everything I have into all that I do.”



**T**welve years ago, Todd Peede moved to Maryland to join his uncle in the landscaping business. As fate would have it, only six months later he met Laura, the woman who would eventually become his loving wife.

Laura had a long history as a loan processor and assistant in the mortgage industry, and after six years working in landscaping, Todd was in need of a change. “I have an economics degree, so my eventual move to mortgage banking suited me,” Todd reflects.

“That is when I joined First Home Mortgage as a loan officer. Since then, I have made our leader’s club every year I was eligible. My parents always taught me to work hard at whatever I’m doing and to never give up; this is exactly what I did upon entering this industry.”

#### Remembering Who He Serves

First Home Mortgage is a direct mortgage lender, meaning they have total control over their loans. All processing, underwriting, and funding are done in-house. With an emphasis on providing a great customer experience and retaining clients for life, the company was a perfect match for Todd’s client-centered outlook.



“I want to be remembered as someone who thought anything was possible if you work hard enough for it. As someone who continued to challenge themselves to become better up until their very last days. Someone whose stories of how they lived life inspires others to do more with their own.”





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# HOW TO GAIN MORE REFERRALS FROM YOUR DATABASE

By Wade Vander Molen

Your real estate database, which I like to call your "data-bank," is the best place to market and find gold. There are many ways to gain more referrals from your real estate database, but I want to talk about a strategic plan of steps to make that happen. As a new agent or established agent, your real estate database should be the first place to market to gain qualified referrals. How do you pluck out more referrals from your sphere and start 2019 with a bang?



### Clean It Up

Step one is cleaning up your database. Hopefully, your database is in a good real estate CRM that helps to manage your business. Organize your contacts, get your people in the right categories, and update their information so it is accurate. You don't want emails bouncing back and direct mail being returned. Not only can that be embarrassing, but also expensive. Staying "top of mind" is important with your real estate database, so having their most up-to-date information is a must.

### Make Those Calls and Drop By

Just sending out a monthly newsletter and email is not enough. Not everyone will open your email and many people throw away the newsletter. Making regular calls to your database is extremely important. Send that newsletter or email, then follow up with a call to see if they received it. At that point, you can direct the conversation towards family, real estate, and possible referrals.

Taking the time to actually stop by their homes and getting face-to-face time is important. Bring a quick CMA of their home so they know their current home value and drop it off along with a card or a thing of value that contains your business and brand.

### Social Media Messaging and Text Messages

Emails and direct mail have lower open rates and slower response times than pretty much anything else. Ninety-five percent of people text back within five minutes. A younger demographic might text back in 30 seconds! Use text to chat with your database, send pictures, send video messages, and set up possible appointments.

If your sphere/database is also on your Facebook, Instagram, or LinkedIn, use that as an opportunity to talk and interact. If you are having issues reaching your database through traditional methods, look to other ways that yield a very high response rate. Leverage these mediums to catch up/chat and gain more referrals from your database.

### Video Marketing to Your Database

Leveraging mediums like YouTube and shooting videos is a great way to convey value messages to your database. These videos become a 24/7 library of educational content that your database and their referrals can refer back to. It also allows them to learn more

about you and your business. Most realtors won't take this step, which is exactly why you should. I find it extremely valuable if a referral gets to meet and learn about me long before I meet them. Leverage the items above to gain more quality referrals from your database in 2019!



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



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# A STORM,

## A HOME INSPECTION AND A TWIST

By Keith Barrett

It is wintertime. The weather is cold. We have already had a few good storms and high winds and there is still the possibility of more to come. However, the weather does not care what plans we have for selling and buying homes, conducting inspections, or performing closings.

There were likely any number of home inspections planned around the Northern Virginia region that were impacted by the last snow storm. Snow, ice, delays, and power outages possibly prevented or postponed a home inspection. The standard Home Inspection Contingency Addendum used in the Northern Virginia market contains language that addresses the situation in which utilities are not in service. Specifically, the language reads in the relevant part:

*“Pursuant to the terms of this Contract, the Seller will have all utilities in service. If, for any reason, the utilities are not in service, the Home Inspection Deadline will be extended until 9 p.m. \_\_\_\_\_ days after Buyer receives Notice from Seller that all utilities are in service.”*

The deadline for the home inspection contingency is extended in the event utilities are not in service based on when the buyer receives notice from the seller that utilities are back in service. The number of days the deadline is extended is determined by the parties at contract ratification. For example, assuming the parties agree on five days (which would be inserted in the blank line above), then on a 14-day contingency period, if utilities are not in service on the 11th day and the seller provides notice to the buyer on the 12th day that



the utilities are back in service, the buyer would have until the 17th day, measured from contract ratification, to conduct the inspection. Thus, the buyer gets an extra three days from the original home inspection contingency deadline. This language serves as a contractual safeguard to allow the buyer the time to conduct important due diligence.

Now for the twist. Let’s assume a 14-day home inspection contingency. However, a winter storm strikes and knocks out power on the second day of the contingency period. On the fourth day, the seller delivers notice that the utilities are back in service. Assuming the same five days as above, does the buyer now have until the ninth day from the date of ratification to perform their home inspection, thus shortening their contingency period from 14 to nine days? This seems like an absurd result, and indeed it is. To conclude that the buyer has their full 14-day home inspection contin-

gency under this scenario, the language of the relevant home inspection provision is instructive. Specifically, where the utilities are not in service, the language intends that the “Home Inspection Deadline will be extended until ...” This flies in the face of a possible shortening of the home inspection contingency deadline. Further, it simply doesn’t make sense that some

unilateral intervening event, whether an act of God or seller caused, should shorten a buyer home inspection contingency period.

As is often the case, the standard contract used in Northern Virginia answers many questions for us as we navigate our way toward successful real estate settlements.



**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 are your top three productivity hacks for getting started with your day?



**LAURA SCHWARTZ**  
Hacks: CC yourself on all searches for buyer leads. You'll know when it hits the MLS to send to them without them scooping you.



**DINNA AZZAM**  
My three productivity hacks:  
1. To wake up each morning and be very thankful for my work, my friends, my office, my clients, and of course, my family.



**SCOTT MACDONALD**  
I wake up between 4:30 and 5:00 a.m. most days and go to the gym five to six days a week. During this time, I listen to a motivational podcast and watch inspirational videos on YouTube to get my mindset right for the day. Additionally, it gets my body energized for the day.  
  
Next, I go to Starbucks. But first, in the parking lot, I do my Brendon Burchard's high-performance planner to map out my mindset and my schedule for the day.



Lastly, I list out gratitudes to remember why I'm doing what I do.

**KAREN SPARKS**  
My top three productivity hacks to get my day started are:

1. I review my calendar in the evening and make a list of items for the following day. They are not always to-do items, but rather a brain dump/notes.
2. In the evening, I make lunches and make sure my children are prepared for their day. I also make sure there is something either already prepared for breakfast or very easy, high protein breakfasts to grab and go. I also have fresh fruit, individually packaged protein snacks (bars, meat sticks, meat roll-ups, etc.) ready to go as well. If my day is full of appointments and showings, I make sure I have food in the car to avoid drive-throughs and unhealthy eating throughout the day. Planned, healthy eating is life changing.
3. I check email and social media early in the morning with my first cup of coffee when it's quiet before the others are up. It forces me to a time limit and not get "sucked in" as I then get my child up and drive her to school. After she is dropped off, I usually use that time in the car to listen to podcasts or audiobooks.

“

To wake up each morning and be very thankful for my work, my friends, my office, my clients, and of course, my family.



**ALLI COLLIER**  
My top three hacks to kick-start productivity each day are:

1. Time management. Each night before I go to bed I like to look at my calendar for the next day and make a game plan for how I can be most efficient and successful.
2. Morning exercise. I love to start each day by running with friends at various exercise groups; it really energizes me for the day.



3. To-do lists. I like to keep an updated to-do list prioritizing my tasks, keeping me focused right from the start.  
  
**HANNAH WON**  
On my most productive days, I start with meditation, do some journaling, and then make sure I have a targeted list of the day's priorities.



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# Liz Lord

## Finding Success in Career 3.0

By Zach Cohen

►► rising star



Photos by Howard Lansat Photography

“Some kids want to be an astronaut. Others, a chef. When I was a kid, I’d go around parties and ask people what the color of their house was.”

For Liz Lord, being a real estate agent is career 3.0. She’s had successful careers as a U.S. diplomat in the Foreign Service and as a commercial real estate attorney. When she finally made the leap to become a full-time residential real estate agent in March 2016, it was an act of bravery and alignment, ultimately taking the step to do the work that she had always dreamed of doing.

“I finally heeded the call I’d felt inside of me since I was a kid. Homes fascinated me. So did watching my amazing negotiator mom buy and sell property throughout my life, making money as she went along. As an adult, I felt this inexorable pull to this career but resisted it for years because it looked too unpredictable and unstructured from afar. I finally gathered the courage and jumped in 2016 when I simply couldn’t plow through another 150-page commercial loan agreement! I got tired of swimming upstream and decided, finally, to give this career its due and follow my long-held passion.”



Liz and her husband, Mike Mount.

Liz gushes as she says, “There’s so much I love about this job.”

### Redefining Success

It’s that moment with a buyer when Liz and her client know that they’ve found “the one,” the home that captures the heart and fits the client’s vision. It’s representing her clients’ interests with zeal to achieve the results that they expect. It’s negotiating a deal that exceeds expectations.

The gratification from these small moments is what carries Liz through her work. It’s these flashes of joy that define success.

And only two and a half years into her real estate career, success is coming fast for Liz Lord. In 2017, she closed \$9 million in business. In 2018, she closed over \$14 million.

“[Success is] waking up in the morning and not dreading going to work. Working until midnight and not minding it for a second. Developing a portfolio of satisfied clients who refer their friends and family without me having to ask,” Liz explains.

### Bringing Diplomacy to Real Estate

Liz’s first career was as a diplomat. With the Foreign Service, she served



With her daughter Charlotte and son William.

overseas representing the U.S. and negotiated multilateral environmental agreements in the United Nations in Geneva, Switzerland.

“Working with people from all over the world has helped me to appreciate that no matter where we come from, we all share a common need for a happy, healthy, and safe life.”

Prior to making the switch to become a real estate agent, Liz was a practicing commercial real estate attorney. She was involved in large-scale commercial transactions in the D.C. area, often involving complex negotiations and multi-million dollar deals.

“I learned the importance of contracts and honed my drafting and negotiation skills on multi-million dollar deals,” Liz reflects. “Negotiating a good and sound deal in real estate takes knowledge, skill, and finesse.”

It would seem that the path Liz has followed was meant to land her right where she is today.

“I am the sum total of all of my parts, made up from years of specific experience,” she explains.

### Rediscovering Health

2017 was Liz’s first big year in real

estate, as she closed \$9 million in sales. Amazingly, she did it through a battle with her own health.

“I was undergoing treatment for breast cancer from November 2016 to May 2017, including four rounds of chemotherapy and two surgeries,” Liz recounts. She has, thankfully, been cleared, leaving an immense sense of gratitude alongside a desire to give back to those in similar circumstances.

Having prevented hair loss during chemotherapy treatment by using cold caps, Liz has launched a non-profit organization called Cold Capital Fund, which provides financial assistance to DC/MD/VA chemotherapy patients fighting hair loss. “Our goal is to enable chemo patients to at least have the choice to try and prevent hair loss,” Liz explains. “To date, we’ve assisted 15 patients and advocated areas hospitals (like GW) to make scalp-cooling technology available to their patients.”

To learn more about Cold Capital Fund, visit [www.coldcapitalfund.org](http://www.coldcapitalfund.org).

Liz also supports George Washington University’s Mammovan, a mobile mammography unit that provides over 2,500 free mammograms per year to area residents, free of charge. “Having been diagnosed with breast cancer through a routine mammogram in November 2016, I feel that mammograms are an essential weapon in the fight against breast cancer.”

With her health in hand, Liz is extremely grateful for the life she has been gifted. While her career brings her boundless satisfaction, it’s family that Liz holds

above all else. Liz and her husband Mike married 16 years ago and have two children, William and Charlotte.

“[Mike is] the most supportive and loving man I could imagine. [He] believed in me when I did not,” Liz says with a smile. The family loves to travel together. In the past year alone they’ve been to French Polynesia, France, the UK, and Iceland. “We love being able to expose our kids to new places and experiences.”

Balancing work and family time is still a process, but Liz is determined to succeed at both. “My goal is to be as present as possible,” she states.

Looking ahead, Liz has visions of getting her broker’s license, and perhaps, one day, owning a brokerage. “The idea of a women-led brokerage holds a quiet, special place in my heart,” she says.

And yet, right now, she’s ever-grateful for being just where she is.

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





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My children: Olivia, Zachary, Chloe  
My husband: David Blahuta



Special thanks to Evergreen Homes for this beautiful model home.

# Karen

## SPARKS

» making a difference

### Women Giving Back

**Years ago, Karen Sparks had come up against a challenging period in her personal life. Rather than allowing life to drag her down, she roused the energy to transform personal trials into the benefit of others. That's when Karen first got involved with Women Giving Back, offering her time and talents as a volunteer and development committee member, and providing support for countless women in need throughout the NOVA community.**

#### Stepping Up

"I was looking for a place at which my daughters and I could volunteer together. My focus was on helping women and children in need," Karen reflects. She vividly recalls her very first experience with Women Giving Back (WBG) as impactful and deeply emotional.

"The volunteer coordinator called me to meet a client, Vera, at the boutique for a personal shopping appointment," she begins. "The client was living in a shelter, but the circumstances of why

she was there were unknown. She was scheduled to interview for the job of receptionist at the shelter in which she lived."

Vera was lacking appropriate interview attire — along with the self-esteem to land a job. She had recently gained weight and had taken to wearing sweatpants and sweatshirts; interview-appropriate attire could not be found in her wardrobe.

"I asked her what colors she liked to wear and a few other questions. So, I just picked out a few things I thought would look nice and asked her to try them on. At first, she was very shy and reluctant to come out of the dressing room."

But eventually, Vera started to gain a sense of comfort. Karen could see that she was enjoying the process of trying on different outfits - a sense of self-love was building.

...



“She walked into WGB with literally no expression on her face and slumped shoulders, but walked out with her head held high and a smile on her face,” Karen reflects. “She said she had never felt so pretty.”

Women Giving Back

Women Giving Back has been a crucial resource and support to human service programs throughout the Greater Washington Metro Area. With close to 200 shelters, domestic violence and human trafficking programs, medical facilities and local government agencies, they provide a full range of services for those in need. Women Giving Back serves 400 to 600 women and children every month.

“The cost of living is extremely high in our region,” Karen explains. “Low-income households are spending upwards of 40 to 50 percent on housing costs alone. After food, transportation, and other essential costs, this leaves little to no room in the budget for clothing.”

Women Giving Back can provide women and children in need with on-trend clothing. The increased self-esteem that comes from looking and feeling good about oneself helps give them the self-confidence to secure and maintain employment.

“It not only helps individual women, but contributes to stable families, which in turn, improves the viability and safety of our communities. Having appropriate clothing and school supplies boosts students’ self-esteem and alleviates the visible burden of poverty. As a result, students are more incentivized to attend school because they can do so without feeling different,” Karen says.

Karen also notes the alarming number of victims of domestic abuse and human trafficking that are in our area. “Women who are fleeing these horrific situations are often doing so with only the clothes on their backs.”

Unlike other charities that sell items at a discounted price or distribute without regard to specific needs, Women Giving Back offers an experience in a unique, boutique-like atmosphere. “We are focused on helping women arrive at a level of self-confidence that enables them to improve their lives and achieve independence,” Karen explains. And women shop in the boutique completely free of charge.

The Gift of Giving

“Being able to volunteer and work directly with the people you are helping and seeing the effect it has is the most fulfilling



Team photo: Karen Sparks, Andrea Cancellare, Administrative Assistant, and David Blahuta, Realtor®, MRP Director of Veteran & Military Programs

[thing] about WGB. I’ve donated money to many charities and bought toys at Christmas, but seeing the women and children and hearing their stories has affected me in so many ways.

“I’ve been so very fortunate my entire life to have more than enough of everything, but not always aware of how fortunate nor have I always been grateful for it. My experiences at WGB has totally transformed my perspective on my own life.”

By getting involved in the charity alongside her daughters, Karen has been able to share the experience of giving with her family. “It allows them to see and hear about those less fortunate...Living in the affluent area of NOVA, it can be difficult to understand because so many have so much.” Karen’s entire family is involved with the charity. Her husband and son often help around the warehouse and boutique, while both of her daughters volunteer regularly.

Whether she’s working in real estate, with her family, or giving back to the community, Karen is working hard to be the most giving, authentic version of herself.

Karen has been in the real estate industry since 1998, first as a loan officer and then in residential sales. She has one daughter still at home and two adult children who live close by. Karen is a native Virginian and currently lives in Fairfax with her husband, daughter, two (spoiled) dachshunds, and two cats.

“I just try to be me. I love what I do. I work hard, dream big, and hope to make a difference,” she says.

For more information about Women Giving Back, visit womengivingback.org.



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# Scott MacDonald

## A PASSION FOR PROFESSIONALISM

### ► cover story

By Karla Lutz Bowling

*Scott MacDonald, President and Owner of RE/MAX Gateway, has been in the real estate industry for more than 30 years. A trusted leader in the Northern Virginia and DC Metro real estate market, Scott has built a company known for their professionalism and attention to detail. RE/MAX Gateway specializes in residential real estate and is headquartered in Chantilly, Virginia, with additional offices in Ashburn, Fairfax, Lorton, and Gainesville. The company is client-centric, offering a full suite of services in all five offices.*

RE/MAX Gateway's reputation for providing unparalleled client service is matched only by Scott's steadfast commitment to his agents. He understands that to thrive in the marketplace, he has to offer agents the education, training, tools, and systems to secure their success. Maintaining high professional standards ensures they will continue to produce at the top of their game.

"I'm passionate about providing value to our agents. We offer an environment that is fun, friendly, and fosters the sharing of ideas, so everyone succeeds. We provide the education and training to help them achieve their goals. Knowledgeable, highly professional agents make more money," Scott affirms.

"We also provide services to our agents to free up their time and bring balance to their real estate career so they can take their life to the next level. Whether that means spending more time with their family, being able to prospect more, or taking more vacations, that's the goal we want to accomplish," he adds.



Scott's core philosophy to invest in his agents and assemble a team of top professionals has produced an award-winning organization. RE/MAX Gateway was awarded Outstanding Brokerage of the Year for the RE/MAX Central Atlantic Region in 2013. That same year, they were also the recipient of the coveted RE/MAX Eagle

***"I'm passionate about providing value to our agents. We offer an environment that is fun, friendly, and fosters the sharing of ideas so everyone succeeds. We provide the education and training to help them achieve their goals. Knowledgeable, highly professional agents make more money,"***

Award. Scott was inducted into the RE/MAX Hall of Fame in 2004 and recognized with the Lifetime Achievement Award in 2008. He also received the NVAR Pioneer Club honor, which recognizes the talents, contributions, and commitments made by those who have been in the real estate profession for at least 25 years. He serves on the Bright MLS Board of Directors and is president of the RE/MAX Franchisee Association, which is working hand in hand with RE/MAX, LLC to enhance the brand.

Scott's success is not measured solely by accolades; it can also be translated into numbers. The RE/MAX Gateway Team's 2017 volume was over \$20 million. Scott's total career volume is more than \$1 billion, and he has helped more than 1,000 families buy or sell their homes. "To be honest, I rarely pay attention to awards and production numbers. I don't think it matters to the client how much I've sold, they just want to know that I am the best person to help them with their purchase or sale. If pressed, I would have to say I'm most proud of the RE/MAX Brokerage of the Year Award and the NVAR Hall of Fame Award because neither of those were production awards — those are meaningful."

Scott's initial venture into real estate came somewhat serendipitously after years of working for his brother's carpet cleaning business. His brother started the company when he was 17 and Scott was 16. Scott worked for him throughout his remaining years of high school and whenever he was home from college. The company grew from the two of them going door-to-door cleaning carpets to a large company of 268 employees with commercial and residential contracts from Baltimore down to Fredericksburg. Scott finished school and began working for the company full time, often seven days a week for long hours, with the promise of becoming

ing a partner in the business. He waited patiently, but that offer never came. One day Scott was at a friend's house whose mother suggested he had the personality and determination to succeed in real estate. Scott took her advice and began studying. After he obtained his real estate license, he thought he would give his brother one more chance, so he went into the office with his license in hand and said he was going into real estate if he wasn't offered a partnership. His brother turned him down and predicted he would be back in three months working for him — this turned out to be just the motivation Scott needed to propel his drive to succeed.

Scott began his real estate career in 1988 with Shannon and Luchs, a regional company which was the third oldest real estate firm in the country at the time. He left there to work with Prime Properties based out of Fair Lakes in Fairfax, Virginia. It was a company tied to one of the most renowned developers in the area, The Peterson Companies. There he learned about land development, new home sales, and developed his skills as a broker. When that company closed, he went to work for another broker with about 40 agents in three offices.

They eventually merged and went from being more of a family-oriented environment to a corporate environment with less agent support, which was not an environment that Scott was interested in working at. In 2001, he embarked on a new course joining the RE/MAX network as an owner of RE/MAX Gateway. Through the years, opportunities arose to enable him to expand his team and open new offices, always keeping the primary focus on how best to serve their clients with skilled, professional expertise.

"I like being in control of my destiny. If I worked for someone else, I wouldn't be in control. It also gives





...

me the ability to pass my knowledge onto others. The most rewarding part of my business is to see an agent's growth over the years and watch them become better than they were before they joined the company. I enjoy providing them with good advice, encouraging them to make good decisions, and supporting them on their pathway to success," he says. Scott has a natural ability to teach and is generous in sharing his expertise. Not only is he passionate about hands-on education and training, but he also writes about market trends and shares his business acumen via his weblog. His timely web articles focus on Northern Virginia real estate market trends and insights, and his new video series How to Become a Peak Performer teaches in quick, one-minute videos.

Scott shares that an essential piece of advice he can give agents is to concentrate on establishing relationships with more people and making those relationships deeper. "Right now, there is so much noise about the disruptors, the interlopers, in our business. This business is all about relationships, ones that are supported by technology. It is not a technology-first business. The relationships come first. So often agents will say, 'Oh, I'll just do a mailing. I'll do an email marketing campaign. I'll do Zillow leads.' They're not focused on going out and joining a networking group or being part of an alumni association or some other type of group that gets them out talking with people, meeting with people one-on-one. That's what more agents need to do — build those strong bonds because then those disruptors aren't going to be able to compete," Scott adds.

When asked what he believes sets him apart from others in this industry, Scott says, "I think it's because I care about people's success more than they care about it for themselves. It's all about how you treat people, how people feel when they work with you. That makes the difference. So even when you simply do the little things, it makes a big difference to them and has a tremendous impact."

Scott is grateful for the opportunities real estate has provided for him and his family. He and his wife Liz have been married for 25 years. Their son Ian is a sophomore at High Point University, and their daughter Lindsey is a junior in high school. Being able to travel as a family and experience the world together has been one of the advantages of owning his own company and controlling his destiny. They have trekked the adventurous Inca Trail and climbed majestic Mount Kilimanjaro. Being a highly sought after speaker has enabled Scott to travel throughout the continental United States, Canada, Alaska, and South America.

***Scott shares, "Success is being able to do what you want to do when you want to do it. But in the end, it's more important that I made a difference in other people's lives and lived my life in a manner that will make my children proud. I want to be remembered for having a positive impact and making a difference in the lives I encountered along the way."***



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Kudos to Damon Nicholas, of The Damon Sells Homes Team, for this gorgeous listing in Clifton, Virginia.

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## TOP 200 STANDINGS

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

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Debbie Dogrul	Long & Foster Real Estate	10.5	\$5,571,820	10.5	\$5,101,500	21	\$10,673,320
2	Keri Shull	Optime Realty	8	\$4,731,200	11	\$5,304,950	19	\$10,036,150
3	Dianne Van Volkenburg	Long & Foster Real Estate	3	\$4,335,000	3	\$4,335,000	6	\$8,670,000
4	Jennifer Walker	Mcenearney Associates	3	\$4,435,000	1	\$3,250,000	4	\$7,685,000
5	Richard Mountjoy	Keller Williams Realty	1	\$3,300,000	1	\$3,300,000	2	\$6,600,000
6	Sarah Reynolds	Keller Williams Chantilly	13	\$4,888,500	3.5	\$1,679,500	16.5	\$6,568,000
7	John Shafran	Yeonas & Shafran Real Estate	1	\$6,156,000	0	\$0	1	\$6,156,000
8	Dean Yeonas	Yeonas & Shafran Real Estate	0	\$0	1	\$6,156,000	1	\$6,156,000
9	Phyllis Patterson	TTR Sotheby's International	1	\$1,262,000	5	\$4,701,990	6	\$5,963,990
10	Janet Callander	Weichert	3	\$2,895,000	2	\$2,340,000	5	\$5,235,000
11	Sue Goodhart	Compass	5	\$4,223,400	1	\$637,500	6	\$4,860,900
12	Paul Macmahon	Sheridan-Mac Mahon Ltd.	2	\$2,400,000	2	\$2,400,000	4	\$4,800,000
13	Vicky Noufal	Pearson Smith Realty	2.5	\$2,157,605	3	\$2,157,655	5.5	\$4,315,260
14	Steven Wydler	Compass	1.5	\$1,413,500	1	\$2,888,636	2.5	\$4,302,136
15	Kristen Jones	Mcenearney Associates	1	\$1,399,999	2	\$2,748,999	3	\$4,148,998
16	Jean Garrell	Keller Williams Realty	5.5	\$3,934,000	0	\$0	5.5	\$3,934,000
17	Scott Fortney	Fortney Fine Properties	1	\$1,695,000	3	\$2,235,000	4	\$3,930,000
18	Marianne Prendergast	Washington Fine Properties	1	\$1,230,000	1	\$2,700,000	2	\$3,930,000
19	Bruce Tyburski	RE/MAX Executives	3.5	\$1,848,700	3	\$2,067,500	6.5	\$3,916,200
20	Victoria(Tori) Mckinney	Kw Metro Center	1	\$1,615,000	2	\$2,290,000	3	\$3,905,000
21	Russell Arkin	Kw Metro Center	3	\$2,275,500	2	\$1,629,000	5	\$3,904,500
22	Katherine Karafotas	Swd Realty	1	\$1,950,000	1	\$1,950,000	2	\$3,900,000
23	Lizzie Helmig	Pearson Smith Realty	3	\$1,236,000	7	\$2,493,000	10	\$3,729,000
24	Roy Kohn	Redfin Corporation	8	\$3,712,250	0	\$0	8	\$3,712,250
25	Theresa Twiford	Advon Real Estate	2	\$1,561,738	3	\$2,142,238	5	\$3,703,976
26	Michael Sobhi	Fairfax Realty Select	4	\$1,902,500	3	\$1,755,000	7	\$3,657,500
27	Jon Appleman	Berkshire Hathaway	3	\$3,655,875	0	\$0	3	\$3,655,875
28	Karen Freije	Long & Foster Real Estate	1	\$1,800,000	1	\$1,800,000	2	\$3,600,000
29	Tom Francis	Keller Williams Realty	2	\$3,545,000	0	\$0	2	\$3,545,000
30	Bradley Wisley	Berkshire Hathaway	4	\$2,464,800	2	\$1,062,000	6	\$3,526,800
31	Abuzar Waleed	RE/MAX Executives	4.5	\$1,599,050	4	\$1,766,900	8.5	\$3,365,950
32	Mitchell Curtis	Kw Metro Center	1.5	\$582,500	3	\$2,747,500	4.5	\$3,330,000
33	Deborah Shapiro	Ttr Sothebys International	3	\$2,096,000	1	\$1,228,000	4	\$3,324,000
34	Michael Putnam	RE/MAX Executives	5	\$2,480,000	1	\$799,000	6	\$3,279,000
35	Amelia Robinette	Fass Results, .	2.5	\$1,489,000	1	\$1,754,725	3.5	\$3,243,725



# TOP 200 STANDINGS

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

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
36	Christina O'Donnell	RE/MAX West End	1.5	\$1,810,000	1	\$1,421,300	2.5	\$3,231,300
37	David Poole	Berkshire Hathaway	0	\$0	4	\$3,228,400	4	\$3,228,400
38	Linh Aquino	Redfin Corporation	5	\$3,216,900	0	\$0	5	\$3,216,900
39	Cynthia Schneider	Long & Foster Real Estate	4	\$1,851,000	3.5	\$1,283,500	7.5	\$3,134,500
40	Jennifer Young	Keller Williams Chantilly	7	\$2,943,500	1	\$188,000	8	\$3,131,500
41	Lisa Thompson	Hunt Country Sotheby's	2	\$3,100,000	0	\$0	2	\$3,100,000
42	Daan De Raedt	RE/MAX Allegiance	4	\$1,905,000	2	\$1,145,000	6	\$3,050,000
43	Laura Mensing	Long & Foster Real Estate	0.5	\$802,500	2	\$2,131,000	2.5	\$2,933,500
44	Julie Hertel	Century 21 Redwood Realty	4	\$2,183,000	1	\$750,000	5	\$2,933,000
45	Warren Kluth	Long & Foster Real Estate	2	\$2,928,000	0	\$0	2	\$2,928,000
46	Guy Golan	Redfin Corporation	0	\$0	3	\$2,857,000	3	\$2,857,000
47	Jeannene Marconi	Hunt Country Sotheby's	2	\$1,449,000	2	\$1,400,000	4	\$2,849,000
48	Bo Bloomer	Century 21 Redwood Realty	1	\$875,000	1	\$1,925,000	2	\$2,800,000
49	Billy Buck	William G. Buck & Assoc.	2	\$1,711,800	1	\$1,085,000	3	\$2,796,800
50	Susan Gray	Coldwell Banker Residential	2	\$1,414,000	2	\$1,382,000	4	\$2,796,000
51	Laura Bailey	Coldwell Banker Residential	3	\$1,194,000	4	\$1,570,500	7	\$2,764,500
52	Patricia Ammann	Redfin Corporation	2	\$675,000	4	\$2,083,900	6	\$2,758,900
53	James Nellis	Keller Williams Fairfax Gateway	2	\$984,500	3	\$1,771,500	5	\$2,756,000
54	Jonathan Granlund	Pearson Smith Realty	3	\$1,729,900	1	\$939,000	4	\$2,668,900
55	Patricia Fales	RE/MAX Allegiance	2	\$1,582,100	1	\$1,050,000	3	\$2,632,100
56	Peter Braun	Long & Foster Real Estate	2.5	\$1,673,000	1	\$930,000	3.5	\$2,603,000
57	Janet Pearson	Pearson Smith Realty	4	\$2,581,393	0	\$0	4	\$2,581,393
58	Elizabeth Kovalak	Keller Williams Realty	2	\$1,169,000	3	\$1,393,500	5	\$2,562,500
59	Kristina Walker	Keller Williams Realty Falls	2	\$2,550,000	0	\$0	2	\$2,550,000
60	Elizabeth Twigg	Mcenearney Associates	4	\$2,532,500	0	\$0	4	\$2,532,500
61	Brett Rice	RE/MAX Executives	1	\$1,250,000	1	\$1,250,000	2	\$2,500,000
62	Nikalette Lee	RE/MAX Executives	3	\$1,439,000	2	\$1,049,000	5	\$2,488,000
63	Samer Makhlouf	Apex Home Realty	6.5	\$2,484,650	0	\$0	6.5	\$2,484,650
64	Constantine Anthony	Pearson Smith Realty	1	\$575,000	2	\$1,881,012	3	\$2,456,012
65	Mohammad Rofougaran	Northern Virginia Homes	0	\$0	1	\$2,450,000	1	\$2,450,000
66	Derek Huetinck	Beacon Crest Real Estate	0	\$0	2	\$2,450,000	2	\$2,450,000
67	Erika Potter	RE/MAX Select Properties	1	\$1,223,503	1	\$1,223,503	2	\$2,447,006
68	Martine Irmer	Long & Foster Real Estate	0.5	\$281,250	2	\$2,135,000	2.5	\$2,416,250
69	Elizabeth Lucchesi	Long & Foster Real Estate	1	\$1,680,000	1	\$702,000	2	\$2,382,000
70	Ngoc Do	Long & Foster Real Estate	2	\$1,051,000	3	\$1,315,000	5	\$2,366,000

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
71	Micah Corder	Washington Fine Properties	1	\$2,343,818	0	\$0	1	\$2,343,818
72	Jennifer Thornett	Washington Fine Properties	1	\$2,343,818	0	\$0	1	\$2,343,818
73	Laura Nunley	Mcenearney Associates	1	\$2,340,000	0	\$0	1	\$2,340,000
74	Amy Dilley-Davis	Washington Fine Properties	0	\$0	1	\$2,340,000	1	\$2,340,000
75	Yongsun Ryu	ABC Real Estate	1	\$744,490	2	\$1,524,490	3	\$2,268,980
76	Marsha Wolber	Long & Foster Real Estate	2	\$1,295,000	1	\$973,000	3	\$2,268,000
77	Brian Adem	Arlington Realty	1	\$825,000	2	\$1,440,000	3	\$2,265,000
78	Monica Hugie	Long & Foster Real Estate	2	\$2,235,000	0	\$0	2	\$2,235,000
79	Lisa Dubois-Headley	RE/MAX West End	1	\$165,000	3	\$2,052,500	4	\$2,217,500
80	Rebecca Mccullough	Mcenearney Associates	2	\$1,327,500	1	\$880,000	3	\$2,207,500
81	Brian Gaverth	Redfin Corporation	4	\$2,205,000	0	\$0	4	\$2,205,000
82	Jacqueline Balcells	Century 21 New Millennium	2	\$964,000	1	\$1,230,000	3	\$2,194,000
83	Dianne Misleh	Weichert	1	\$495,000	1	\$1,680,000	2	\$2,175,000
84	Ana Ron	Anr Realty	5	\$2,169,300	0	\$0	5	\$2,169,300
85	Jeanne Russell Warner	TTR Sotheby's International	1	\$862,500	1	\$1,290,000	2	\$2,152,500
86	Heidi Robbins	William G. Buck & Assoc.	1	\$1,192,500	2	\$957,000	3	\$2,149,500
87	Heather Carlson	RE/MAX Allegiance	2	\$1,092,000	1	\$1,050,000	3	\$2,142,000
88	Mickey Glassman	RE/MAX Premier	4	\$1,895,600	1	\$245,000	5	\$2,140,600

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# TOP 200 STANDINGS

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

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
89	Lynn Hoover	Mcenearney Associates	1	\$830,000	1	\$1,300,000	2	\$2,130,000
90	Michael Dotterweich	RE/MAX Gateway	3	\$1,462,000	1	\$625,000	4	\$2,087,000
91	Kamal Parakh	Customer Realty	0	\$0	4	\$2,086,000	4	\$2,086,000
92	Srinivasan Nelaturu	Alluri Realty	0	\$0	4	\$2,086,000	4	\$2,086,000
93	Christopher Craddock	Keller Williams Realty	2	\$683,950	4	\$1,392,000	6	\$2,075,950
94	Catherine Ryan	Long & Foster Real Estate	0	\$0	3	\$2,065,000	3	\$2,065,000
95	Elizabeth Kline	RE/MAX Executives	1.5	\$1,082,250	1.5	\$980,900	3	\$2,063,150
96	Colleen Fox	Century 21 Redwood Realty	2	\$1,320,000	1	\$734,900	3	\$2,054,900
97	Venugopal Ravva	Maram Realty	0	\$0	4	\$2,050,000	4	\$2,050,000
98	Janneth Enriquez	Four Seasons Realty	1	\$240,000	5	\$1,800,500	6	\$2,040,500
99	Alexander Bracke	Pearson Smith Realty	2.5	\$1,251,990	2	\$786,990	4.5	\$2,038,980
100	Dinh Pham	Fairfax Realty Select	2	\$937,500	2	\$1,095,000	4	\$2,032,500
101	Debbie Kent	Cottage Street Realty	3	\$2,014,900	0	\$0	3	\$2,014,900
102	Bichlan Decaro	Westgate Realty Group	1	\$1,125,000	2	\$887,000	3	\$2,012,000
103	Darren Robertson	Keller Williams Fairfax Gateway	0	\$0	4	\$1,994,999	4	\$1,994,999
104	John Denny	Long & Foster Real Estate	2.5	\$1,092,200	1	\$890,000	3.5	\$1,982,200
105	Jeremy Browne	TTR Sotheby's International	3	\$1,975,000	0	\$0	3	\$1,975,000
106	Glynis Canto	Keller Williams Realty	0.5	\$438,500	1	\$1,525,000	1.5	\$1,963,500
107	N. Casey Margenau	Casey Margenau Fine Homes	2.5	\$1,962,500	0	\$0	2.5	\$1,962,500
108	Kendell Walker	Redfin Corporation	1	\$650,000	3	\$1,285,500	4	\$1,935,500

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
109	Lucinda Beline	Weichert	1	\$1,120,000	1	\$815,000	2	\$1,935,000
110	Patricia Stack	Weichert	1	\$892,000	1	\$1,041,000	2	\$1,933,000
111	Lilian Jorgenson	Long & Foster Real Estate	2	\$1,924,900	0	\$0	2	\$1,924,900
112	Megan Bailey	Coldwell Banker Residential	1	\$660,000	2	\$1,256,000	3	\$1,916,000
113	James Kerr	Coldwell Banker Residential	1	\$756,911	2	\$1,155,911	3	\$1,912,822
114	Stephanie Carter	Fathom Realty	1	\$950,000	1	\$950,000	2	\$1,900,000
115	Cathy D'Antuono	Coldwell Banker Residential	1	\$330,000	3	\$1,566,500	4	\$1,896,500
116	Sa Lam	Fairfax Realty Select	2	\$1,150,000	1	\$745,000	3	\$1,895,000
117	Catherine Jouet	Kw Metro Center	0	\$0	1	\$1,885,000	1	\$1,885,000
118	Vie Nguyen	Pearson Smith Realty	0	\$0	3	\$1,876,000	3	\$1,876,000
119	Kelly Gaitten	Berkshire Hathaway	2	\$1,215,500	1	\$649,000	3	\$1,864,500
120	Tanya Spotts	Long & Foster Real Estate	1	\$347,000	2	\$1,515,000	3	\$1,862,000
121	Karen Reynoso	Kw Metro Center	3	\$1,445,000	1	\$415,000	4	\$1,860,000
122	Megan Fass	Fass Results, .	1.5	\$1,090,250	1	\$767,000	2.5	\$1,857,250
123	Mckay Sailer	Century 21 Redwood Realty	1	\$495,000	2	\$1,349,990	3	\$1,844,990
124	Ginny Howden	Long & Foster Real Estate	0.5	\$434,000	2	\$1,409,000	2.5	\$1,843,000
125	Mark Williams	Berkshire Hathaway	0.5	\$420,000	3	\$1,414,000	3.5	\$1,834,000

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# TOP 200 STANDINGS

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

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
126	Mohamad Ahmadinejad	Federated Realty	4	\$1,830,000	0	\$0	4	\$1,830,000
127	Phillip Chernitzer	Reo Real Estate	4	\$1,826,000	0	\$0	4	\$1,826,000
128	Lizbeth Voegtlin	Keller Williams Capital	3	\$1,325,000	1	\$500,000	4	\$1,825,000
129	Amare Tesfaye	Keller Williams Fairfax Gateway	0	\$0	2	\$1,815,000	2	\$1,815,000
130	Paul Thistle	Take 2 Real Estate	0	\$0	3	\$1,814,500	3	\$1,814,500
131	Sandra Shimonio	Redfin Corporation	0	\$0	3	\$1,812,400	3	\$1,812,400
132	Irina Babb	RE/MAX Allegiance	3	\$1,806,000	0	\$0	3	\$1,806,000
133	Yasmine Cathell	Keller Williams Realty	0.5	\$478,000	2	\$1,322,000	2.5	\$1,800,000
134	Laura Maschler	Century 21 New Millennium	0	\$0	1	\$1,800,000	1	\$1,800,000
135	Barbara Rohde	Long & Foster Real Estate	1	\$1,800,000	0	\$0	1	\$1,800,000
136	Henry Hyde	RE/MAX Allegiance	0	\$0	1	\$1,799,000	1	\$1,799,000
137	Deborah Frank	Deb Frank Homes	2	\$1,791,000	0	\$0	2	\$1,791,000
138	Kathleen Fong	Kw Metro Center	2	\$1,780,400	0	\$0	2	\$1,780,400
139	Matthew Shepard	Kw Metro Center	2	\$1,780,400	0	\$0	2	\$1,780,400
140	Lisa Patton	Long & Foster Real Estate	3	\$1,766,800	0	\$0	3	\$1,766,800
141	Heather Corey	TTR Sotheby's International	2	\$1,765,000	0	\$0	2	\$1,765,000
142	Mary Beth Eisenhard	Long & Foster Real Estate	0.5	\$265,000	3	\$1,485,000	3.5	\$1,750,000
143	Carla Brown	Toll Brothers Real Estate	3	\$1,729,545	0	\$0	3	\$1,729,545
144	Farkhanda Iqbal	RE/MAX Real Estate	2	\$827,000	2	\$900,375	4	\$1,727,375
145	Piper Yerks	Washington Fine Properties	1	\$1,725,000	0	\$0	1	\$1,725,000


#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
146	Scott Shawkey	Keller Williams Realty	1.5	\$1,724,000	0	\$0	1.5	\$1,724,000
147	Mandeep Mokha	Century 21 New Millennium	1	\$475,000	3	\$1,246,600	4	\$1,721,600
148	Adrianne Sleight	Samson Properties	1	\$859,337	1	\$859,337	2	\$1,718,674
149	Kathleen Shipley	Long & Foster Real Estate	2	\$1,710,000	0	\$0	2	\$1,710,000
150	George Cranwell	G.E. Cranwell & Assoc., Ltd.	1	\$850,000	1	\$850,000	2	\$1,700,000
151	David Smith	Samson Properties	1	\$881,000	2	\$819,000	3	\$1,700,000
152	Ramaswamy	Keller Williams Chantilly	1	\$849,000	1	\$849,000	2	\$1,698,000
153	Donna Cramer	Mcenearney Associates	1	\$845,000	1	\$845,000	2	\$1,690,000
154	Michelle Sanoske	Century 21 Redwood Realty	1	\$865,000	2	\$820,000	3	\$1,685,000
155	Tamoley Curran	Mcenearney Associates	0	\$0	1	\$1,680,000	1	\$1,680,000
156	Susan Mayhew	United Real Estate	2	\$1,003,400	1	\$675,000	3	\$1,678,400
157	Lee Braun	Long & Foster Real Estate	2.5	\$1,673,000	0	\$0	2.5	\$1,673,000
158	Kay Houghton	Kw Metro Center	2	\$824,000	2	\$845,000	4	\$1,669,000
159	Ning Zeng	Samson Properties	1	\$560,000	1	\$1,100,000	2	\$1,660,000
160	Marilyn Melnicove	Long & Foster Real Estate	0	\$0	1	\$1,660,000	1	\$1,660,000
161	Michael Flannagan	Flannagan Associates	0	\$0	1	\$1,650,000	1	\$1,650,000
162	Francoise Campbell	Century 21 New Millennium	1	\$569,900	1	\$1,080,000	2	\$1,649,900
163	Valerie Gaskins	Weichert	0	\$0	2	\$1,645,000	2	\$1,645,000
164	Raghava Pallapolu	Fairfax Realty 50/66	1	\$345,000	2	\$1,297,000	3	\$1,642,000
165	Anita Mason	Weichert	1	\$1,075,000	1	\$562,500	2	\$1,637,500
166	Lori Hall	Long & Foster Real Estate	4	\$1,632,500	0	\$0	4	\$1,632,500
167	Victoria Girdis	Keller Williams Realty	0.5	\$304,000	3	\$1,324,900	3.5	\$1,628,900
168	John Goodwyn	Keller Williams Realty Falls	0	\$0	3	\$1,625,000	3	\$1,625,000
169	Ashraf Morsi	Keller Williams Realty	0	\$0	2	\$1,616,800	2	\$1,616,800
170	Abdullah Alyamani	Proplocate Realty	0	\$0	1	\$1,615,000	1	\$1,615,000
171	Timothy Clasen	RE/MAX Allegiance	2	\$740,000	2	\$875,000	4	\$1,615,000
172	Kari Govan	Keller Williams Realty	1	\$931,100	1	\$679,900	2	\$1,611,000
173	Michael Webb	RE/MAX Allegiance	0.5	\$359,500	2	\$1,250,000	2.5	\$1,609,500
174	Rajesh Cheruku	Ikon Realty - Ashburn	0	\$0	3	\$1,607,500	3	\$1,607,500
175	John Seggerman	Keller Williams Realty Falls	0	\$0	1	\$1,605,000	1	\$1,605,000
176	Ryan Rauner	Century 21 New Millennium	2	\$801,999	2	\$801,999	4	\$1,603,998
177	Donna Henshaw	Avery-Hess, Realtors	2	\$1,601,500	0	\$0	2	\$1,601,500
178	Shaun Murphy	RE/MAX Allegiance	2	\$1,142,500	1	\$450,000	3	\$1,592,500
179	Andy Nguyen	Usa One Realty	1	\$419,000	2	\$1,170,000	3	\$1,589,000

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# TOP 200 STANDINGS

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

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
180	Lucia De Aguiar	Long & Foster Real Estate	1	\$1,125,000	1	\$457,000	2	\$1,582,000
181	Ghassan Ghaida	RE/MAX One Solutions	0	\$0	2	\$1,575,000	2	\$1,575,000
182	Raya Fridental	Redfin Corporation	0	\$0	2	\$1,564,999	2	\$1,564,999
183	Patricia Shannon	Long & Foster Real Estate	2	\$761,500	2	\$800,000	4	\$1,561,500
184	Robert Soltani	Fairfax Realty Of Tysons	1	\$925,000	1	\$635,800	2	\$1,560,800
185	Joan Reimann	Mcenearney Associates	1	\$797,000	1	\$757,500	2	\$1,554,500
186	Ann Greene	Coldwell Banker Residential	2	\$962,900	1	\$591,000	3	\$1,553,900
187	Andre Perez	Compass	0	\$0	1	\$1,550,000	1	\$1,550,000
188	Kristen Mason Coreas	Keller Williams Realty Falls	2	\$1,033,000	1	\$510,000	3	\$1,543,000
189	Feven Woldu	RE/MAX Allegiance	1.5	\$1,540,000	0	\$0	1.5	\$1,540,000
190	Jake Sullivan	RE/MAX Allegiance	1.5	\$1,540,000	0	\$0	1.5	\$1,540,000
191	Lorrie Penn Hunter	RE/MAX Gateway	1	\$1,000,000	1	\$540,000	2	\$1,540,000
192	Julie Chesser	Century 21 New Millennium	2	\$865,000	1	\$670,000	3	\$1,535,000
193	Peter Pejacevich	Middleburg Real Estate	0.5	\$1,000,000	1	\$520,000	1.5	\$1,520,000
194	Constance Ide	Coldwell Banker Residential	2	\$1,220,000	1	\$299,900	3	\$1,519,900
195	Sueyen Rhee	RE/MAX Allegiance	0.5	\$445,000	2	\$1,068,000	2.5	\$1,513,000
196	Caridad Garcia	Coldwell Banker Residential	1	\$621,300	1	\$888,800	2	\$1,510,100
197	Jerry Rowzie	Living Realty	2	\$685,000	2	\$825,000	4	\$1,510,000
198	Joyce Becker	Weichert	0	\$0	2	\$1,507,100	2	\$1,507,100
199	Kolleen Kennedy	Mcenearney Associates	2	\$1,505,000	0	\$0	2	\$1,505,000
200	Caitlin Ellis	Pearson Smith Realty	2	\$994,900	1	\$507,000	3	\$1,501,900

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