

A portrait of a woman with long, wavy brown hair, smiling warmly at the camera. She is wearing a white shirt with thin, dark vertical stripes and a matching fabric tied in a knot at her neck. The background is a soft, out-of-focus outdoor setting with warm, earthy tones.

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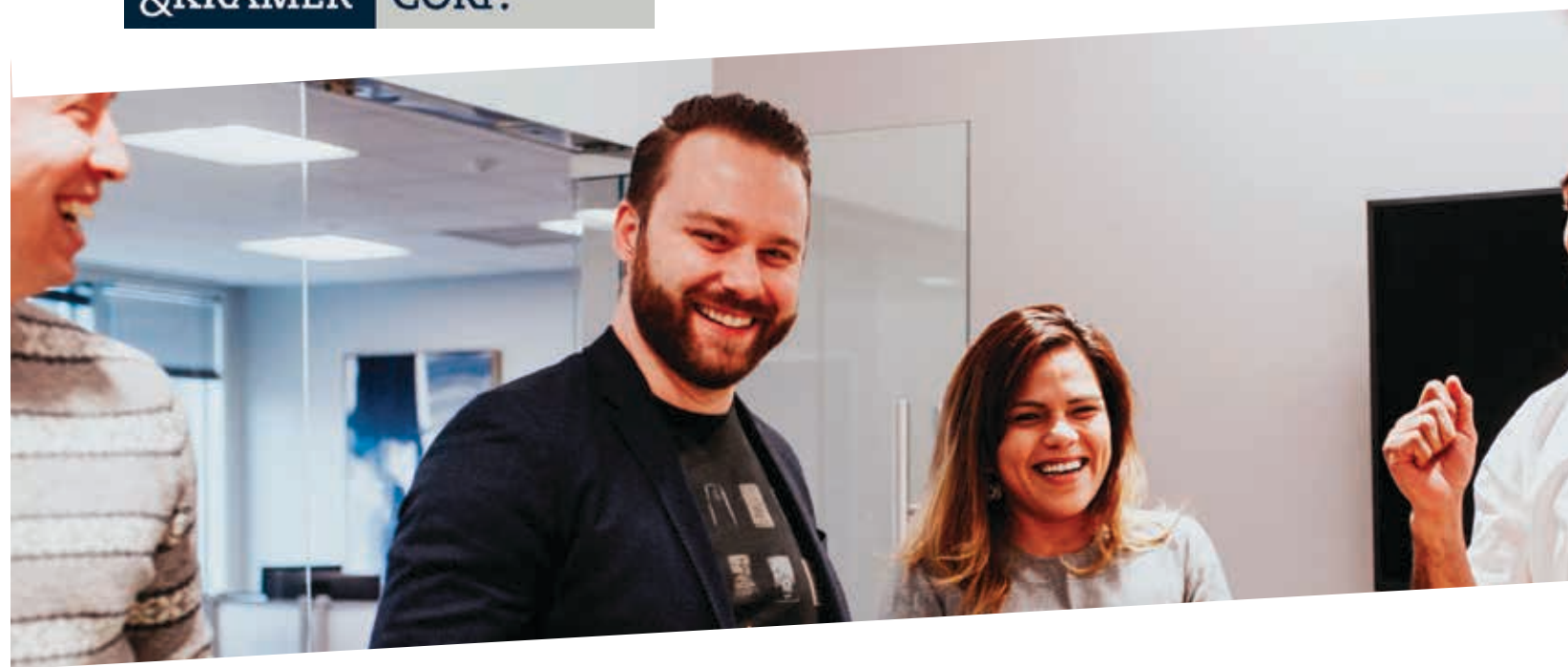
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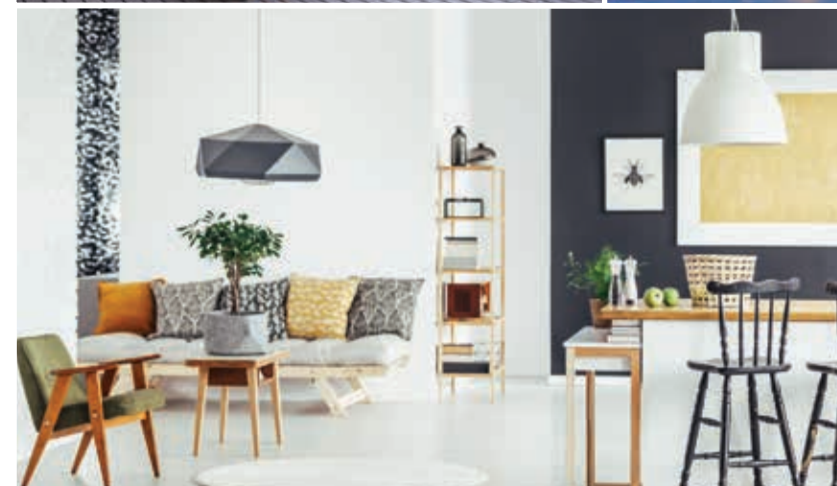
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►► publisher's note

DEAR NOVA REAL PRODUCERS,

It seems like just yesterday we were waiting on that pudgy, little groundhog to deliver us from the cold. It's now May and spring is in the air; the flowers are in full bloom, and open houses are in abundance. It's the season of selling! I would also be remiss if I didn't recognize all of our fantastic Moms out there who continue to knock it out of the park! Happy Mother's Day!

Over the past year, our *NOVA Real Producers* team has been busy. We have increased our staff by 50%, created and innovated new industry-related technology, hosted over 12 relationship building events, launched our inaugural awards gala, activated our new annual directory, and were recognized, on a national level, as the 2018 Rookie of the Year by N2 Publishing. Whew!....That's a lot! And none of this would be possible without the encouragement and support from our Top Realtors and Preferred Partners. Thank You!

The momentum above is addictive, and I have to admit – The *NOVA Real Producers* team is on fire! Many of you have asked for digital copies of the magazine and

event planning. Your wish is now a reality! With a little bit of ingenuity and a lot of hard work, we are excited to launch our DigaPub Application for iOS and Android. What's even better than that? This application was created for the DC Metro and Northern Virginia region, but now, due to high demand, it will be launched **NATIONALLY**! That's amazing stuff right there, and we are thrilled to celebrate our success with each of you.

If you haven't joined our private Facebook group, don't miss out. Remember to check out our cover story and partner spotlight interviews on our YouTube channel and on Spotify.

Endeavor on!

Kristin Brindley

Publisher *NOVA Real Producers*

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Presents

Golden Nuggets



Kelly Gaitten

Berkshire Hathaway

“I once had a boss tell me, ‘Don’t bring me problems, bring me solutions.’ I use that every single day.”

“I’ve learned that people will forget what you said, people will forget what you did, but people will never

forget how you made them feel.”



Amina Basic

KW McLean / Great Falls

“Don’t ever stop learning. Invest in yourself. Invest in coaching. Be surrounded by positivity. Strive for greatness.”

Hannah Won

Pearson Smith Realty

“Even after all this time, the sun never says to the earth, ‘You owe me.’ Look what happens with a love like that. It lights the whole sky.” -Hafiz



Cristina Dougherty

Cristina Dougherty & Associates with Long & Foster

“Strive not to be a success, but rather to be of value.” -Albert Einstein



Trish and Young Kim

Staged Interior

“Right pricing gets you in the game, home staging gets you the offer.” - Gary Keller

The power of home staging is old news to most real estate agents, but finding

a staging company that offers the quality and service necessary to prepare their listings with the highest marketing potential is the key. Since 2006, Trish and Young Kim have provided Washington, DC, metro area real estate agents with staging services that have a long-standing reputation for being “second to none.”



Patrick Fogarty

Wilkinson PM & HomeFirst Realty

Around the office, they like to quote Michael Leboeuf: “A satisfied customer is the best business strategy of all.”

They like to maintain the motto “work to live, not live to work!”



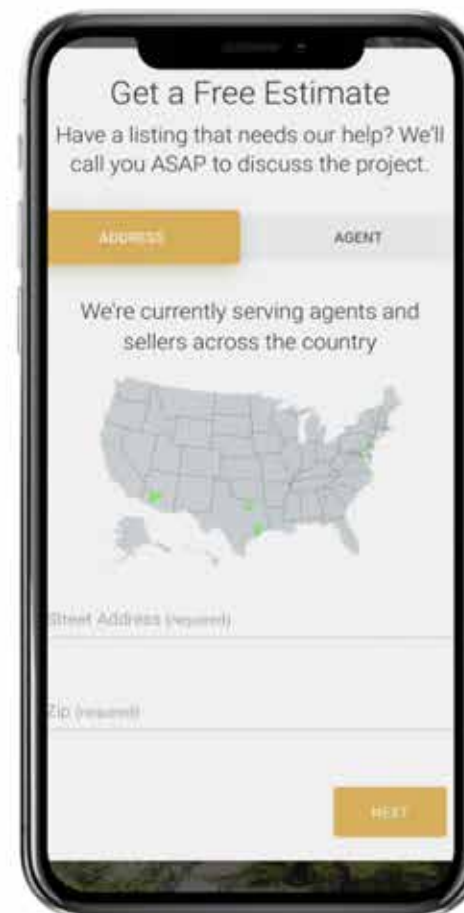
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▶ partner spotlight

Trish and Young Kim

STAGED INTERIOR



The power of home staging is old news to most real estate agents, but finding a staging company that offers the quality and service necessary to prepare their listings with the highest marketing potential is the key. Since 2006, Trish and Young Kim have provided Washington, DC, metro area real estate agents with staging services that have a long-standing reputation for being “second to none.”

In 2006, interior decorator Patricia “Trish” Kim and her husband, Young Kim, decided to follow a friend’s advice and consider going into, at the time, a nascent real estate service industry called home staging. Young had been working in the IT field and was ready for a change. That year, they founded their company, Staged Interior, and worked out of their home until the furniture, art, and accessories used in their staging projects took over every square inch. Since then, Staged Interior has grown to fill a warehouse of over 20,000 square feet in Chantilly, Virginia.

After 18 years of working with homeowners, helping them make personal design decisions, and providing furniture and accessory

resources, the idea of helping real estate agents and their clients make homes look their best to potential buyers was a new challenge that was very appealing. They quickly saw that preparing a home for sale was a very different challenge from preparing an occupied home with a family.

When a home is staged for sale, it becomes more than just visually compelling to potential buyers -- it is truly ready to be bought. Buyers are attracted to staged homes on both an emotional and visual level. Trish and Young Kim found this challenge thrilling and have never looked back. They now stage between 280 to 300 homes per year, working with real estate agents and their clients,



as well as new home builders, to make sure each home is truly ready to sell. They often repeat a quote by Gary Keller, co-founder of Keller Williams: “Right pricing gets you in the game, home staging gets you the offer.”

While building their company, the real estate market was also changing. Days on the market were more critical than ever. A home well prepared for sale could sell more quickly and at a higher price. Also, the internet now allowed online viewing of homes, so the homes that photographed best, usually the staged homes, were the ones potential buyers wanted to see. Beautifully staged homes also showed well in printed brochures, a real benefit for real estate agents who are always striving to showcase their properties in the best way possible.

Over time, the need to make the properties look their best to potential buyers has only gotten greater. Buyers have become more sophisticated. They are more likely to preview properties on the internet and on social media, maybe even before calling a real estate agent. Home staging has grown at the same phenomenal rate.

Real estate agents often experience another type of challenge when selling homes: they have clients who are eager to sell their homes, but the agents know that the homes are just not going to show well. This is a very delicate situation. Agents know it can be difficult to convey that a house that is beautifully designed for a family is not the same as a house that is beautifully prepared to sell. The Kims have built their company to partner with agents who are in this delicate situation. Agents can

rely on Staged Interior to expertly confer with their clients about what changes need to be made to sell successfully, and then follow up with an expert staging plan to enhance these changes, and deliver with great customer service.

The result has been many satisfied agents who testify: “The secret to my success is working with Staged Interior,” and “The professional advice and service you have provided is definitely second to none!” Their numerous awards, from Houzz and the International Association of Home Staging Professionals (IAHSP), also underline how well Staged Interior meets both agents’ and home sellers’ needs.

As a former IT contractor, Young brought data tracking into the daily life of the company. Over the past 13 years and 1,700-plus properties staged, he has tracked the performance of his company’s staged properties proving that home staging does indeed result in homes selling at top dollar and in shorter amounts of time than homes that are not staged. The numbers vary, but the most recent numbers for January to November 2018 show their staged homes selling in an average of 24 days on the market, compared with the general sales average of 33 days on



They often repeat a quote by Gary Keller, co-founder of Keller Williams: “Right pricing gets you in the game, home staging gets you the offer.”

the market, or 27 percent fewer days on market.* The homes Trish and Young Kim stage, with their team of approximately 20 employees, range from condos to multimillion-dollar estates. The total listing price for those homes is approaching \$2 billion (\$1,634,000,00.00).

Real estate agents often note how much their clients love working with the Staged Interior team. They feel well taken care of, so much so that clients often comment that their homes look better than ever! They are proud to show their homes during the marketing process, and they have even experienced side benefits

like having their staged homes pass inspections more easily because home inspectors often perceive a staged home is well maintained. Additionally, staged homes often appraise for higher values than expected. Real estate agents freely acknowledge that home staging makes the entire home selling process more successful.

Staged Interior is your partner in making your listings look best for your potential buyers.

**Source for general and other sales data: RealEstate Business Intelligence, Market Statistics – Detailed Report, January through November 2018 YTD, Northern Virginia. Staged Interior’s figures are for the same period and for the homes in Virginia that were staged and went under contract.*

» broker spotlight

AMINA BASIC

Building Futures, Changing Lives

By **Karla Bowling**
Photos by **Ryan Corvello Photography**

Amina Basic, CEO and Team Leader at Keller Williams Realty McLean | Great Falls, has a bold confidence that comes from a history of professional achievements in the real estate and sales industries. However, it is her experience growing up in war-torn Bosnia that laid the foundation for her resiliency and tenacity to succeed.

Amina lived an idyllic life in Bosnia as a child and young adult. Bosnia and Herzegovina is a country where pristine rivers and lakes dot the lush landscape, breathtaking snow-covered mountains provide opportunities for skiing, and the coastline peers out to the sea toward Italy. Growing up in her hometown of Sarajevo, there co-existed a vibrant, cosmopolitan mixture of old and new, with skyscrapers and modern buildings standing alongside ancient Turkish mosques and marketplaces. Amina says living in a country that was rich in history, cultural heritage, and geographical beauty was the best of both worlds.

“My childhood was so amazing, so happy, so carefree. When I was 17, I was recruited to be a journalist and became a reporter after studying law and journalism. When I was 20, I had this wonderful job as a correspondent and was on top of the world. Then one day you wake up in the morning, and everything is gone. That was 1992 — the start of the Bosnian War. I continued to work as a journalist throughout the war, covering the unimaginable events of the conflict.

Most people cannot begin to comprehend what it was like. Even when we try to explain to my children the things that happened, it’s hard for them to understand,” she recounts.

“For three years we lived with no electricity, no water, no food. People were starving; they were dying. We didn’t get any assistance except for aid packages that were air-dropped by the United States Army,” she remembers. She smiles as she recalls the contents of the packages that tumbled from the sky — dried fruit, dried meat, peanut butter. “It was like Christmas morning! I especially loved the peanut butter and would even trade my dried meat packets for it. Most Bosnians don’t particularly like peanut butter, so I accumulated what seemed like mountains of packets. That was one of the most memorable things for me -- American peanut butter. I think it was a sign that I was always meant to be in the United States. I just didn’t realize it at the time!” she laughs.

“If someone had told me 30 years ago that I would be sitting in this affluent

area in the United States running a billion-dollar office, I would have said they were crazy!” she confides.

Amina explains that she came to the United States by way of Germany. Leaving Bosnia behind, her family fled the country briefly traveling to Croatia and then settling in Germany. However, after the war, Germany wanted to deport refugees back to Bosnia. Her cousin lived in Baltimore and offered them an opportunity to legally live and work in the United States and obtain a green card through sponsorship in the Diversity Immigrant Visa Permanent Residency Program.

“I barely knew any English but was able to get a job selling glass block windows at a mall kiosk. When people stopped to ask questions, they loved hearing my accent. I really think it boosted my sales! I was very successful and went on to other types of direct sales where relationship building was an important factor for success. Unfortunately, the industry I worked in declined once internet sales took over, and they began to close offices. One day a



friend told me about a great real estate agent who needed a little bit of help, and that’s when I decided to get into the industry.”

Under her leadership as operations director, Amina helped this agent to build the number one team in Virginia. She then moved to Keller Williams to follow her passion for teaching and coaching agents as a CEO and team leader. Currently, the Keller Williams McClean/Great Falls office is the number one single office in Arlington and Fairfax Counties with more than 300 agents. “I love working with top-notch real estate professionals and helping them realize the Keller Williams mission to build careers worth having, businesses worth owning, and lives worth living,” she says.

Amina has combined more than 15 years of experience in business development, staff management, and operations oversight into her leadership role at Keller Williams where she is responsible for the growth and productivity of the McLean/Great Falls office. She loves a challenge and will find innovative, cost-effective solutions to pinpoint areas of improvement for immediate return on investment for her teams.

Amina’s dynamic personality is perfect for the fast-paced schedule she keeps. She is responsible for recruiting, interviewing, and hiring top producing agents. She also facilitates team meetings and provides marketing support, coaching, and training for her agents. Her exceptional motivational and communication skills empower agents and encourage them to be accountable to their goals. In addition to the daily management tasks of lead generation, phone calls, and putting out fires, she also is responsible for developing and maintaining relationships between vendors, such as title companies, stag-ers, and lenders.



Amina is the spark that keeps the momentum going. She has weekly meetings with each sales team in the McLean/Great Falls office and a monthly meeting with an Agent Leadership Council. “I always tell people the toughest part of my job is entertaining an average of 70 to 100 adults every single week in the training room!” she jokes.

“The Keller Williams advantage is in our training. We are the No. 1 training organization in the world — out of all industries, not just real estate. So we have a platform for everyone. Whether you’re a brand new agent or a top producer, our training opens up opportunities to build wealth beyond sales and to become coaches, instructors, and ancillary business owners,” she points out.

Amina is also the East Coast Regional Director at Kristan Cole: Lifestyle Homes Worldwide; as well as a certified coach, trainer, and speaker at The John Maxwell Company. “If you’re going to build a business and work with people, you need to lead people. That’s what appealed to me about becoming a John Maxwell Company coach and trainer. I believe that our real estate professionals, as well as

our partner companies in lending and title work, also need to be leaders,” she emphasizes.

She stresses that the best way to achieve success is to give up control. “It’s true! Agents are typically ‘High D’ personalities — direct, decisive, driven. We like to control things. However, you need to capitalize on your strengths and give up everything else. Figure out what you can leverage out and pay somebody else to do it. Give up that control because there will be someone who can do it much better than you can,” she says. “Also, don’t ever stop learning. Invest in yourself. Invest in coaching. Be surrounded by positivity. Strive for greatness.”

When asked how she hopes to be remembered, Amina admits that she often thinks about that question. “I would love for people to be able to say, ‘She changed my life, and I’m a better person because I knew her.’ I sincerely believe that team leaders change lives. We can change lives every single day through our work, our relationships, and how we go about our daily lives. It’s quite simple: be a kind person, be nice. Wherever you go and whomever you meet provides a unique opportunity to change lives and make a difference.”



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HELPFUL WEBSITES

YOU PROBABLY DIDN'T KNOW EXISTED

By Wade Vander Molen

I get asked a lot of questions over the course of a week. Many of them involve real estate marketing, websites, or how to do something. In some instances, I direct my realtor clients to another website that can answer their question or teach them something new. I'm finding that agents are unaware these helpful websites exist, so I thought it would be a good opportunity to share a few of them with you here.



CLIENT GIANT

Client Giant is a concierge website for real estate agents that help them provide top-level service and touches to their clients. For example, Client Giant can send a bottle of wine after ratification, send moving boxes preparing for the move, send a thank you card after closing, or take care of transferring utilities in the home. Client Giant can even arrange a celebratory dinner for your clients after the transaction has ended. There is a cost for these services, but there are different paid plans for different levels of experience. If you are looking to "Wow!" your clients, or develop a niche system before, during and after the transaction, you might want to consider this service. Check it out at www.clientgiant.com.

COREFACT

Realtors are always on the hunt for good postcard mailing companies. Companies that are cost-effective and can do things in bulk. I try to steer clients away from that, as it's not about quantity in every case.

CoreFact allows a realtor to upload a farm list and create a custom or use a stock postcard, but it drives the homeowner to a landing page to get a CMA, market stats, and more.

Each postcard sent has a "keycode" assigned to it that is connected to the property address. When the homeowner goes to the landing page upon receiving the postcard, they are asked to input the key code. To get the CMA and other neighborhood stats, the homeowner inputs their contact information. At that time, the agent receives an email from CoreFact with the homeowner's information. This notifies the realtor of the homeowner's interest.

This postcard mailing provider allows an agent to send information that a homeowner wants but has to input information to receive, which you in turn receive. It's smart farming and allows the realtor to then follow-up in a more personal way with the homeowners interested in potentially selling. Check it out at www.corefact.com.

BREAKTHROUGH BROKER

This is truly one of the best, most helpful real estate websites. The site is free to sign up and is designed for all realtors. It helps agents on a marketing budget or looking for new innovative marketing ideas. This site helps them with marketing, planning, social media posts, buyer/seller presentations, postcards, flyers, and more. Breakthrough broker is a hub for realtors to

leverage and enhance their current real estate marketing package or create one if they are new to the business. The cost comes in when you decide to purchase marketing materials from the site. Check it out at www.breakthroughbroker.com.

As successful real estate agents, leverage these sites to add innovation and automation to your businesses!



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

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LEGAL DISCLOSURE

By Keith Barrett

The standard Residential Real Estate Contract used in Northern Virginia requires a buyer who has a home inspection contingency to provide, among other things, an entire copy of the home inspection report to the seller by the contingency deadline. Suppose a buyer does so, and in connection with the delivery of the home inspection report to the seller, the buyer also delivers a notice voiding the contract. May the seller share a copy of the original buyer's home inspection report with a subsequent buyer of the seller's property?



To start, pursuant to 18VAC15-40-140 B.: "The licensee [home inspector] shall not disclose any information concerning the results of the home inspection without the approval of the client for whom the home inspection was performed." Thus, a home inspector has a duty to keep confidential both the home inspection report as well as results of the home inspection and may only share such report or information with the client's consent, which in almost all cases is the buyer. However, this speaks to the home inspector's obligation to the buyer. In the above example, the home inspector has provided the report to the buyer (or the buyer's agent with the buyer's permission), and the buyer then provides it to the seller.

The seller thus finds themselves in possession of a copy of a home inspection report regarding the seller's

property, provided by the buyer, with no additional document signed or agreed to by the seller (e.g., confidentiality or non-disclosure agreement) limiting the seller's ability to share such information. While there may likely be language in a home inspector's report limiting the inspector's liability to the party for whom the report was prepared, such language would not limit a third party, who properly comes into possession of the report and who has not otherwise agreed to keep such report confidential, from sharing it.

Practically speaking, if we change the facts just a bit, we may find further support for the proposition that the seller is free to share the home inspection report. Suppose a seller in possession of a home inspection report, delivered by the buyer, shares that inspection

report with a contractor who will perform work on the seller's property to fix certain things before the seller re-lists the property for sale. Or, the seller shares the home inspection report with a new listing agent the seller hired. It is doubtful anyone would find a problem with that.

That said, if a seller decides to share a previous home inspection report with a new buyer, it may be wise to consult legal counsel regarding protective language that the seller may want to utilize limiting the seller's liability and/or getting an acknowledgment from the new buyer that the report is being provided as a courtesy, and that seller is not making any representations or warranties by providing it.



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 is the most important lesson you learned from your mom?



JIN CHEN
“Don’t put off to tomorrow what you can do today.”

I like this philosophy because it’s what makes me hustle today. Every time I think I will just do it tomorrow, the next day ends up even more hectic. So, I’m always glad when I look back in hindsight that I had already gotten it done yesterday - since you never know what tomorrow will bring.



MEGAN FASS
My mom is truly my hero. She taught me to always be kind and thoughtful. But even more importantly, that every single scenario in life has many ways of looking at it, and there is always a positive side to everything. Life is all about choices, and it’s a better life when you choose happiness and kindness. My mom (and my dad) also taught me that all of my choices hold my own consequences, good or bad, and that the choices I make will define my path in life, the people in it, and my overall attitude. My parents gave me the freedom to make my own decisions, which helped build confidence. And they NEVER put me down. Sure, I definitely disappointed them, but they wanted me to learn from those mistakes rather than make me feel bad. I am so grateful to be so lucky to have the parents that I do. I’m am trying to hard to create a happy and loving environment for my own kids. I’ve implemented a saying in our family, that every day we try to be “Happy, Helpful & Thoughtful” and try to help others feel that way, too. My kids’



MARNIE SCHAAR
I love this because my mom was the greatest influence on me and still is!

My mother, whose list of challenges in life is miles long, has taught me to always look on the bright side. She is the most positive person I have ever encountered given all that she has been through. Growing up she always told me I was amazing, and still does. She pretty much let me do whatever I wanted, and I learned the hard way that some of my decisions were not the best. She’s my biggest cheerleader, and she positively has been extremely inspirational.



GEORGE MRAD
Something my mother has told me since I was a child, and now I find myself repeating to my two sons, is: “You do the easy things in life and life will be hard, you do the hard things in life and life will be easy.”



DAVE ADAMS
I learned how to bake and to treat people with respect. My mom was a fantastic role model.

teachers have also tried to implement that in their classes, which is awesome.

Sorry, probably more than you were looking for, but I’m truly grateful for my mom and dad and would love to give them a shout-out they definitely deserve.



AHMAD AYUB
I learned patience, honesty, and to do what is right for yourself and others from her. She is a precious gem in my life.



GAIL ROMANSKY
My mom passed away from breast cancer when I was 23, and I miss her every day, as well as the sage advice she would give to my sister, my friends, and to me. What really stands out in my mind are my mother’s repeated words to be polite, have good manners, and do not gossip. I try to incorporate her spirit in both my personal life and my business.



MOFFETT, LISA
The most important thing that I learned from my 97-year-old mom is to never burn any bridges with people. She told me when I was a teenager that sometimes in life you may not always agree with someone on things, but to always be respectful and treat them in the way that you would want to be treated because you never know when that person might come back in your life or work situation. She also taught me to always be kind and helpful to others by example. One last thing she taught me is to have an excellent work ethic and be a “doer.”

My mom is still alive, and she was a captain in the WAACs, Army, WWII.



CHRISTINE RICH
This is a cute idea.

I’d say two things: My mother showed me how to listen to people and be kind to them. When we went shopping, she always had a nice word to say to strangers. When she worked as a salesperson, she took a sincere interest in listening to the customer and solving their problems.

She also taught me how to fish. This helps me many days when I need to remember that success is often about making your product/service attractive and being patient!



DINH PHAM
I’ve learned many, many things from my mom, but the one thing that really sticks out in my mind is when she told me: “You must always think before you speak because spoken words cannot be taken back.”

That’s something that’s always in the back of my mind, especially when I’m dealing with clients.



CAROL TEMPLE
“Do the right thing...always.”



ROB CHEVEZ
The most important lesson I learned from my mother was the power of passion. Whether it’s pursuing her artwork or making a new friend, her passion for life is contagious and people love being around her. In addition, the kindness and love that she shares with everyone she meets has left a positive impact all over the world.



LEE BRADY
It is almost impossible to say the single most important lesson I learned from mom because there were so many! The lessons I learned while trying to make her proud were probably the most profound. She inspired me to be the best person I possibly could.



IAN MCVEIGH
I’ve learned so much from my mother but some of the most important things are how to be resilient, work hard and always put family first. My mother was an Army wife for over 30 years, and every time we moved, she would find a job that not only helped contribute to the family but allowed her to be home with her children every day when they got home from school. Lots of those jobs were in sales, and she has amazing people skills -- so obviously the apple didn’t fall far from the tree.



CHRIS FISCHER
My mother was a Latin and an English teacher. One of her favorite phrases was de gustibus - which is basically To Each His Own. Not everyone has to like what I like, and that’s very helpful in real estate. If we all liked the same property, it would be SOOOO expensive and all the others would be VERY inexpensive.



PAMELA JONES
The most important life lesson I learned from my mom is to keep looking forward to the things I enjoy in life. Mom was diagnosed in 2009 with lung cancer and battled COPD, asthma, bronchitis, and pneumonia off and on before she left us in 2016. Every time she had a setback, she would ask her doctor, “How soon will I be able to play golf?” She came back time and time again to enjoy the sport she loved so much.



DANILO BOGDANOVIC
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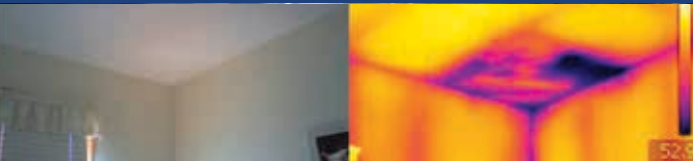
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Cristina Dougherty

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"I want to be remembered for being a loving and caring wife, mother, and person. That's really it."

Cristina Dougherty has traveled a long road to becoming a real estate agent. She grew up overseas where she gained perspective on other ways of life, moved out on her own to attend college where she experienced a new lifestyle and culture, and worked as a public school teacher for over a decade giving everything she had to her profession and her students.

After a challenging home buying experience of her own, Cristina found her way to real estate sales. "I love being a wife and mother and at the same time growing a successful real estate career," she says with a smile. "I want to touch as many lives as I can and make a difference."

It's now been 16 years in real estate, and Cristina couldn't be more pleased with the flexibility her career has offered her. Real estate has allowed her to be a mother, first and foremost. Cristina and her husband, Dan, have three children: Kylie, 14, Mason, 13, and Skylar, 12. Together, they enjoy going on ski trips, traveling, especially to the Caribbean, attending their kids' sporting events, and spending time boating.

Cristina began in real estate before her children were born, and as they've gotten older, her business has steadily grown alongside them. "As my children grew, so did my business," Cristina reflects. "I couldn't have crafted a better path for myself."



Amy O'Rourke, Cristina Dougherty, Stephanie Kohne, Ashley Dunnington



• • •
Ellie Bouchard, Mason Dougherty,
Cristina Dougherty,
Skylar Dougherty (in front),
Kylie Dougherty,
Dan Dougherty, Don Bouchard



When my youngest child went to kindergarten, my business doubled and continued to do so year after year since. Real estate allows me to determine what I deem as important to attend, as with my children's events, and what I can miss if I need to."

Real Producers: How have you juggled the demands of motherhood and a busy real estate career?

Cristina: The only way I have been able to juggle the demands of both is because of my super supportive and flexible husband, as well as my parents who live locally. This juggling has changed over the years, from when I needed actual "babysitting" to now needing help with carpooling and getting all three kids to different places on evenings and weekends -- when the demand for agents is at its greatest.

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

Cristina: I don't think one can ever truly overcome those challenges. I think it is a great disservice to believe a true balance can be achieved in this crazy thing called life. There are always sacrifices and choices, and all of ours are different and unique. It's really about priorities and making sure you are true to what is most important to you, to feel like you are in balance or living your best life.

Real Producers: As a successful businesswoman, what legacy would you like to leave for your children?

Cristina: I would like for my daughter to witness what a woman-owned business looks like and to give her the strength and

confidence to know she can do it too. I want my boys to see what a strong woman can accomplish and to give them the ability to support the women in their lives as they become adults and begin their careers and families.

Real Producers: Do you have stories about your own mother and her influence on you that you would like to share?

Cristina: My mother is an incredible role model. She was a homemaker, which, as I now know, is the hardest and most important job of all. She taught me strength, kindness, unconditional love, and loyalty. Both of my parents were critical in shaping who I am as a mother, wife, and career woman.

Real Producers: What's your happiest or proudest moment?

Cristina: I have to say what every mother would say, being a mom to three amazing children. I feel so blessed for that gift on a daily basis. I am also extremely proud of my team's 2018 production of over \$37 million in closed volume. We are a small team, so this was a huge accomplishment for us!

Raised in Fairfax, Virginia, Cristina Dougherty has watched the local area grow into a complex real estate market. She has over 28 years of work experience serving the public, first as a special education teacher and today as a real estate agent. Cristina was featured in the Washingtonian as a Top Producing Real Estate Agent in the DC Metro Area in 2015-2018 and was recognized as a Top Real Estate Agent by Northern Virginia Magazine in 2016-2018. She currently lives in Fairfax with her husband, Dan, and their three children.



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Patrick Fogarty and Lee Wilkinson

Patrick Fogarty

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Realtors Reap the Rewards of Partnering With the Best in Local Property Management

In the Washington, DC, metro area, there are a number of property management firms, but not all are created equal! There are big chains and franchises, and then there are the independent, locally-owned companies. When choosing a firm to work with, there are a number of things to consider like reputation and experience, but compatibility matters too. Often, locally-owned firms offer the best in personalized service.

Most real estate agents are vested in working with a property management firm they can trust. They want to be able to develop great working relationships with the staff, trust that their clients will be well taken care of, and of course, want to earn a generous referral commission.

How Realtors Reap the Rewards of Partnering with a Great Property Management Firm

If you are a real estate agent looking for a rewarding relationship with a local property management firm, one of the best local companies you can partner with is Wilkinson Property Management (PM) because they specialize in property management. Property management is the focus of their company, whereas many other companies view property management as just a division to hold potential sale listings.

Today, Wilkinson PM enjoys great relationships with area realtors and always ensures that the sale of any property referred to them stays with the referring realtor! In addition, their referral fees are among the highest in the area. They are consistently paying the highest referral fees for properties other realtors refer to them. Plus, that agent will always be referred back when that owner wants to sell the property. Area realtors enjoy peace of mind that their clients are well taken care of by Wilkinson Property Management.

What Sets Wilkinson PM Apart

Armed with a wealth of knowledge and decades of experience, Wilkinson Property Management specializes in the leasing and management of rental properties and have consistently maximized an owner's profits while minimizing liability. They are family owned and operated and just celebrated their 30th year in

business! This multi-generational family company is a cut above the rest because they hold themselves to a higher standard than typical property managers. In their eyes, there are a lot of ways to measure success, but for them, it boils down to keeping their owners and tenants happy because property management is a people-oriented business that relies on strong relationships.

This mantra is reflected in their human-based approach to doing business. At Wilkinson PM, they are serious about ensuring a live person, not a robot, is answering the phone every time, unlike other firms that often rely on voicemail and other electronic systems for communication. Additionally, every team member is well informed, knowledgeable, and integrated into the daily happenings of the company, which means someone in the office can often solve a caller's issue immediately -- even if their property manager is not available! Moreover, they maintain an internal policy to return phone calls and emails within 24 business hours.

Education is very important to Wilkinson PM. All of their property managers are licensed agents who maintain continuous training and stay up-to-date with local, state, and national laws and trends. This is critical because the vast majority of complaints and legal actions in real estate are tenant-related issues. Wilkinson Property Management's training and education programs ensure the safety of their tenants and the best interests of their landlord.

Around the office, they like to quote Michael Leboeuf: "A satisfied customer is the best business strategy of all."

Real Relationships With Real People

At Wilkinson PM, they like to think they have made their mark on the community by being honest, upfront, and conforming to the

highest principles in business. They have made a habit of truly listening to their clients, customers, and colleagues because they know it genuinely helps them improve their business and processes. And with that, most people have tended to agree that the Wilkinson crew is kind-hearted and generally fun to be around.

Lee Wilkinson, co-owner of Wilkinson PM, has been actively serving the company and the Washington, DC, area property management and real estate community for nearly 19 years. His step-brother and co-owner of Wilkinson PM, Patrick Fogarty, has been a part of the business for 13 years.

Lee and Patrick were both raised in families deeply involved in real estate and property management, and today, they are proud to run their multi-generational family company. Even having worked in property management as long as they have, they still find fulfillment in their work on a regular basis with a particular emphasis on relationships.

One of their favorite scenarios is when a long-term client “cashes out” for retirement or a child/grandchild’s college tuition. They think it is terrific to see the huge financial impact an investment property can have. Another example is when a previous tenant becomes a landlord client! This has happened on a number of occasions. Why? Because they liked how the policies were strictly enforced when they were tenants and knew Wilkinson PM was the right choice for property management.

A Multifaceted Approach to Doing Business

Wilkinson Property Management is one of the best local property management companies in the DC metro area, and they acknowledge they didn’t get there alone. They owe much of their success to hiring excellent personnel, implementing great systems that support their company, a passion



for developing a great rapport with clients, and a general willingness to adapt to change when necessary.

Not to mention their use of the latest technologies to support their business and personnel, like Mariano Campos, Gene Williams, Teresa Croce, Don Pett, Beate Whitesell, Chris Kroll, Christine Hines, Julie Posey, Lorraine Deavers, Keith Rudisill, Mary Healey, and Susana Bonanno has been critical to their daily operations. They are also active participants in the National Association of Residential Property Managers (NARPM.org), which aids them with keeping their finger on the pulse of the industry.

Wilkinson Property Management is the founding company of the local NARPM chapter, Nova NARPM, and is committed to helping the industry by elevating the performance and education of all property managers and leasing agents in the area.

They try very hard to encourage a positive work-life balance within the organization by sticking to 8-hour works days and not intruding on evenings and weekends, unless there is an emergency. For them, running a successful business is all about balance. They like to maintain the motto “work to live, not live to work!”

As part of their work-life balance, Patrick and Lee enjoy being frustrated on the golf course, traveling, winter sports in the mountains, and other outdoor activities.

Wilkinson PM has been serving the Northern Virginia market for over 30 years and has three locations in Alexandria and Fredericksburg, Virginia, and Solomons, Maryland. They manage properties in Southern Maryland, parts of DC, and all of Northern Virginia. To learn more about Wilkinson Property Management, visit www.wilkinsonpm.com. You can find them on Facebook at @wilkinsonpm.



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Phyllis Patterson



On the Road of Life: Learning Patience and the Value of Simplicity

▶▶ mother's day special

In her 33+ years in real estate, Phyllis Patterson has seen it all: market swings from ecstatic highs to drudging lows, a transition to a more technology-driven industry, and shifts in home trends and styles – all while navigating changes in her own life's journey.

Today, her goals are quite modest: to simplify her life. Although, admittedly, it's not as easy as it sounds.

"I'd love to go to yoga every day," Phyllis says. "That's exactly what I want to do. It's just being able to take the time to do it." With her four children grown and out of the house, Phyllis and her husband, Ken, are in the process of downsizing their own home from a bountiful waterfront home to a small townhouse. "A really small townhouse," Phyllis says with a laugh. "I'm excited to see how the downsize will make life simpler. I won't have the upkeep of all the things -- the pool, the dock, the boats, the yard. That will make life easier. Simpler. Slow down."

Phyllis goes on to admit, quite genuinely, that she has a tenacity about her, a type A personality. In all her years in real estate, her determination has served her well. And in so many ways, it continues to.



Britt Patterson, Parker Patterson, Phyllis Patterson, Ken Patterson, Paige Patterson and John Taylor Patterson

Joanne Sawczuk, Paige Patterson, Melissa Lepore, Britt Patterson, Phyllis Patterson, Kelsey Duggan and Maria Bowman



“We’re close. We love to be together. We travel together, have holidays together. We’re a tight-knit family.”

Celebrating Family

Phyllis and her husband, Ken, have now been married for 37 years. They have four children: Britt is 35, Paige and Parker are 25, and John is 23.

“That’s been my life,” she says proudly. “We’re close. We love to be together. We travel together, have holidays together. We’re a tight-knit family.”

Today, Britt and Paige work with Phyllis in real estate. “They certainly didn’t want to work for me when they got out of college,” Phyllis says with a laugh. “They both had different jobs, different types of bosses, different expectations, but each of their individual paths eventually led them to work with me. It was important to me that they learn from others and grow before they joined the family business.”

Phyllis boasts, “Britt joined me almost ten years ago as an admin; now, she outsells me! Paige also began exactly one year ago as an assistant and is now licensed and selling. She also keeps us organized and caught up on the latest technologies.”

Looking ahead, Phyllis hopes to continue to move towards a life of simplicity and grace. She was recently promoted to Executive Vice President at TTR Sotheby’s International Realty, and her business is on track to have its best year ever. After years of hard work, Phyllis is re-organizing and restructuring her life in a way that will allow space for more patience and personal growth.

As she prepares to move into the townhouse, Phyllis seeks to create time for more of the things she loves: yoga, exercising, boating, listening to music, reading novels, and, of course, time with her family. Phyllis is aware of how integral to her professional success her family has been and is ever-grateful for all that they bring to her life.

When we asked Phyllis what she liked best about her life so far, her answer was unsurprisingly family-focused.

“My four kids,” she says.

When we asked her, what, if anything, she would like to change about her life, her answer was even more straightforward.

“Nothing.”

When reflecting on her own life, Phyllis remembers that one of her greatest virtues is patience. “Having four kids will teach you that,” she says with a smile.

A Generational Influence

Phyllis grew up in South Carolina; she is the youngest of three and her father was a local politician. On Halloween night, during her senior year in college, her

father was tragically murdered. It was an event that would set the trajectory for the rest of her life.

Phyllis would go on to follow in her father’s footsteps in the political world, eventually driving her to move to DC to work for the South Carolina

senator at the time. She would later move into lobbying.

Seven years after losing her father, Phyllis unexpectedly suffered the loss of her mother to an equally devastating cause: suicide. The shocking loss of both her parents left an imprint on

Phyllis that would stay with her for life.

“That certainly changes your perspective on life,” she reflects. “It left me wanting a family. Wanting to be a mom. When you go through tragic death, it’s painful. Especially when both are

shocking like that. I went through years of therapy to work through it. But ultimately, it left me stronger.”

If there’s a silver lining in Phyllis’s story, it’s that her path has led her to build a beautiful family of her own.

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HANNAH WON

A Patient Approach

By **Zach Cohen**

Photos by **Andrew Sample Photography**

“I’m passionate about helping folks slow down and think carefully about what’s important to them in their home search journey.”

Hannah Won was practically raised at a cultural arts non-profit in Northern Virginia. So as soon as her father allowed, she could be found carrying microphone stands onto the stages at various events and festivals learning how to run sound. “I was in charge of event planning for First Night events and summer concerts from a young age,” Hannah reflects.

Much of her family still lives in Berryville, Virginia, where she was born and raised. “I grew up in an original 1910 farmhouse with no television, air conditioning, central heat, or other things considered pretty standard. As a result, my siblings and I are all very good at amusing ourselves and accustomed to hard work,” Hannah shares with a laugh.

Hannah would go on to spend five years working in early childhood education in both Western Massachusetts and Northern Virginia. “Before becoming a real estate agent, I spent time surveying coral reefs in Belize, playing folk and bluegrass music, and teaching grades PK-2 at Loudoun Country Day School,” Hannah reports.

Through the years, she’s found various ways to become a contributing member of her community. Inspired by the environment of service, creativity, and the arts, Hannah has always held a clear vision of what she aspired to bring to the world.

But, how did she find her way to real estate?

“It was my husband’s good idea,” she says with a smile. “He told me many times that he thought I

would enjoy being a Realtor® and that I’d be a great one! It took a few years and about a dozen mentions, but I finally listened to him.”

She couldn’t be happier that she did. After launching her real estate career in 2017, 2018 turned into a breakthrough year for Hannah. She closed 26 transactions in 2018, and 2019 is looking even brighter.

“I love meeting new people and really diving into who they are and what they need. My husband and I have bought and sold a total of five times during our time together and have made a few fast emotional purchases,” Hannah notes.

Patient and social by nature, Hannah takes great enjoyment in the process of getting to know her clients, developing trust, and forging mutual respect. “It never feels like work at all to me,” she says. “I’m always hungry to learn and improve my craft.”

As she’s getting busier in the business, Hannah is learning how to manage and balance her time more effectively. “From the outside, real estate can seem like a laid-back profession where you sleep as late as you like and then go show a couple of homes, one of which the client decides to buy. In reality, I get up earlier than I used to and work even harder than I ever have before. I’m always trying to make the most of the hours I have,” she explains.

Exercise, consistent sleep, and clean eating help Hannah stay present for the many different moments that each day brings. She tries to keep devices on silent (ideally in a separate room) while she’s with her family, and sets timers for herself during work periods, forming segments of intense focus followed by short breaks. “This helps me avoid distractions and stay on task,” she elaborates.

• • •



...

In her free time, Hannah keeps her creative spirit alive. She can be found playing guitar and singing, sewing, writing, or exercising. “I also pick up and then put down the same knitting project about every three months,” she adds in jest.

Hannah has always been passionate about helping families and young children and enjoys learning more about toddler/child development and the best ways to support her children’s growing minds.

Looking ahead, the future burns bright for Hannah Won. While she hopes her sales numbers continue to rise, her daily focus remains clearly set on delivering top-notch service to her clients, or as she says, “service so good that your clients feel excited to tell their friends about you, even compelled to do so because they know they’re doing their friends a favor.”

“Even after all this time, the sun never says to the earth, ‘You owe me.’ Look what happens with a love like that. It lights the whole sky.” -Hafiz



Benjamin, Hannah, Oliver and Joe



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NOVA Real Producers Awards GALA

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Real Producers, it was an honor to have you at our NOVA Real Producers Inaugural Awards Gala at the Tower Club of Tysons. Our Real Producer community had a wonderful celebration, and we had positive feedback from all who attended. Congratulations to all our awardees: Lilian Jorgenson, Sarah Reynolds, Brad Kiger, Nicole Canole, Keri Shull, Jin Chen, Scott MacDonald, and Karen Briscoe! What an amazing group, and we couldn't be prouder of what they have accomplished. You guys and gals ROCK!

We could not have done this without the support of phenomenal partners: **Curbio**, **Stewart Title**, **HMS National**, **Entrepreneur Services**, and **Strategic Gifting**. Thank you for sponsoring such an amazing event. I can only imagine how awesome next year's gala will be. Thank you again for taking part in this informational and inspirational community. We hope you'll be able to attend the Summer Fling on June 20th.

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KELLY GAITTEN

Living By The Golden Rule

By Karla Lutz Bowling
Photos by Ryan Corvello Photography

» cover story

Kelly Gaitten is one of those people you meet and you immediately feel a connection. Kelly is an associate broker at Berkshire Hathaway HomeServices, PenFed Realty. She's the kind of person you can't help but want to be friends with, and if you're lucky enough to have her as your real estate agent, you've hit the jackpot. It's easy to be charmed by her energy and passion for life because it comes from a genuine concern for others and the ability to relate on a personal level.

Her insight into her clients' needs is intuitive. "Building this business into a career is very rewarding. Real estate is not sales -- it's psychology. Figuring out someone's needs, wants, and real reasons for buying or selling is the best way I can help them. Everyone is going through something — life changes, health changes, or happy things like getting married or having a baby. It's exciting to be involved in people's lives during those big events. I do my best to minimize the stress of the transaction. We can't always accomplish that, but it's my goal," she declares.



Kelly has been around the real estate industry for most of her life. She got her license in 1989 at age 22 at the suggestion of her parents who were real estate investors. However, after a year she decided to put that career on hold when her father became ill with cancer. Her mother, Pat Lynn, still owns, manages, and maintains several commercial, residential, and mixed-use properties in Kelly's hometown of Occoquan, Virginia.

Kelly has never been one to shy away from hard work. At 13, she was already showing her entrepreneurial spirit by mowing grass and picking up groceries for neighbors. In high school, she worked at the Godiva boutique in her hometown and waited tables.

"After high school, I went to college for a few accounting and business courses, but I never finished. I just couldn't figure out what I wanted to be or find my direction, so I went to work! I got an entry-level job in Alexandria as a temp. From there, I worked my way up to an executive level assistant, first for the president of a civil engineering firm, then moved on to Freddie Mac. In 1997, AOL recruited me to be an executive coordinator, and that is where I met my husband," Kelly recounts.

Kelly credits her husband, Steve, for giving her the courage to get back into real estate. "His love and support have helped me become a more independent and confident person. He believes in me like my parents always have. After we got married, we took off for a few years to renovate our historic home. In 2001, we decided we were ready to get back to work. I was struggling with whether to return to an office job or to put my license back to active as a full-time Realtor®. I was afraid to step out on the ledge. One day, [my husband] asked me if I wanted to work for someone else my entire life or bet on myself. I told him, 'I want to bet on me!' That was a turning point in my life and career. The reassurance to make that decision helped me blossom further. Confidence was all I needed. I had everything else, and I never looked back."

Once Kelly stepped onto that ledge, she began to soar. Well known as one of the top producing real estate agents in Northern Virginia, Kelly specializes in luxury homes, horse properties, and historic homes. Her career volume is more than \$200 million, and her last year's volume was \$26 million. Kelly boasts a 5-star rating on Zillow, Google, and Facebook and was recognized as one of Washingtonian Magazine's Best DC Area Realtors (2015 - 2018), and Northern Virginia Magazine's Best Real Estate Agents in 2018.

Her awards are numerous, including 2009 President's Circle, 2010 Leading Edge Society, 2011 Chairman's Circle Gold, 2012 President's Circle, 2013-2016 Chairman's Circle Gold (top 2 percent of the network), 2016 Legend Award (for five consecutive Gold Awards), and Chairman's Circle Platinum (top 1 percent of all agents in network) in 2017 and 2018. Additionally, she has



Kelly and her husband Steve



been recognized as a HomeLight Top Buyer's Agent, Top Seller's Agent, and Top Producer in 2018.

Although her particular expertise is with luxury properties, Kelly points out that she works with buyers and sellers in every price range. She has experience with virtually every type of property, including land sales, single-family homes, and condominiums. She has listed wineries, B&B's, and large estates. "I try to be humble every day — get up, go to work and do my thing. I can have a meeting with a high-level executive selling their home on the golf course or a first-time buyer. Both will get my full attention and level of detail. Be fair, treat everyone like you want to be treated," she says.

Kelly's expertise in historic properties was instrumental in the decision to choose her as the exclusive listing agent for Carter Hall in Millwood, Virginia. This exquisite property is listed at \$12 million and is on the National Register of Historic Places. Stonewall Jackson once used it as his headquarters during the Civil War. The estate includes a spectacular limestone manor house, expansive lawn, and terraced gardens with sweeping panoramic views of the Shenandoah Mountains in all directions. The property has a total of 14 buildings on 87 acres. Currently, it serves as a conference center for the charitable foundation Project Hope.

Kelly says her problem-solving skills are a vital component of her success. When faced with a problem, she doesn't look at it as an obstacle. Instead, she approaches the situation with an attitude that she has been presented with an opportunity to find a solution. "I once had a boss tell me, 'Don't bring me problems, bring me solutions.' I use that every single day," she relates.

Kelly's advice to new and up-and-coming agents is to remember there is nothing that can replace perseverance. "It took me ten

years to get to a notable level of success. I just kept pushing every day. Don't get distracted. Stay focused, and it will pay off. Most of all, keep your chin up. Even when things get slow, you can get out and make some heat. Reach deep down and outside of your comfort zone. I keep pushing myself to do that every day. Don't get complacent. This business does not allow for it. Stay humble."

Kelly attributes her success to the strong foundation her parents gave her and their example of living by The Golden Rule -- do unto others as you would have them do unto you. She adds that success may not always look the way you expect. "Setting a goal and meeting that goal is a great start. Some successes are years in the making. Patience, diligence and passion define success for me."

Kelly is passionate about taking care of her clients, but also tries to strike a balance between work, home, and her personal life. "This business can really pull you in. It's easy to get distracted from life. I try not to miss key events, and I prioritize spending quality time with my family. My husband plays the guitar, and we enjoy singing together when we have time. I also enjoy painting and drawing and recently started painting with pastels. I love to golf, and my husband and I walk three miles every single day with our dogs. That time in the early morning is key for my mental and physical well being. Once I get that done, I feel like I can tackle anything!"

Kelly likes to face each day with a positive outlook and a goal of making a difference in the world around her. She makes friends effortlessly, and her endearing personality is a natural ingredient for building lasting relationships with her clients. Her favorite quote by Maya Angelou is a perfect summary of how she lives her life: "I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel."

"His love and support have helped me become a more independent and confident person. He believes in me like my parents always have."



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TOP 200 STANDINGS

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

#	Name	Office	Sales	Total
1	Keri K Shull	Optime Realty	84	\$52,218,608
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	96	\$47,800,988
3	Debbie Dogrul	Long & Foster Real Estate, Inc.	79.5	\$43,373,428
4	Janet A Callander	Weichert, REALTORS	19	\$20,299,720
5	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	13	\$19,509,740
6	Sue S Goodhart	Compass	23.5	\$19,056,900
7	Phyllis G Patterson	TTR Sotheby's International Realty	19.5	\$17,052,214
8	Jennifer D Young	Keller Williams Chantilly Ventures LLC	41	\$16,964,994
9	Lilian Jorgenson	Long & Foster Real Estate, Inc.	12.5	\$16,150,900
10	Jennifer L Walker	McEneaney Associates, Inc.	18.5	\$15,415,150
11	Bruce A Tyburski	RE/MAX Executives	22	\$13,216,088
12	George W Lodge	Christes Properties	9	\$12,780,000
13	Kathryn R Loughney	Compass	11	\$11,892,000
14	Cynthia Schneider	Long & Foster Real Estate, Inc.	26.5	\$11,575,850
15	Martin K Alloy	SMC Real Estate Corp.	25	\$11,290,110
16	James W Nellis II	Keller Williams Fairfax Gateway	18.5	\$10,999,700
17	Eve M Weber	Long & Foster Real Estate, Inc.	20	\$10,952,200
18	Vicky Z Noufal	Pearson Smith Realty, LLC	14	\$10,393,460
19	Irina Babb	RE/MAX Allegiance	15	\$10,012,000
20	Brittany Lambrechts Camacho	Century 21 Redwood Realty	14	\$9,885,000
21	Dean P Yeonas	Yeonas & Shafran Real Estate, LLC	9	\$9,742,500
22	Carla C Brown	Toll Brothers Real Estate Inc.	16	\$9,679,770
23	Damon A Nicholas	Coldwell Banker Residential Brokerage	18	\$9,645,538
24	Christopher J White	Long & Foster Real Estate, Inc.	12	\$9,558,500
25	Laura C Mensing	Long & Foster Real Estate, Inc.	9.5	\$9,498,600
26	Janet Pearson	Pearson Smith Realty, LLC	15	\$9,440,407
27	Kay Houghton	KW Metro Center	17	\$9,009,750
28	Richard M Mountjoy Jr.	Keller Williams Realty	8	\$8,974,033
29	Lenwood A Johnson	Keller Williams Realty	24	\$8,973,950
30	Christopher Craddock	Keller Williams Realty	23.5	\$8,937,000
31	Erin K Jones	KW Metro Center	23	\$8,888,624
32	Elizabeth A Twigg	McEneaney Associates, Inc.	10	\$8,436,250
33	Kristen K Jones	McEneaney Associates, Inc.	6	\$8,089,000
34	Kimberly A Spear	Keller Williams Realty	14	\$7,973,400
35	Debbie P Kent	Cottage Street Realty LLC	16	\$7,908,569

TOP 200 STANDINGS

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

#	Name	Office	Sales	Total
36	Deborah D Shapiro	TTR Sothebys International Realty	8	\$7,881,000
37	William F Hoffman	Keller Williams Realty	8	\$7,865,280
38	Tom Francis	Keller Williams Realty	6	\$7,750,500
39	Jonathan B DeHart	Long & Foster Real Estate, Inc.	10	\$7,667,500
40	Barbara G Beckwith	McEneaney Associates, Inc.	5	\$7,597,000
41	Aaron A Probasco	Keller Williams Realty Falls Church	8	\$7,536,570
42	Michael I Putnam	RE/MAX Executives	14	\$7,526,500
43	Steven C Wydler	Compass	5	\$7,467,040
44	Natalie H McArtor	Long & Foster Real Estate, Inc.	12.5	\$7,385,500
45	Megan Buckley Fass	FASS Results, LLC.	10	\$7,382,750
46	Christine R Garner	Weichert, REALTORS	10	\$7,376,500
47	Raymond A Gernhart	RE/MAX Executives	11.5	\$7,258,000
48	Kristina S Walker	Keller Williams Realty Falls Church	10	\$7,187,000
49	William R Davis	Century 21 New Millennium	6	\$7,133,370
50	Barbara J Ghadban	Weichert, REALTORS	8	\$7,084,400
51	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	12	\$7,081,825
52	Patricia Fales	RE/MAX Allegiance	10	\$6,898,600
53	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	8	\$6,897,000
54	Christina M O'Donnell	RE/MAX West End	8	\$6,885,100
55	Bron Davis	Coldwell Banker Residential Brokerage	10	\$6,839,000
56	Constantine S Anthony	Pearson Smith Realty, LLC	12.5	\$6,837,905
57	Paul Thistle	Take 2 Real Estate LLC	13	\$6,837,900
58	Anthony H Lam	Redfin Corporation	13	\$6,832,700
59	Mickey Glassman	RE/MAX Premier	13	\$6,801,600
60	Roy Kohn	Redfin Corporation	13	\$6,765,750
61	Ashraf Morsi	Keller Williams Realty	10	\$6,723,985
62	Nikki Lagouros	Keller Williams Realty	18	\$6,686,300
63	Bichlan N DeCaro	Westgate Realty Group, Inc.	13	\$6,685,000
64	Lyndie Votaw	Redfin Corporation	11	\$6,678,000
65	Michael C Manuel	Long & Foster Real Estate, Inc.	11	\$6,662,900
66	Heidi F Robbins	William G. Buck & Assoc., Inc.	7.5	\$6,658,001
67	Michael S Webb	RE/MAX Allegiance	11.5	\$6,476,650
68	Guy F Golan	Redfin Corporation	10	\$6,473,900
69	Marilyn K Brennan	Long & Foster Real Estate, Inc.	10	\$6,471,625
70	Jean K Garrell	Keller Williams Realty	10	\$6,419,470

#	Name	Office	Sales	Total
71	Daan De Raedt	RE/MAX Allegiance	12	\$6,410,500
72	Billy Buck	William G. Buck & Assoc., Inc.	8	\$6,397,301
73	Katherine Karafotas	SWD Realty LLC	4	\$6,375,000
74	Edward R Lang	RE/MAX Premier	14	\$6,338,100
75	Charles Witt	Nova Home Hunters Realty	14	\$6,251,397
76	Lisa B Ford	RE/MAX Premier	9	\$6,241,500
77	Tracey K Barrett	Century 21 Redwood Realty	13	\$6,192,790
78	Abuzar Waleed	RE/MAX Executives LLC	18	\$6,168,850
79	Brian Wilson	KW Metro Center	11	\$6,146,500
80	Venugopal Ravva	Maram Realty LLC	12	\$6,144,268
81	Wes W Stearns	M. O. Wilson Properties	15	\$6,143,060
82	Richard J DiGiovanna	RE/MAX Allegiance	15	\$6,140,000
83	Khalil I El-Ghoul	Glass House Real Estate	10.5	\$6,131,640
84	N. Casey Margenau	CASEY MARGENAU FINE HOMES AND ESTATES INC	4.5	\$6,050,000
85	Catherine F Ryan	Long & Foster Real Estate, Inc.	8	\$5,961,820
86	Shellie M Coury	Keller Williams Realty	8	\$5,960,657
87	Carol C Temple	Coldwell Banker Residential Brokerage	8	\$5,903,200
88	Kevin E LaRue	Century 21 Redwood Realty	11	\$5,903,075

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TOP 200 STANDINGS

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

#	Name	Office	Sales	Total
89	Laura T Bailey	Coldwell Banker Residential Brokerage	16	\$5,826,300
90	Marianne K Prendergast	Washington Fine Properties, LLC	4	\$5,805,000
91	Laura L Maschler	Century 21 New Millennium	3	\$5,790,500
92	Paramjit K Bhamrah	Redfin Corporation	10	\$5,746,949
93	Michael J Anastasia	Long & Foster Real Estate, Inc.	3	\$5,719,500
94	Kenneth E Tully	RE/MAX Preferred Prop., Inc.	7	\$5,697,860
95	Kamal Parakh	Customer Realty LLC	10	\$5,660,000
96	Ramaswamy Balasubramanian	Keller Williams Chantilly Ventures LLC	6	\$5,649,010
97	Pauline K Knipe	Pearson Smith Realty, LLC	7	\$5,642,000
98	Lizzie A Helmig	Pearson Smith Realty, LLC	14	\$5,637,500
99	Heather Carlson	RE/MAX Allegiance	10	\$5,607,900
100	Victoria(Tori) McKinney	KW Metro Center	6	\$5,551,500
101	Jodi W Bentley	Weichert, REALTORS	8	\$5,491,000
102	Kelly Martinez	Coldwell Banker Residential Brokerage	6.5	\$5,446,276
103	ELIZABETH KLINE	RE/MAX Premier	10	\$5,434,150
104	MICHAEL B DOTTERWEICH	RE/MAX Gateway, LLC	10	\$5,432,000
105	Branden L Woodbury	Redfin Corporation	14	\$5,405,998
106	Amber Williams	Sweet Homes America Incorporated	11	\$5,391,500
107	Jason Curry	KW Metro Center	7	\$5,338,000
108	David Poole	Berkshire Hathaway HomeServices PenFed Realty	8.5	\$5,333,900

#	Name	Office	Sales	Total
109	Laura R Schwartz	McEneaney Associates, Inc.	7	\$5,294,536
110	Theresa S Twiford	Advon Real Estate, LLC	7	\$5,287,182
111	Saad Jamil	Samson Properties	12	\$5,279,945
112	Deborah L Wicker	Keller Williams Realty	7	\$5,269,400
113	John W Denny	Long & Foster Real Estate, Inc.	10	\$5,265,749
114	Ashley C Leigh	Linton Hall Realtors	10.5	\$5,253,810
115	Cheryl L Hanback	Redfin Corporation	8	\$5,226,400
116	Mary D Roberge	McEneaney Associates, Inc.	8	\$5,215,500
117	Julie A Hertel	Century 21 Redwood Realty	10	\$5,205,300
118	Angela R Mitchell	Long & Foster Real Estate, Inc.	9	\$5,200,000
119	Lisa Dubois-Headley	RE/MAX West End	8.5	\$5,187,500
120	Dawn D Laughlin	RE/MAX Gateway	8	\$5,178,930
121	David Cabo	Keller Williams Realty	4	\$5,178,000
122	Donna C Henshaw	Avery-Hess, REALTORS	7	\$5,137,500
123	Keith K Howard	Keller Williams Realty	5	\$5,080,000
124	Ashley O'Brien	RE/MAX Preferred Prop., Inc.	2.5	\$5,054,500
125	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	11	\$5,037,750

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

#	Name	Office	Sales	Total
146	Richie Hanna	Keller Williams Fairfax Gateway	10	\$4,737,350
147	Natalie U Roy	KW Metro Center	4.5	\$4,714,000
148	Mark G Goedde	Long & Foster Real Estate, Inc.	7	\$4,709,950
149	Thomas Arehart	Samson Properties	9	\$4,709,522
150	Mark R Sirianni	Ayr Hill Realty	4	\$4,695,000
151	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	10	\$4,694,900
152	Holly Tennant	TTR Sothebys International Realty	5	\$4,684,500
153	Kim Neaveill-Chamberlain	RE/MAX Allegiance	11	\$4,670,550
154	Tammy L Roop	Century 21 New Millennium	11.5	\$4,669,400
155	Terrilynn L Kelley	Weichert, REALTORS	8	\$4,660,340
156	Akshay Bhatnagar	Virginia Select Homes, LLC.	7	\$4,657,190
157	Brian D MacMahon	Redfin Corporation	6	\$4,651,000
158	Rebecca D McCullough	McEneaney Associates, Inc.	7	\$4,644,400
159	A. Casey O'Neal	RE/MAX Allegiance	8.5	\$4,643,950
160	Mary Ann Bendinelli	Weichert, REALTORS	13	\$4,640,146
161	Howard J Swede	Keller Williams Realty/Lee Beaver & Assoc.	9.5	\$4,630,650
162	Joan Stansfield	Keller Williams Realty	6	\$4,630,000
163	Sheri F Allen	Weichert, REALTORS	11	\$4,616,000
164	F. David Billups	Long & Foster Real Estate, Inc.	8	\$4,611,400
165	Viktar Kutsevich	Samson Properties	8	\$4,605,000
166	Sherif Abdalla	Compass	4	\$4,591,250
167	Donna R Lutkins	Keller Williams Realty Dulles	9	\$4,587,500
168	Brian J Adem	Arlington Realty, Inc.	7	\$4,570,536
169	Carol S Hermandorfer	Long & Foster Real Estate, Inc.	6	\$4,556,000
170	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	6	\$4,554,052
171	Lisa T Smith	Pearson Smith Realty, LLC	8.5	\$4,537,900
172	Michelle A Sagatov	Washington Fine Properties	3.5	\$4,531,500
173	Caitlin Ellis	Pearson Smith Realty, LLC	10	\$4,525,550
174	Stacy S Rodgers	Berkshire Hathaway HomeServices PenFed Realty	10	\$4,516,490
175	Kyle R Toomey	Keller Williams Capital Properties	10	\$4,515,500
176	Scott S Fortney	Fortney Fine Properties, LLC	7	\$4,515,000
177	Carolyn A Young	RE/MAX Premier	8	\$4,477,450
178	Gina M Tufano	Pearson Smith Realty, LLC	8.5	\$4,466,260
179	Amelia Robinette	FASS Results, LLC.	6.5	\$4,458,720

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TOP 200 STANDINGS

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

#	Name	Office	Sales	Total
180	Ariana R Gillette	Pearson Smith Realty, LLC	6	\$4,449,990
181	Cathy V Pongmalai	FRANKLY REAL ESTATE INC	7	\$4,446,600
182	Brad C Kintz	Long & Foster Real Estate, Inc.	10	\$4,433,900
183	Henry C Hyde	RE/MAX Allegiance	3	\$4,431,000
184	Robert J Chevez	Keller Williams Realty	9.5	\$4,427,900
185	Deyi S Awadallah	D.S.A. Properties & Investments LLC	8	\$4,424,000
186	LeAnne C Anies	Pearson Smith Realty, LLC	9	\$4,421,000
187	Lisa M Patton	Long & Foster Real Estate, Inc.	10	\$4,409,600
188	Desiree Rejeili	Samson Properties	11	\$4,408,790
189	Janneth Enriquez Miranda	Four Seasons Realty LLC	13	\$4,399,500
190	Marcia Burgos-Stone	Redfin Corporation	10	\$4,391,900
191	Ahmad T Ayub	Redfin Corporation	8	\$4,368,088
192	Terry M Belt	Keller Williams Realty	6	\$4,355,950
193	Mara D Gemon	Redfin Corporation	7	\$4,355,400
194	Yongsun Ryu	ABC Real Estate LLC	6	\$4,321,980
195	Kristin M Francis	Keller Williams Capital Properties	5	\$4,285,380
196	Peter J Braun Jr.	Long & Foster Real Estate, Inc.	7	\$4,284,000
197	Robert W Caines	RE/MAX Select Properties	6	\$4,280,615
198	Diane V Lewis	Washington Fine Properties, LLC	2	\$4,270,000
199	Norman G Odeneal II	KW Metro Center	5	\$4,260,000
200	Nora M Ahlijanian	Samson Properties	6	\$4,250,310



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