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TABLE OF CONTENTS



13

Publisher's
Note



14

Golden
Nuggets



17

Words By
Wade



20

Partner
Spotlight
Trish and
Young
Kim,
Staged
Interior



24

Legal
Hotline



26

Partner
Spotlight
Sherry
Skinner,
Interstate
Moving &
Storage, Inc.



32

Rising
Star
Lindsey
Canaley



36

Cancer
Awareness
Inspiring
Stories
From Our
Communi-
ty



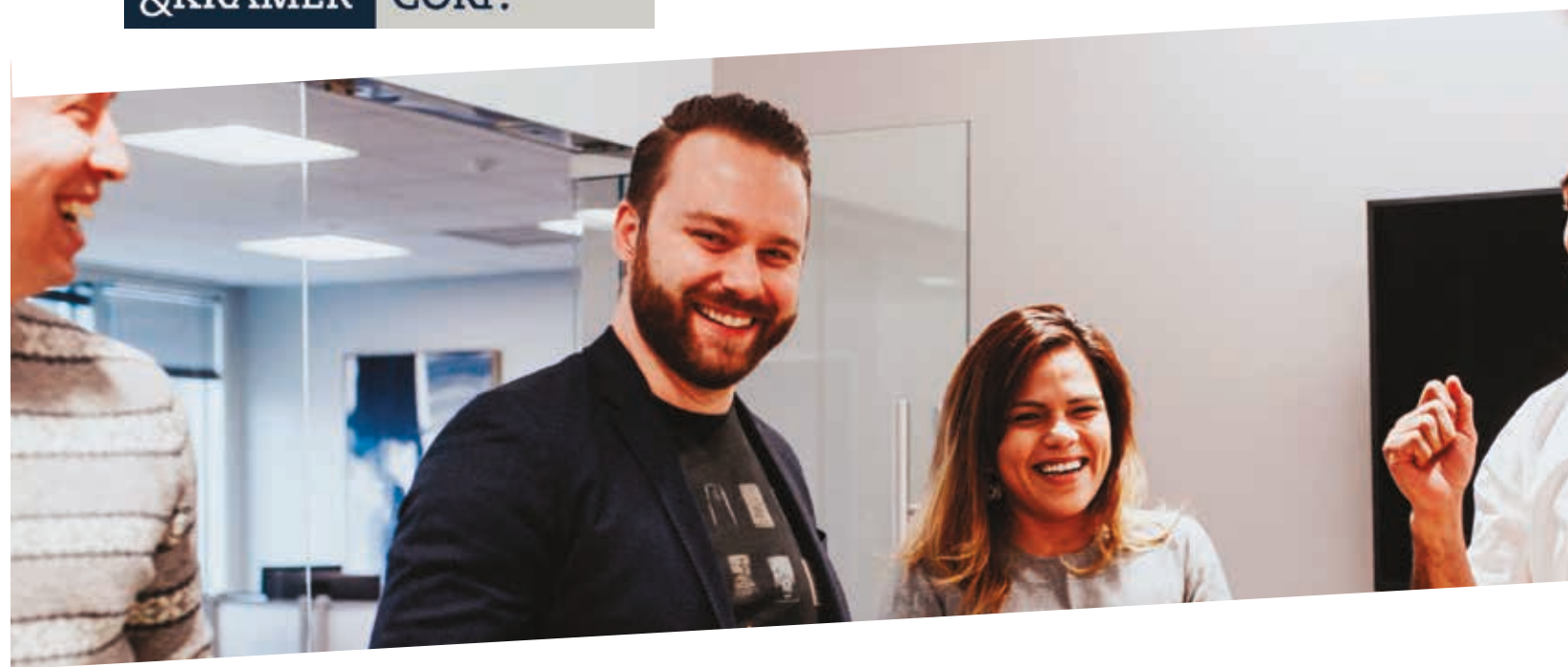
44

Making A
Difference
Annie
Cefaratti



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Chris Channell (DC: MLO266012 DE: MLO-266012 FL: LO56939 GA: 33032 MD: 266012 VA: MLO-9155VA NMLS: 266012) is an agent of Draper and Kramer Mortgage Corp. (NMLS: 2551) an Illinois Residential Mortgage Licensee located at 1431 Opus Place, Suite 200, Downers Grove, IL 60515, 630-376-2100. DC: Mortgage Lender License No. MLO2551. DE: Licensed as a Mortgage Lender by the Office of the State Bank Commissioner, No. 019745. FL: Licensed as a Mortgage Lender by the Office of Financial Regulation No. MLD494. GA: Georgia Residential Mortgage Licensee - Licensed as a Mortgage Lender. MD: Licensed as a Mortgage Lender by the Commissioner of Financial Regulation No. 19525. VA: Licensed as a Mortgage Lender by the Virginia State Corporation Commission No. MC-5630; NMLS ID No. 2551 (www.nmlsconsumeraccess.org). © 2019 Draper and Kramer Mortgage Corp. All Rights Reserved. 03665-02 03/19



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MEET THE
NOVA
REAL PRODUCERS TEAM



Kristin Brindley
Publisher
Kristin.Brindley@
RealProducersMag.com
(313) 971-8312



Kellie Brindley
Chief Operating Officer



Angela Clemons
Events Manager



Mark Celeste
Publishing Assistant



Idolina Walker
Asst. Editor



Karla Bowling
Staff Writer



Zach Cohen
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NOVA REAL PRODUCERS

► publisher's note

This month, our magazine is highlighting cancer awareness. Cancer is one of those things you don't think will happen to you or someone you love until it does. In the early fall of 2013, I found out I had cervical cancer which would require extensive chemotherapy and radiation (internal and external) treatment. Hearing the diagnosis of cancer is like getting punched in the gut and you lose your breath. I think the kicker for me was that my wife, Kellie, was also six months pregnant with our little girl, Avery. It was NOT how we were supposed to celebrate the addition to our family, but Kellie proved to be the rock she normally is and handled it with more strength than I think was humanly possible.

Cancer interrupts your life, and sarcastically, I have to say it's a bitch to work around. I had chemo treatments once a week, and the rest of the week I walked around in a complete fog. I had believed that I would still be working and functioning normally, and oftentimes I did, but oh man...when the chemo fog hits, you really can't do much more than just sit down and rest. On Halloween, my lab work came back indicating I was down a few pints of blood, so the hospital gave me a blood transfusion to perk me up a bit. Kellie had a bit of fun with that one as she told everyone how I was a real-life vampire!

Cancer also impacts your family and friends. The phone calls to loved ones were some of the hardest. The reactions felt were either sadness, anger, empathy, or emptiness. Some just completely lost it on the phone, and when they lost it, I lost it and it would turn into an awful crying mess. Others drifted off and didn't maintain contact during the entire treatment process. Cancer is scary, so oftentimes people run from scary things. At first, I was upset, but now I completely understand and I'm not upset with them for it. I think the hardest part of cancer is the impacts on your immediate family. Kellie now had to drive me to appointments almost every single day. She had to deal with all of my stages of grief and also had to manage the daily/weekly calls to friends and family about the progress. She did all of this while

pregnant and handling a full-time job in the Navy. God bless the woman! Also, I want to give a shout out to my BFF, Brooke! She drove all the way down from NYC to sit with me during some of my treatment and gave Kellie a bit of a break. I will always cherish the love that I have for that woman. Thank you, Brooke!

I was one of the lucky ones! Treatment worked for me. The tumor started shrinking, and my body was responding. As I was approaching the end of my treatment protocol, Kellie became preeclamptic and Baby Avery made her way into the world a whole month early. She was 4 pounds, 14 ounces of pure joy. Though her timing seemed early, she came exactly when she was supposed to. You see, after you complete cancer treatment, you are left with this complete worry between checkups. You start fearing that each time you see the doctor you will be told the cancer is back and that the treatment failed. Thankfully for me, I had a little girl that demanded all of my attention, and I had very little time to dwell on the scary negative. She kept me on my toes and helped bring back my spark. The doctors may have healed my body, but that little girl healed my spirit.

This year marked five years cancer-free. I rang the bell at the hospital, Avery celebrated her 5th birthday, and we continue to celebrate life to the fullest. My biggest takeaway from cancer is that you can't sit back and wait for life. You have to go after it. You have to continue to cherish and not take it for granted. Life is, after all, worth living!

Once again, thank you for reading! I'll see you at the upcoming Mastermind on September 30.



With Gratitude,

Kristin Brindley
Publisher NOVA Real Producers
(313) 971-8312
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PRESENTS

Golden Nuggets



Trish and Young Kim Staged Interior

"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."

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."



Lindsey Canaley Keller Williams Metro Center

"This is about their home, their mortgage, their future. I remind them of that and try and give them as much information, tools, and support to make the decision that is best for their family."

"Our deepest fear is not that we are inadequate. Our deepest fear is that

we are powerful beyond measure. It is our light, not our darkness that most frightens us." –Marianne Williamson



Annie Cefaratti Keller Williams Realty

"Life has its ups and downs. Sometimes you are struggling with a transaction, or you think, 'How am I going to do this?' Whatever it is, you have to find your place inside. You have to do the inner work when you feel lost on the outside. That's what really gets you through."



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words by wade

By Wade Vander Molen



Blog Interlinking for Better Website SEO!

As I teach classes in Northern Virginia to real estate agents who either have a website and want more eyes to it, the same questions arise: “How do I get more people to see my website content?” and, “How do I keep people on my website longer?” Both are valid questions because the more qualified eyes to you, the higher chance of a prospect reaching out to do business.

If someone “discovers” or intentionally visits your website, the end goal is to keep them there as long as possible. The longer they stay and see what you have to offer, the more interested they usually become.

When it comes to content marketing, a great way to increase your website's SEO and push it up the index is called “interlinking.” This is when you link older or related content within your website to new content. It's a strategy most agents don't use with their websites, but here is why you should!

How Interlinking Works

Interlinking works by letting your reading audience know you have older, but also relevant, content on your site that is related to a blog post you recently created. In many instances, a reader isn't going to search back five, 10, or 20 pages on your site to find older blog content. It is your job to let the reading audience know it is there.

The benefit of doing this is it keeps the reader on your site longer and increases the page clicks on your site. The search engines track the length of time people are on your website and how many times they click on pages. This tells the search engines your site is relevant. Use an interlinking strategy to link to other relevant pages or entire blog categories on your site. The longer someone stays on your website, learning, and reading about your value, the higher your organic online conversions will be.

Long Term SEO Benefits

The long-term benefits of your content marketing strategy are huge. Having an upper-hand with Google in your farm area or client demographics will pay dividends and provide a marketing edge versus your competition. The great part is your website and content will sit on the top of a Google search results page for a long time, and it will become increasingly difficult for someone to knock you off. Having many more qualified eyes to your real estate business should help create a loyal customer base.

Having an interlinking strategy helps to achieve both of these things. If you are tracking your website analytics (Google Analytics), it will tell you how many people are visiting your website and the amount of page clicks you have per visit/total. When you start using the interlinking strategy with your online content, you should see an increase in both of those numbers, and ultimately a higher spot on Google for your search terms.



Wade Vander Molen is the Director of Sales/Marketing for Stewart Title in the Northern Virginia/Washington, DC, area and has been in the title industry since 2005.

Wade helps real estate professionals with all facets of their marketing and teaches a new sustainable business model to help them grow their businesses. You can visit Wade at www.DCTitleGuy.com.

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America. Written in 1989 by the postmodernism philosopher and cultural theorist Jean Baudrillard after a lengthy trip across the United States. The book is a hilarious view of the peculiarities of the United States through the eyes of a Frenchman. Much of what he wondered about on the cusp of the 1990s has proven correct. It can be a bit dense when he waxes philosophical, but overall a good view of the U.S.



LISA SMITH
PEARSON SMITH REALTY, LLC

My favorite book: *The Promise of a Pencil: How an Ordinary Person Can Create Extraordinary Change* by Adam Braun.

An amazing and inspiring story about how the author took a trip to India and met a young boy begging on the streets and asked the boy what he most wanted in the world, and he answered a pencil. This triggered a change in the author's life path and since has gone on to create hundreds of schools in other countries for needy children. It has nothing to do with real estate but everything to do with ambition and drive, which can be related to any business. It is an outstanding book.



JANET CATERSON PRICE
MCENEARNEY ASSOCIATES, INC.

Love, Spies and Cyanide by R. K. Price (my husband)

The true Cold War/cold case story of the unsolved death of a mysterious woman and the disappearance of her lover, an alleged Russian spy. All led to a breach in cooperation between the CIA and FBI damaging the country's intelligence network that persisted on September 11, 2001. A fascinating story soon to be released as a documentary for premium television.



MICHELLE SANOSKE
CENTURY 21 REDWOOD REALTY

Hands down, it's *A Moveable Feast* by Ernest Hemingway. It's like re-visiting Paris in the 1920s and being a fly on the wall hearing recounts of Hemingway's interactions with other famous writers. He provides detailed notes to include real addresses of homes, restaurants, and cafes. Truly a moveable feast!



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Trish and Young Kim

STAGED INTERIOR



The power of home staging is old news to most Realtors, but finding a staging company that offers the quality and service necessary to prepare listings with the highest marketing potential is a newer, and key, focus. Since 2006, Trish and Young Kim have provided the Washington DC metro area with award-winning staging services that are “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 a nascent real estate service industry called home staging. After 18 years of working with homeowners and helping them make interior design decisions, Trish felt that helping real estate agents and their clients make homes look their best for potential clients would be a similar, but new, challenge and she would really enjoy it.

Young had been working in the IT field and also had been ready for a change. That year, they founded their company, Staged Interior. They worked out of their home until the furniture, art and accessories used in their staging projects took over every square

inch of it. Since then, Staged Interior has grown to fill a warehouse of over 20,000 square feet in Chantilly, Virginia.

According to Trish, when a home is well staged for sale, it becomes more than just visually compelling to potential buyers. It becomes a property that feels truly ready to be bought. Buyers are then attracted to staged homes on both a visual and emotional level. Trish and Young Kim both found this challenge thrilling and have never looked back.

They now stage over 300 homes per year, working with real estate agents and their clients, as well as new home-builders. 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 they were building Staged Interior, the real estate market was also changing: days on the market (DOM) were becoming more critical than ever. A home well prepared for sale could sell more quickly. A second change happening was the growth in the online viewing of homes. The homes that photographed better were the ones potential buyers were more likely to want to see. They were usually the staged homes! At the same time, beautifully staged homes also tended to sell at a higher price, usually at or above the asking price. Home staging began to grow at a phenomenal rate.

Homes that were both staged and professionally photographed not only showed best online, but also showed best in printed brochures, another benefit for Realtors who showcased their properties in print.

Over time, the need to make properties look their best to buyers has only gotten greater. Buyers have become more sophisticated. They are now even more likely to preview properties on the Internet, as well as on social media, maybe even before calling a Realtor.

Many Realtors also know of a special type of challenge when selling homes: they have clients who are eager to sell their homes, but the Realtors know that the homes are just not going to show well. This is a very delicate situation. They know it can be difficult to convey to a seller that a house that is beautifully designed for family life is not the same

as a house that is beautifully prepared to sell.

The Kims have built their company to partner with Realtors who are in this delicate situation. Realtors can rely on Staged Interior to expertly confer with their clients about what changes need to be made to sell successfully. Clients can choose to make the changes themselves, or they can call Staged Interior for expert staging with great customer service.

The result has been many raving fans 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 Realtors’ and sellers’ needs.

As a former IT contractor, Young brought data tracking into the daily life of the company. Over the past 13 years and 1,900-plus staged properties, he has tracked the performance of his company’s staged properties. This long-term tracking has shown 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 year-to-year, but the numbers for January to May 2019 show their staged homes selling in an average of 12 days on the local market, compared with the general sales average of 38 days on the market*, or 70% fewer days on market. Those same homes closed at average of 100% of list price.

The homes that Staged Interior stage, with their 20 team members, range from condos to multi-million-dollar estates. The total listing price for those homes is approaching \$2 billion (\$1,834,000,000).

Realtors often note how much their clients love working with the Staged Interior team and they are then proud to show their homes during the marketing process. They even experience side benefits such as having their



staged homes pass inspections more easily because home inspectors perceive staged homes as better maintained. Additionally, staged homes often appraise for higher values than expected. Realtors freely acknowledge that home staging makes the entire home selling process more successful.

Staged Interior is proud to claim that they are “your partner in making your listings look their best for your potential buyers.”

*Source for general and other sales data: Real-Estate Business Intelligence, Market Statistics – Detailed Report, January through May 2019 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.

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By Keith Barrett

I graduated from law school in 1997. Over the years, I have been asked all kinds of legal questions by friends, acquaintances, colleagues, and clients. I've also been asked to represent people in various areas of the law. I have turned down most of these requests or not been able to fully answer the questions because they were not within my sphere of competence.

While a law degree entitles one to practice within any area of law one chooses, it is certainly not wise to do so and likely violates ethical responsibilities. In the end, I am simply not competent to practice most areas of the law.

So too with real estate agents. Obtaining a license to practice real estate in Virginia entitles the holder of that license to engage in any real estate service for a client. For

example, residential resale, commercial, land and property management, to name a few. It is also a statewide license, which means the licensee can engage in real estate practice in any area of Virginia they wish. Neither of these would be a good idea.

First, each category of real estate practice has its own unique quirks, terms, and knowledge base. Not having proper familiarity with such things at the very best will cause you to look foolish, and at the worst subject you to liability to your client or others. What's more, Article 11 of the Code of Ethics requires real estate agents to "conform to the standards of practice and competence (emphasis added) which are reasonably expected in the specific real estate disciplines in which they engage." Several years ago, an agent I knew, who had only handled residential real estate

transactions, found herself representing a buyer in a transaction involving a gas station. I implored her to find a commercial real estate agent to work with and have her client hire an attorney. Neither of those occurred. The deal did not go well!

Second, real estate is local. One may be an experienced residential real estate agent, but not being familiar with a particular geographic area can be problematic. Again, the Code of Ethics is instructive. Standard of Practice 11-1 requires a real estate agent to be familiar with the area where the subject property is located when preparing an opinion of real property value or price. What's more, it should just be obvious that generally an agent who practices in Loudoun County, Virginia, probably doesn't know much about Charlottesville and is not well-positioned to advise a buyer or seller regarding property there.

In sum, stay within your sphere of competence. Protect yourself and the public from what you don't know. Oh, and if you get charged with drunk driving, don't call me!



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

licensed title agent, and a Virginia Real Estate Board approved instructor. Keith is the founder of Vesta Settlements. He also serves on the NVAR Standard Forms Committee (including as Past Chairman), the NVAR Attorney Roundtable Committee, is a member of the Virginia Bar Association Real Estate Section and serves on the Virginia Bar Association Real Estate Council.



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A man and a woman are shown in profile, looking towards the right. The man is wearing a straw hat with a dark band and glasses. The woman is wearing glasses and a floral patterned top. They are outdoors with green foliage in the background.

SHERRY SKINNER

Interstate Moving & Storage, Inc.

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In 1943, Arthur E. Morrisette started a moving company with a used truck, a dolly, and some furniture pads. His first invoice was for \$12.50; a humble beginning to what is now a multi-million dollar organization.

Today, Interstate Moving & Storage is led by the third-generation Morrisette family and based in Springfield, Virginia. The company's service portfolio and resources have expanded quite a bit, encompassing a fleet of 300 vehicles servicing the DC, Maryland, and Virginia areas, over 1,500 global service partners, and 6.5 million square feet of shared warehouse space.

Their success has been built on one guiding philosophy: *Top Hat Service*. Top Hat Service, coined by Arthur himself, is more than just a tagline — it's their culture. According to CEO

Bud Morrisette, "This phrase defines the company's efforts to provide a high level of service to our customers. It is how my father and grandfather felt we should run the business, and how we still run the business today."

Interstate is an advocate for national and local organizations such as Toys for Tots, Fairfax County Parks Foundation, George Mason University, and many others. Why is it critical? Bud explains, "Sure, we work hard, but we realize our business wouldn't have lasted as long as it has without the amazing support of our community. That's why it is important to show our gratitude by supporting these organizations."

The company especially loves leading the charge with Wreaths Across America every December by transporting wreaths to the surrounding military cemeteries, including Arlington Cemetery. Last year,

▶▶ partner spotlight

Molly Lauryssens | Photos by A. Claire Vision Photography

...



needs of real estate agents by creating programs best suited for their needs,” Sherry states.

The Clutter Buster program helps sellers remove unnecessary clutter from their homes before they place their house on the market. With this program, the seller is provided two movers for four hours and a storage unit for up to two months. The Clutter Buster is a dream come true for agents, allowing for homes to sell more quickly. The Domino Closing program is another unique offering that assists local buyers with additional holding time between closings.

One thing that always surprises Sherry is how many sellers fail to plan ahead. “It’s amazing how many people have not thought things through — like, what if the house sells fast? Then people scramble to find a mover...” and end up using the only mover available. That’s why she recommends agents inquire about moving plans with the seller at listing time. To support this, Sherry provides real estate agents with co-branded moving brochures to provide with listing materials.

Erick Barr, Interstate’s consumer sales director, explains the last thing people remember after they buy or sell, is the move itself. “Even though they had nothing to do with the move, people tend to associate the experience with the agent. Because of this, we have developed Sherry’s role to better support real estate agents and their clients’ moves.”

Sherry says, “I understand the process. I know how important relationships are [to agents], and I understand what people are going through.” She is active in the real estate community as an affiliate member of the Northern Virginia Association of REALTORS® (NVAR), Prince

William Association of REALTORS® (PWAR), Dulles Area Association of REALTORS® (DAAR), and serves on the NVAR Cares Committee. In 2018, she received the Strategic Partner of the Year Award from the Women’s Council of REALTORS® Northern Virginia Metro.



For 76 years, Interstate has proactively redefined themselves by adding services to meet the needs of real estate agents and their clients. Bud explains it best saying, “We want to stay connected to the customer where we can, and meet as many needs as we can for them during the moving process — [we want to be] a one-stop shop.”



The NVAR Cares Committee is hosting the second annual fundraiser, *Party with a Purpose*, on November 6, at the Carlyle Club in Alexandria benefitting five local charities. To get tickets or learn more, go to NVAR.com.

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LINDSEY CANALEY



Kelly Sanabria, Lindsey Canaley, Erin Jones, Emely Gonzales, Sky Ablay, and Khaneisha Pagan



By **Katie Moore** | Photos by **Ryan Covello Photography**

Lindsey Canaley has real estate in her blood, and that bloodline runs deep. Both her mother and grandmother are Keller Williams mega agents in California. While many have had agents in their families, not everyone can say that their grandmother was in movie theatre commercials before the previews started with the tagline, “Everything we touch turns to sold!” This made her want to crawl under her movie seat as a teenager. Lindsey remembers, “Someone would inevitably lean over and ask, ‘Isn’t that your grandma?’”

Mortification aside, Lindsey is grateful for the roots that her family provided that have been imperative to her success today. Since late 2016, when she started her real estate career, she has received the

Keller Williams Quadruple Gold and Double Platinum awards and is a part of the Agent Leadership Council (ALC), which serves as the Board of Directors for her market center, Keller Williams Realty.



She and her family continue to keep tabs on each other. “My mom and brother are business partners and run a successful team in Burbank, California. We are a little competitive, and yearly we check our rankings with KW to see who did better!”

As a wife, mom of a three-year-old, and the owner of Refresh Yoga Center in Old Town Alexandria who is also finishing her 500-hour yoga certification, she appreciates the flexibility real estate provides, which is her favorite part of being an agent.

She views real estate not as a sales job, but as a consultation. She explains, “I’m here to walk people through the largest transaction of their lives. I hold space for them so they feel comfortable asking as many questions and sharing whatever emotions come up. In many ways, this is a lot like teaching yoga!”

She approaches every client with their needs first. “This is about their home, their mortgage, their future. I remind them of that and try and give them as much information, tools, and support to make the decision that is best for their family,” she states.

And how does she balance her careers with a family? “By understanding that balance doesn’t mean that everything gets an equal amount of time and attention that is the same every single day. People confuse balance with equality all the time. I keep balance by staying present.”



Dan Canaley, Alia Canaley and Lindsey Canaley

It is her presence from the studio to the settlement table that makes her an inspiration. She defines success as, “Enjoying what you do, supporting your family, and giving back to your community.” Lindsey Canaley has



proven to be a star not just from being born into the business, but by making it on her own.

A Few of Her Favorites
Charities: Together We Bake, So Others May Eat
Tech Support: KW Command

Goals: Short-term: To have a really big year so that she can grow her family. Long-term: To be consistent with her business and the yoga studio.
Quote: “Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness, that most frightens us.” –Marianne Williamson



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CANCER AWARENESS

Inspiring Stories From Our Community

October is National Breast Cancer Awareness Month, which reminds us to salute breast cancer survivors, as well as all those who have struggled with cancer. The courage and determination to beat the odds shown by cancer survivors in our *Real Producers* community are awe-inspiring. That many have forged ahead with their businesses regardless is simply stunning. We are proud to share a few of their stories.

Annie Cefaratti

KW The Busy Blondes
Real Estate

Type of cancer?

My sister lived with me until she died of breast cancer.

Please tell us your story.

My sister and I are 22 months apart. She died when she was 51; I had just turned 50. She died two weeks later.

She was a brave soul and my biggest fan and confidant. Her name was Luciamarie.

She lived in San Francisco, California, when an earthquake shook her house (pre-cancer diagnosis), and she didn't like it. So, she picked up, sold her house, and moved to New Orleans where she first learned of her breast cancer.

She was 39 years old. I immediately went to New Orleans to be with her and go through her initial treatments with her. She eventually was clear and stayed that way for the following 11 years — or so we thought. By the time the cancer had come back 11 years later after the lumpectomy, radiation, and Tamoxifen for five years, it had metastasized to her liver and bones. It was too late. She tried with chemo, but the cancer took over. She lived as fully as she could for the next nine months.

She had moved back to San Francisco because of Katrina in New Orleans. Both great cities for her considering she was an artist. Go figure — earthquakes, hurricanes, and then cancer. In the end, she came to live with me for her final months. We had a beautiful goodbye of sorts, struggling through the suffering of her cancer and everything related.



Annie Cefaratti

She was treated in San Francisco, where she had an excellent oncologist who transferred her care to Virginia when she came here to be with me. We shifted to hospice care early on.

Did you continue to sell real estate during treatment?

I met my then future business partner, Melody Novak, who was a lifesaver for me.

We met professionally during a transaction when my sister became very ill. She offered to take over for me, and I let her! I am forever grateful for her in so many ways.

How has it affected your business?

I essentially took time off during my sister's challenge. Melody was an incredible help, and we then forged our businesses together and started the Busy Blondes after my sister died.

I took off nine months — very little work but stayed connected. My client base was supportive. I had to borrow money from myself, so to speak, but I am so grateful for the time I spent with Lucia.

What is your favorite quote?

Hustle. NO!

ALIGN.

Destroy the idea that you have to be constantly working or grinding in order to be successful. Embrace the concept that rest, recovery, and reflection are essential parts of the progress toward a successful and ultimately happy life.

Michelle Williams

MMK Realty

Type of cancer

Breast DCIS Carcinoma in Situ and a Gene Mutation

Are you currently in treatment?

Yes and no; still in reconstructive stage.

Please tell us your story.

As a single mom of twin daughters, one born with a severe life-threatening illness, I thought I would get my real estate license. I can make my own hours and be home when needed. So that’s exactly what I did twenty years ago. I then got married and shortly after that went for my broker’s li-cense intending to run my own business someday. In the summer of 2017, that dream became a reality.

Six months after starting my company, I got my diagnosis. Sud-denly, I’m transformed into a world of biopsies, frequent doctor appointments, surgeries, and self-doubt. Vulnerability is not my strong suit. Strangely, my husband’s struggle with non-Hodgkins lymphoma at 16 years of age was comforting, knowing I can now really relate to him and him to me.

Soon after my diagnosis, it was determined that I have a gene mutation. For my cancer treatment, I opted to have a bilateral mastectomy. A possible lifetime recurrence of breast cancer and just pure fear of chemo and radiation made the discussion less difficult.

I did not want my career to be impacted by this, so I told very few and asked to please keep this quiet. A longtime boss and mentor taught me to keep things to myself; don’t give people a reason to gossip because they will.

Yes, I continued to sell real estate through this. Yes, I did go back to work too soon, which may have lengthened the healing process. After a setback, I’m still in the reconstructive stage. Physical therapy is a daily thing, and constant pain in my right arm is annoying, but it could be worse. Thank goodness for my family, friends, sense of humor, AND my Life with Cancer Sup-port Group, which is helping me through this. Didn’t someone say, “What doesn’t kill you makes you stronger,” believe it!

Did you continue to sell real estate during treatment?

Yes.

Have you recovered, and how has it affected your business?

Still more surgery to go.



Michelle Williams

If you had to take time off from work, how long?

I only took a couple of days “off.” I stayed out of the office for two weeks but worked during that time.

What is your favorite quote?

Do the right thing, you’ll sleep better.

“As God as my witness, they are not going to lick me. I’m going to live through this.” - Gone with the Wind

Brian McGuinness

JKMoving Services

Type of cancer?

Prostate cancer.

Are you currently in treatment?

Yes.

Please tell us your story.

As a marathon runner and triath-lete, I didn’t think I needed to have an annual physical. Ten years passed by in the blink of an eye, and my RN wife ordered me to have a physical on my most recent birthday. Much to my surprise, my urologist told me on a PSA scale of 1-10 (10 being the worst) my score was 158.5. My cancer was very aggressive and spreading. The only option was immediate surgery and radiation. Recovery went very well, and I was back to work in just two weeks.

Did you continue to sell real estate during treatment?

As the VP of Sales at JK Moving Services, I continued to work with our many real estate agents at *NOVA* and *DC METRO Real Producers* every day during my radiation treatment.

Have you recovered, and how has it affected your business?

Currently in remission and receiving my monthly hormone injections.

If you had to take time off from work, how long was it for?

Two weeks.

What is your favorite quote?

Success stops when you do.



Brian McGuinness

Brenda R. Stone

eXp Realty Virginia

Type of cancer?

Stage III breast cancer.

Are you currently in treatment?

Not actively, but on maintenance drug therapy.



Brenda Stone

Please tell us your story.

In 2012, I felt a lump in my left breast. I went to my family doctor, and he ordered a mammogram. I had a couple of clear mammograms prior to this growth. Because I’ve never had children and had small breasts, the conclusion was that I had dense breast tissue, but nothing was seen in the imaging to cause concern. In June 2013, the lump was so large that it was readily felt and growing. Again, my doctor sent me for imaging. The mammogram was clear. I insisted on an ultrasound. The radiologist came in to review the imaging and told me there was no architectural change in the breast tissue so there wasn’t an issue. I told her that I didn’t care. You could feel the huge lump. She said the only way to definitively know was a biopsy, which could only be done with a doctor’s order. I told her to call my doctor immediately and get authorization because I wasn’t leaving until it was done. A couple of days later, I was diagnosed with stage III breast cancer in the left breast, and they found questionable cells in the right.

My husband and I conducted a lot of research and met with doctors. I chose to go to Memorial Sloan Kettering Cancer Center in Manhattan for treat-ment. I took the train back and forth and stayed in a medical hotel during my treatments. I had 16 weeks of eight chemo treatments to shrink the tumor and then had a double mastectomy over Thanksgiving 2013. The surgery was successful, and no cancer was detected in my lymph nodes. I had an exchange surgery with permanent breast implants in March 2014. Due to excessive scar tissue, I had another exchange surgery in 2015.

My post-surgery plan was 10 years of Tamoxifen. Due to the extreme side effects that I was experi-

encing, in December 2017, I had a total hysterecto-my. I am now taking Femara until 2023 as part of my post-cancer care.

What I learned the most is to trust your body. You know it best. Regardless of the imaging or testing, if something feels different or wrong, stand up for yourself. You need to be your own advocate. Being demanding, always questioning, and being relent-less are necessary when it comes to your health. I also cherish my relationships more. Instead of sending birthday or holiday gifts, I look for experi-ences that we can share together, like concerts, the-ater, dinner, etc. I don’t need more things in my life. I’m focusing on being present in my relationships and being connected to friends and family as much as possible, outside of my phone and social media.

Did you continue to sell real estate during treatment?

Yes.

Have you recovered, and how has it affected your business?

I am fully recovered, and it ultimately did not have a long-term effect on my real estate business. I chose during my diagnosis and treatment not to share with many people what I was going through. Less than 10 people, including family, knew what I was going through. This was partly because I am a private person, but the other part was to preserve our real estate business and keep everything mov-ing along like normal.

If you had to take time off from work, how long was it for?

I had a wonderful team (business partner, buyer’s agent, and admin) who stepped in and carried me through my treatment. We built a “napping cubi-cle” during chemo; and when I was tired, I could rest because they were there for me. During and after surgery, I took about a month off but would work from home when I could.

What is your favorite quote?

Everyone you meet is fighting a battle you know nothing about. Be kind. Always.

Charlene Bayes
Berkshire Hathaway HS
PenFed Realty

Type of Cancer?
Breast cancer. The first time was in September 1998; the second time was in January 2010.

Are you currently in treatment?
I'm closely monitored by my oncologist twice a year. Completed oral chemotherapy in June 2018.

Please tell us your story.
The first diagnosis came at age 40 in September 1998 while in Montclair, Virginia. I had two children, one in 6th grade and the other in 11th grade. I had three surgeries, IV chemotherapy, and radiation.

It was difficult as we just moved from Jacksonville, Florida, to Northern Virginia for a second PCS military move. Losing my hair was hard, but my daughter lost her best friend because "cancer is contagious" – that's what the best friend's family told us.

The second diagnosis came at age 52 in January 2010 while in Burke, Virginia. I was divorced. New oncologist, Dr. Mary Wilkinson, new breast surgeon, Dr. Stephanie Akbari, and new microsurgeon, Dr. Steven Davison.

One surgery lasted 21 hours. The operation was unsuccessful, but my survival was successful. I continued with many tests, Lupron, more surgeries for removing estrogen, which contributed to my breast cancer, and oral chemotherapy from 2011 to 2018.

The 2010 diagnosis rocked my world, that's when hope started to fade. Yet, I became determined not to allow cancer to take over my life. It was decision time — take control of my treatment and choose female physicians who would understand me better for the difficult choices I would make.



Charlene Bayes

Working with and under the medical care of these three physicians, I now support advanced technology, such as Oncotype DX testing, temporary morphine pump implant to assist with pain after surgery, and BRCA gene DNA testing.

With the incredible support of my lifelong partner, my entire family on the east coast and the west coast, friends, and so many fellow real estate agents, I chose the fight to live and enjoy life to the fullest! Cancer doesn't define me; cancer strengths me. For me, cancer gave me the chance to enjoy every single minute while giving me the passion for loving my career in real estate. Now, I put 100 percent of myself into helping clients, encouraging my fellow colleagues, and giving my children a reason to be proud of their mother.

Life is short. Live it!

(PS. I lost my younger cousin Craig McNamee, 49, to cancer in September 2017; my younger brother Mark McGrath, 57, to cancer in May 2016; and my younger cousin Julie McNamee, 23, to cancer in January 1998. Yet, cancer is not genetic in our family.)

Did you continue to sell real estate during treatment?
Yes. I was off work for three months (January to April 2010).
Terrific agents helped me with existing clients.

Have you recovered, and how has it affected your business?
Yes, I have recovered. Cancer made me stronger. I live life to the fullest. It helped my real estate career and gave me a new perspective of true happiness. I discovered how much I love to work.

If you had to take time off from work, how long was it for?
First time: Two months. Second time: Three months.

What is your favorite quote?
"Optimism is the foundation of courage." –Nicholas M. Butler

David Norod
WJD Management

Type of cancer?
Prostate.

Are you currently in treatment?
No.

Please tell us your story.
All seven of my uncles on my father's side died of prostate cancer, and my father died of leukemia. So, I have been very cancer-conscious for many years and have had my PSA level checked annually ever since my late 40s. As the PSA level elevated over the years, I started having biopsies. I think on the fourth biopsy, cancer was discovered in all four quadrants of the gland, but still in the early stages. I underwent Cyberknife treatment, which is pinpoint radiation administered by a robotic arm. This is relatively new technology, so I was extremely fortunate to be a resident of NOVA as Arlington Hospital has one of the few devices available. The Cyberknife was programmed by the attending physician and a software engineer working together to address my specific situation. The treatments lasted 40 minutes over a five-day period, and then that was it. Over and done, and apparently cured.

Did you continue to work during treatment?
Yes.

Have you recovered, and how has it affected your business?
Because the cancer was addressed at an early stage, it really had no impact on me physically other than the biopsies, which were rather unpleasant. It was, however, extremely stressful as there were several completely different treatments available to me that I had to choose from. So, I went with that specific technology rather than traditional radiation, chemotherapy, and/or surgery.

If you had to take time off from work, how long was it for?
I did not take time off.

What is your favorite quote?
Everything is negotiable.



David Norod and Michelle Williams

Christy Stuart
Keller Williams Loudoun Gateway

Type of cancer?
Breast.

Are you currently in treatment?
No.

Please tell us your story.
I'm a three-time breast cancer survivor. I was fortunate enough to have found each of my cancers early; and each time, my prognosis was very good. In total, I've had 10 surgeries, 18 rounds of chemo, and 56 radiation treatments.

Each diagnosis came with its own unique challenges. Three diagnosis days, and three opportunities to learn how to master relentlessness. Relentlessness, this is one of my favorite words, is a big word that I believe is *key* in overcoming adversity.

Did you continue to sell real estate during treatment?
I was not an agent the first two times, but the third time I was an agent. I did sell, but I definitely took a step back from active lead generation.

Have you recovered, and how has it affected your business?
Yes. Honestly, dealing with the unexpected and unplanned is part of being a successful agent. As a three-time breast cancer survivor, I am able to keep perspective during difficult transactions in a way that I may not have had before if I had not been through such life-changing experiences.

If you had to take time off from work, how long was it for?
None.

What is your favorite quote?
I have three.

"You can only become truly accomplished at something you love. Don't make money your goal. Instead, pursue the things you love doing and then do them so well that people can't take their eyes off of you." –Maya Angelou

"Keep away from people who try to belittle your ambitions. Small people always do that, but the GREAT people make you feel that you, too, can become GREAT!" –Mark Twain

"I've learned that you can tell a lot about a person by the way (s)he handles these three things: A rainy day, lost luggage, and tangled Christmas tree lights." –Maya Angelou



Christy Stuart

“

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ANNIE CEFARATTI

THERE'S SOMETHING ABOUT ANNIE

▶▶ making a difference

By Molly Lauryssens | Photos by Ryan Corvello Photography

“You seem to have it all figured out.” This is the highest compliment that Annie Cefaratti ever received. The comment came from an older couple she had just met at Bethany Beach, Delaware, where she spends her free time. She shares the remark not to boast, but rather to reflect on how far she has come and how hard she has worked at the work/life balance we all strive to achieve.

The 58-year-old partner of The Busy Blondes of Keller Williams (KW) loves real estate, but she got to a point where she realized, “I just can’t work all the time.” For the past couple of years, her focus has been about creating that balance. It helped that she got a coach to clue her in on what’s important. The outcome? “It’s better for me as an individual. It’s better for my clients, my health, and all my relationships. It’s just a healthier way to live.”

One thing she recognizes as being crucial in her world is giving back. She





has a plethora of causes that are important to her, like Helping Hungry Kids (HHK), Sunrise Senior Living, and Irene’s Prom Closet, to name a few. At the office, they have organized a charitable group they call the “culture committee,” and each member takes on a cause. Hers is Aldrin Elementary in Reston, which helps HHK.

Why is philanthropy so important to her? “I think it makes a difference,” she expresses. “It gives me so much pleasure when I can do something for someone else.” Annie says she believes her business is as strong as it is because she participates in the community and loves getting involved.

Born and raised in the Washington, DC, area and now residing in Reston, Virginia, Annie got her start in real estate in 1989. Having recently graduated from Mt. Vernon College (now George Washington University) with a degree in psychology and marketing, she was selling advertising for a local newspaper. Her father saw her skills in selling and urged her to get her license.

She became pregnant with her son, Anthony, and got her license once he was born. Anthony was born with cystic fibrosis (CF) and spent a lot of time in the hospital. Back then, treatment was not as advanced as it is now. In fact, “We thought he’d never live. Many of the other children who had it died. We went to a lot of funerals between the 12–18 age range, and some were even younger. It was tough times,” she says.

Today, Anthony is thriving with a career at BBT Bank and will be turning 35 years old this month. One of her favorite things to do is go to the beach with him. “I love to hear his stories. He’s very quiet and private, so when he talks to me, it’s just a dream!” she smiles.

Annie also has a pseudo-daughter in Katherine. Katherine’s mom happened to be a good friend

of Annie’s but died of cancer when Katherine was just 3 years old. Annie promised she’d look out for Katherine. Even though Katherine had other family and a “father who adores her,” she’d still come and live with Annie on and off through the years. Annie cherishes their time together and says they are very close to this day. Katherine is 29 years old.

Being a natural caregiver, Annie opened her home (and heart) for her family when they were battling cancer and dying. She lost her dad and sister within a few years of each other, and then her mom a few years after that. With the help of an amazing hospice program, Annie said goodbye to them with love, honor, and respect.

This empathy and kindness are a part of Annie’s arsenal of gifts, and they are also evident in her work. “It’s natural for me to be helpful,” she shares. “I am great at networking with people and connecting people. And, I take such pleasure in it.”

Although she’s always been involved in real estate and maintained her license, she didn’t get serious about her career until she became more intentional in her 40s. Last year, she did nearly \$13 million in sales with her assistant, Jennie Abner, who is



also an agent and serves as her transaction coordinator. This year, she has added another agent to her team in Ashley Cunningham. Her partner, Melody Novack, has been a tremendous support system for her and helped come up with the team name, The Busy Blondes.

One of the keys to Annie’s success has been working on the right mindset and being diligent with her thoughts. “We tend to listen more to the negativity than the positive,” she points out.

Then she mentioned the drunk monkey (a term used by KW), which refers to that voice in our head that we all have. It’s the voice that doesn’t feel worthy or good enough and can keep you in fear.

But she insists, doing the inner work is where you will find the gold.

“Life has its ups and downs. Sometimes you are struggling with a transaction, or you think, ‘How am I going to do this?’ Whatever it is, you have to find your place inside. You have to do the inner work when you feel lost on the outside,” she urges. “That’s what really gets you through.”

Annie sure does seem to have it all figured out.



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TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	135	\$82,779,448	280	\$164,471,840	415	\$247,251,280
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	277.5	\$128,659,536	143.5	\$63,302,028	421	\$191,961,568
3	Debbie Dogrul	Long & Foster Real Estate, Inc.	175.5	\$104,885,552	127.5	\$74,467,448	303	\$179,353,008
4	Jennifer D Young	Keller Williams Chantilly Ventures LLC	156.5	\$71,141,976	61.5	\$26,711,344	218	\$97,853,320
5	Phyllis G Patterson	TTR Sotheby's International Realty	46	\$49,143,748	50	\$43,239,368	96	\$92,383,120
6	Sue S Goodhart	Compass	45	\$39,047,832	52.5	\$40,450,000	97.5	\$79,497,832
7	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	33	\$45,351,700	22	\$29,603,200	55	\$74,954,896
8	Jennifer L Walker	McEneaney Associates, Inc.	43	\$32,033,464	38.5	\$29,090,008	81.5	\$61,123,472
9	Janet A Callander	Weichert, REALTORS	39	\$40,441,620	21	\$19,326,610	60	\$59,768,232
10	Brian Wilson	EXP Realty	88	\$49,371,444	11	\$7,694,100	99	\$57,065,544
11	Martin K Alloy	SMC Real Estate Corp.	83	\$41,051,416	24.5	\$12,424,070	107.5	\$53,475,484
12	Cynthia Schneider	Long & Foster Real Estate, Inc.	68	\$33,499,004	32.5	\$15,414,620	100.5	\$48,913,624
13	Jean K Garrell	Keller Williams Realty	37	\$26,876,150	35.5	\$21,781,638	72.5	\$48,657,788
14	Bruce A Tyburski	RE/MAX Executives	34	\$20,805,080	41.5	\$26,031,688	75.5	\$46,836,768
15	Christopher Craddock	Keller Williams Realty	77	\$25,557,796	48.5	\$21,266,318	125.5	\$46,824,116
16	Laura C Mensing	Long & Foster Real Estate, Inc.	22.5	\$27,684,000	18	\$19,115,100	40.5	\$46,799,100
17	Lenwood A Johnson	Keller Williams Realty	64	\$27,409,710	45.5	\$19,138,328	109.5	\$46,548,040
18	James W Nellis II	Keller Williams Fairfax Gateway	37.5	\$17,773,888	55	\$26,847,540	92.5	\$44,621,428
19	Lilian Jorgenson	Long & Foster Real Estate, Inc.	30.5	\$36,918,900	5	\$7,086,000	35.5	\$44,004,900
20	Tom Francis	Keller Williams Realty	17	\$25,852,820	17	\$17,380,270	34	\$43,233,088
21	Carla C Brown	Samson Properties	63	\$38,138,456	3	\$2,688,700	66	\$40,827,156
22	Irina Babb	RE/MAX Allegiance	46	\$29,175,400	14	\$10,093,000	60	\$39,268,400
23	Raymond A Gernhart	RE/MAX Executives	29.5	\$18,391,120	37.5	\$20,840,928	67	\$39,232,048
24	Khalil I El-Ghoul	Glass House Real Estate	31.5	\$17,383,100	25.5	\$20,918,240	57	\$38,301,340
25	Scott A MacDonald	RE/MAX Gateway	66	\$35,218,411	5	\$2,792,000	71	\$38,010,411
26	Erin K Jones	KW Metro Center	25	\$9,823,225	66	\$27,801,288	91	\$37,624,512
27	Damon A Nicholas	Coldwell Banker Residential Brokerage	43	\$25,386,092	21	\$11,353,763	64	\$36,739,856
28	Akshay Bhatnagar	Virginia Select Homes, LLC.	12	\$6,935,525	52	\$29,695,714	64	\$36,631,240
29	Kay Houghton	KW Metro Center	36	\$18,904,350	33	\$16,582,300	69	\$35,486,648
30	Christopher J White	Long & Foster Real Estate, Inc.	25	\$17,272,004	15	\$17,537,000	40	\$34,809,004
31	Kimberly A Spear	Keller Williams Realty	29	\$17,029,350	26	\$17,590,900	55	\$34,620,248
32	Anthony H Lam	Redfin Corporation	7	\$3,400,500	52	\$31,142,312	59	\$34,542,812
33	Wes W Stearns	M. O. Wilson Properties	46	\$20,749,940	24	\$13,558,868	70	\$34,308,808
34	Gregory A Wells	Keller Williams Realty	37	\$24,979,800	14	\$8,586,550	51	\$33,566,348
35	Deyi S Awadallah	D.S.A. Properties & Investments LLC	84	\$30,812,366	3	\$1,840,000	87	\$32,652,366

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TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Barbara G Beckwith	McEearney Associates, Inc.	16	\$22,020,900	6	\$9,119,200	22	\$31,140,100
37	Eve M Weber	Long & Foster Real Estate, Inc.	29	\$16,473,350	27	\$14,608,100	56	\$31,081,450
38	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	7	\$2,948,900	43	\$27,591,428	50	\$30,540,328
39	Roy Kohn	Redfin Corporation	58	\$28,789,312	2	\$1,610,000	60	\$30,399,312
40	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	21	\$22,286,638	8	\$7,913,378	29	\$30,200,016
41	Timothy D Pierson	Keller Williams Realty Falls Church	23	\$14,509,526	24	\$15,564,500	47	\$30,074,026
42	Debbie P Kent	Cottage Street Realty LLC	51	\$27,268,828	6	\$2,720,100	57	\$29,988,928
43	Christina M O'Donnell	RE/MAX West End	16	\$12,571,426	21.5	\$16,807,780	37.5	\$29,379,206
44	Paul Thistle	Take 2 Real Estate LLC	26	\$12,053,589	29	\$17,049,300	55	\$29,102,888
45	Janet Pearson	Pearson Smith Realty, LLC	48	\$29,079,398	0	\$0	48	\$29,079,398
46	Nikki Lagouros	Keller Williams Realty	14	\$6,135,680	52	\$22,939,800	66	\$29,075,480
47	Elizabeth A Twigg	McEearney Associates, Inc.	21	\$20,428,750	9	\$8,546,000	30	\$28,974,750
48	Jeremy G Browne	TTR Sotheby's International Realty	21.5	\$15,589,950	15.5	\$13,154,320	37	\$28,744,270
49	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	74	\$27,294,362	3	\$1,351,900	77	\$28,646,262
50	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	11	\$17,353,000	7.5	\$11,127,900	18.5	\$28,480,900
51	Patricia Ammann	Redfin Corporation	10	\$6,374,000	35	\$21,783,676	45	\$28,157,676
52	Melissa A Larson	KW Metro Center	17	\$18,280,810	9	\$8,866,800	26	\$27,147,610
53	Megan Buckley Fass	FASS Results, LLC.	13.5	\$11,368,850	18	\$15,726,550	31.5	\$27,095,400

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Kevin C Samson	Samson Properties	30.5	\$22,901,850	3.5	\$3,970,500	34	\$26,872,350
55	Bichlan N DeCaro	Westgate Realty Group, Inc.	15	\$9,016,500	30	\$17,758,390	45	\$26,774,890
56	William F Hoffman	Keller Williams Realty	13	\$17,519,260	8	\$9,024,480	21	\$26,543,740
57	Steven C Wydler	Compass	14	\$16,825,400	6	\$9,338,580	20	\$26,163,980
58	Kristen K Jones	McEearney Associates, Inc.	9	\$11,042,905	12	\$14,908,000	21	\$25,950,904
59	Thomas R Moffett Jr.	Redfin Corporation	42	\$20,823,850	8	\$4,722,149	50	\$25,546,000
60	Daan De Raedt	Property Collective	40	\$17,502,700	17	\$7,662,525	57	\$25,165,224
61	Natalie H McArtor	Long & Foster Real Estate, Inc.	26.5	\$14,966,000	18	\$10,160,250	44.5	\$25,126,250
62	Ryan Rice	Keller Williams Capital Properties	23	\$9,861,900	25	\$15,104,440	48	\$24,966,340
63	Dinh D Pham	Fairfax Realty Select	18	\$9,954,888	29	\$14,846,000	47	\$24,800,888
64	Deborah L Frank	Deb Frank Homes, Inc.	28	\$20,852,000	4	\$3,775,240	32	\$24,627,240
65	Patricia Fales	RE/MAX Allegiance	21.5	\$15,867,100	11	\$8,632,500	32.5	\$24,499,600
66	Elizabeth Kline	RE/MAX Premier	21	\$11,415,724	22.5	\$12,889,850	43.5	\$24,305,574
67	Paramjit K Bhamrah	Redfin Corporation	44	\$23,325,396	1	\$637,000	45	\$23,962,396
68	Deborah D Shapiro	TTR Sothebys International Realty	10.5	\$11,057,000	10	\$12,684,000	20.5	\$23,741,000
69	Karen A Briscoe	Keller Williams Realty	15	\$14,157,670	10	\$9,539,054	25	\$23,696,724
70	Darren E Robertson	Keller Williams Fairfax Gateway	9.5	\$4,423,800	47	\$19,072,464	56.5	\$23,496,264
71	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	30	\$17,961,104	8.5	\$5,487,525	38.5	\$23,448,630
72	Christine G Richardson	Weichert, REALTORS	23	\$14,354,150	15	\$9,069,900	38	\$23,424,050
73	Sarah Harrington	Long & Foster Real Estate, Inc.	18	\$13,984,465	11	\$9,250,021	29	\$23,234,486
74	Ana Lucia Ron	ANR Realty, LLC	78	\$23,183,700	0	\$0	78	\$23,183,700
75	Benjamin J Grouby	Redfin Corporation	39	\$19,383,924	5	\$3,625,000	44	\$23,008,924
76	Robert T Ferguson Jr.	RE/MAX Allegiance	16.5	\$11,128,176	14	\$11,755,276	30.5	\$22,883,452
77	Daniel MacDonald	TTR Sotheby's International Realty	20.5	\$20,551,520	7.5	\$2,312,000	28	\$22,863,520
78	Diana Morahan	Long & Foster Real Estate, Inc.	14	\$14,337,430	10	\$8,521,030	24	\$22,858,460
79	Brian J Gaverth	Redfin Corporation	37	\$20,098,000	4	\$2,636,500	41	\$22,734,500
80	Derek J Huetinck	Beacon Crest Real Estate LLC	8	\$13,291,000	7	\$9,396,160	15	\$22,687,160
81	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	12	\$11,348,502	14	\$11,318,250	26	\$22,666,752
82	Vicky Z Noufal	Pearson Smith Realty, LLC	27	\$19,300,376	5	\$3,355,655	32	\$22,656,032
83	Donna C Henshaw	Avery-Hess, REALTORS	17	\$11,098,000	14	\$11,542,900	31	\$22,640,900
84	Kristina S Walker	Keller Williams Realty Falls Church	15.5	\$10,923,518	18	\$11,684,300	33.5	\$22,607,818
85	Michael I Putnam	RE/MAX Executives	36	\$16,582,500	13.5	\$5,973,500	49.5	\$22,556,000
86	Branden L Woodbury	Redfin Corporation	51	\$19,283,796	7	\$2,750,900	58	\$22,034,696

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TOP 200 STANDINGS

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Katharine R Christofides	Century 21 New Millennium	9.5	\$5,358,600	35.5	\$16,654,270	45	\$22,012,870
88	Lex Lianos	Compass	19	\$12,187,938	19	\$9,814,211	38	\$22,002,148
89	Ashley C Leigh	Linton Hall Realtors	37	\$16,759,735	8.5	\$5,241,957	45.5	\$22,001,692
90	Piper Gioia Yerks	Washington Fine Properties, LLC	7	\$13,663,500	4.5	\$8,266,000	11.5	\$21,929,500
91	Victoria(Tori) McKinney	KW Metro Center	13	\$11,475,200	14.5	\$10,351,201	27.5	\$21,826,400
92	Michael S Webb	RE/MAX Allegiance	13.5	\$8,559,756	27	\$13,196,250	40.5	\$21,756,006
93	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	9	\$14,564,900	5	\$7,125,000	14	\$21,689,900
94	Nathan Daniel Johnson	Keller Williams Capital Properties	38.5	\$13,847,302	19.5	\$7,702,135	58	\$21,549,436
95	Cathy V POUNGMALAI	FRANKLY REAL ESTATE INC	27	\$16,688,218	7	\$4,729,284	34	\$21,417,502
96	Marcia Burgos-Stone	Redfin Corporation	31	\$19,224,700	5	\$2,121,000	36	\$21,345,700
97	Lyndie Votaw	Redfin Corporation	28	\$14,093,520	12	\$7,163,000	40	\$21,256,520
98	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	29	\$15,889,100	7	\$5,258,799	36	\$21,147,900
99	Kendell A Walker	Redfin Corporation	9	\$3,867,750	34	\$17,237,044	43	\$21,104,794
100	MaryAshley Rhule	Compass	12	\$10,607,000	14	\$10,473,895	26	\$21,080,896
101	Elizabeth W Conroy	Keller Williams Realty	16	\$15,074,670	5	\$5,962,900	21	\$21,037,570
102	Rheema H Ziadeh	Redfin Corporation	38.5	\$18,729,450	4	\$2,219,000	42.5	\$20,948,450
103	Christine R Garner	Weichert, REALTORS	16	\$12,451,400	10	\$8,473,000	26	\$20,924,400
104	Jillian Keck Hogan	McEneaney Associates, Inc.	9	\$7,014,856	18	\$13,823,175	27	\$20,838,030
105	Jon B DeHart	Long & Foster Real Estate, Inc.	16	\$10,936,500	15.5	\$9,855,388	31.5	\$20,791,888
106	Andrea M Hayes	Living Realty, LLC.	29	\$14,447,898	12	\$6,281,300	41	\$20,729,198
107	Laura R Schwartz	McEneaney Associates, Inc.	12	\$9,403,536	14	\$11,257,670	26	\$20,661,206
108	Joan Stansfield	Keller Williams Realty	15	\$11,090,999	12	\$9,541,163	27	\$20,632,162

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
109	Mark R Sirianni	Ayr Hill Realty	11	\$10,978,950	9	\$9,640,450	20	\$20,619,400
110	Cheryl L Hanback	Redfin Corporation	0	\$0	36	\$20,446,338	36	\$20,446,338
111	Katie E Wethman	Keller Williams Realty	9	\$4,428,850	20	\$15,969,536	29	\$20,398,386
112	Richard J DiGiovanna	RE/MAX Allegiance	32.5	\$14,643,500	11	\$5,747,800	43.5	\$20,391,300
113	Lisa Dubois-Headley	RE/MAX West End	10.5	\$6,422,566	14.5	\$13,918,400	25	\$20,340,966
114	Lyssa B Seward	TTR Sotheby's International Realty	10	\$9,569,000	15	\$10,659,850	25	\$20,228,850
115	Billy Buck	William G. Buck & Assoc., Inc.	11.5	\$9,491,026	12	\$10,722,909	23.5	\$20,213,936
116	Dennis P Lee	Douglas Realty of Virginia LLC	13	\$6,568,500	28	\$13,426,900	41	\$19,995,400
117	A. Casey O'Neal	RE/MAX Allegiance	22.5	\$14,069,750	8	\$5,895,200	30.5	\$19,964,950
118	Kristie A Zimmerman	RLAH Real Estate	8.5	\$5,172,674	26.5	\$14,790,025	35	\$19,962,700
119	Colette LaForest	Redfin Corporation	40	\$18,731,900	2	\$1,189,900	42	\$19,921,800
120	Venugopal Ravva	Maram Realty LLC	6	\$3,303,000	32	\$16,597,773	38	\$19,900,772
121	Dean P Yeonas	Yeonas & Shafran Real Estate, LLC	7	\$7,588,500	9	\$12,196,000	16	\$19,784,500
122	Jill Judge	Keller Williams Realty	14.5	\$6,997,750	22.5	\$12,770,500	37	\$19,768,250
123	Edward R Lang	RE/MAX Premier	25	\$13,026,580	13	\$6,579,200	38	\$19,605,780
124	Spencer R Stouffer	Miller and Smith Homes, Inc.	33	\$18,105,112	2	\$1,419,600	35	\$19,524,712
125	Katherine D Colville	Century 21 Redwood Realty	26	\$13,668,810	12	\$5,812,000	38	\$19,480,810

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TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Shaun Murphy	Compass	16	\$8,979,626	16	\$10,499,300	32	\$19,478,926
127	Dina R Gorrell	Redfin Corporation	33	\$19,454,050	0	\$0	33	\$19,454,050
128	Cristina B Dougherty	Long & Foster Real Estate, Inc.	12.5	\$8,509,640	19.5	\$10,928,250	32	\$19,437,890
129	Abuzar Waleed	RE/MAX Executives LLC	30.5	\$11,162,748	20	\$8,273,300	50.5	\$19,436,048
130	Constantine S Anthony	Pearson Smith Realty, LLC	26	\$12,972,369	9	\$6,444,865	35	\$19,417,234
131	Anna Vidal	Keller Williams Realty	33	\$12,218,500	17	\$7,156,181	50	\$19,374,680
132	Yony Kifle	KW Metro Center	5.5	\$2,104,200	46.5	\$17,240,900	52	\$19,345,100
133	Kate F Ryan	Long & Foster Real Estate, Inc.	18	\$11,341,700	13	\$7,989,220	31	\$19,330,920
134	Margaret J Czapiewski	Keller Williams Realty	39.5	\$15,355,900	9.5	\$3,845,525	49	\$19,201,424
135	Heather Carlson	RE/MAX Allegiance	14	\$7,207,600	21	\$11,895,000	35	\$19,102,600
136	Heather E Heppe	RE/MAX Select Properties	20	\$13,185,422	10	\$5,849,380	30	\$19,034,802
137	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	19	\$13,536,952	7	\$5,495,379	26	\$19,032,332
138	Jennifer H Thornett	Washington Fine Properties, LLC	8.5	\$14,138,320	3.5	\$4,849,000	12	\$18,987,320
139	Marianne K Prendergast	Washington Fine Properties, LLC	6.5	\$7,915,875	9.5	\$11,032,500	16	\$18,948,376
140	Mickey Glassman	RE/MAX Premier	26	\$13,719,800	9	\$5,051,500	35	\$18,771,300
141	Kathryn R Loughney	Compass	11	\$6,657,800	19	\$12,005,109	30	\$18,662,908
142	Kevin J Carter	RE/MAX Select Properties	15	\$6,722,400	17	\$11,813,256	32	\$18,535,656
143	Linh T Aquino	Redfin Corporation	39	\$17,797,128	1	\$725,000	40	\$18,522,128
144	James M LoBocchiaro	McWilliams/Ballard Inc.	25.5	\$13,094,800	10	\$5,401,200	35.5	\$18,496,000
145	Matthew R Elliott	Keller Williams Realty	14	\$5,980,700	23.5	\$12,508,357	37.5	\$18,489,056

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
146	Megan Thiel	Long & Foster Real Estate, Inc.	9.5	\$4,810,899	22	\$13,639,498	31.5	\$18,450,396
147	Danilo D Bogdanovic	Redfin Corporation	35	\$17,057,632	2	\$1,360,000	37	\$18,417,632
148	Brad C Kintz	Long & Foster Real Estate, Inc.	24	\$12,895,800	9	\$5,302,800	33	\$18,198,600
149	Jason Quimby	KW Metro Center	15	\$11,866,800	9	\$6,225,580	24	\$18,092,380
150	Sridhar Vemuru	Aragami, LLC	5	\$2,280,000	25	\$15,801,985	30	\$18,081,984
151	Jennifer Mack	Pearson Smith Realty, LLC	11	\$7,057,502	19	\$11,023,600	30	\$18,081,102
152	Kevin E LaRue	Century 21 Redwood Realty	17	\$11,474,890	12	\$6,590,675	29	\$18,065,564
153	Sylvia S Cowles	Builder Information Service	19	\$16,655,438	2	\$1,410,000	21	\$18,065,438
154	Mara D Gemond	Redfin Corporation	3	\$1,871,000	26	\$16,076,850	29	\$17,947,850
155	Toby M Lim	Compass	3.5	\$1,795,150	23.5	\$16,124,650	27	\$17,919,800
156	William R Davis	Century 21 New Millennium	15	\$9,821,155	6	\$8,039,000	21	\$17,860,156
157	Desiree Rejeili	Samson Properties	7.5	\$2,478,500	38	\$15,367,887	45.5	\$17,846,388
158	Jeddie R Busch	Coldwell Banker Residential Brokerage	13	\$7,332,400	18	\$10,480,400	31	\$17,812,800
159	David A Lloyd Jr.	Weichert, REALTORS	9.5	\$7,937,003	12	\$9,863,500	21.5	\$17,800,502
160	Brittany Lambrechts Camacho	Century 21 Redwood Realty	10.5	\$5,232,928	18	\$12,519,458	28.5	\$17,752,386
161	Gitte Long	Redfin Corporation	23	\$10,416,400	14	\$7,313,000	37	\$17,729,400
162	William S Gaskins	Keller Williams Realty Falls Church	15.5	\$12,359,840	4	\$5,350,000	19.5	\$17,709,840
163	Spencer R Marker	Long & Foster Real Estate, Inc.	25	\$15,356,800	4.5	\$2,343,500	29.5	\$17,700,300
164	John Murdock	Keller Williams Realty	25	\$11,400,350	12.5	\$6,296,786	37.5	\$17,697,136
165	Diane V Lewis	Washington Fine Properties, LLC	8.5	\$11,451,300	5	\$6,212,000	13.5	\$17,663,300
166	Richard M Mountjoy Jr.	Keller Williams Realty	13.5	\$9,789,950	10	\$7,770,583	23.5	\$17,560,532
167	Barbara J Ghadban	Weichert, REALTORS	18	\$13,217,056	6	\$4,328,903	24	\$17,545,960
168	Andrew J Biggers	Keller Williams Realty Falls Church	14.5	\$10,026,000	10	\$7,504,260	24.5	\$17,530,260
169	Nicole M McCullar	KW Metro Center	12	\$11,073,000	8	\$6,450,000	20	\$17,523,000
170	Bhavani Ghanta	Long & Foster Real Estate, Inc.	4	\$1,803,000	28.5	\$15,707,788	32.5	\$17,510,788
171	Shahab Sariri	Redfin Corporation	32	\$17,123,476	1	\$340,000	33	\$17,463,476
172	Tana M Keeffe	Long & Foster Real Estate, Inc.	7.5	\$8,658,500	8	\$8,773,600	15.5	\$17,432,100
173	George S Koutsoukos	Long & Foster Real Estate, Inc.	6	\$6,872,500	8	\$10,493,500	14	\$17,366,000
174	Merlin Crist	Redfin Corporation	46	\$17,358,032	1	\$354	47	\$17,358,388
175	Sandra Shimono	Redfin Corporation	2	\$1,070,000	28	\$16,272,790	30	\$17,342,790
176	Lauren A Bishop	McEnearney Associates, Inc.	10	\$10,898,500	6	\$6,402,500	16	\$17,301,000
177	David R Mayhood	The Mayhood Company	6	\$10,459,400	4	\$6,830,880	10	\$17,290,280
178	Thomas Arehart	Samson Properties	22	\$10,340,422	10	\$6,882,850	32	\$17,223,272
179	Brad Kiger	KW Metro Center	24.5	\$10,942,700	12.5	\$6,263,350	37	\$17,206,050

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TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Morgan N Knull	RE/MAX Gateway, LLC	11	\$5,289,450	17.5	\$11,899,740	28.5	\$17,189,190
181	Pamela V Alcantara	Impact Real Estate, LLC	12	\$4,234,000	44	\$12,928,100	56	\$17,162,100
182	Abel Aquino	Redfin Corporation	39	\$16,316,516	2	\$809,900	41	\$17,126,416
183	Douglas Ackerson	Redfin Corporation	5	\$2,454,750	27	\$14,567,050	32	\$17,021,800
184	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	13	\$5,790,000	24.5	\$11,190,400	37.5	\$16,980,400
185	Raya Fridental	Redfin Corporation	5	\$2,420,500	23	\$14,541,288	28	\$16,961,788
186	David A Klimas	McWilliams/Ballard Inc.	16	\$14,985,550	2	\$1,959,000	18	\$16,944,550
187	Peter J Braun Jr.	Long & Foster Real Estate, Inc.	21	\$13,198,044	6.5	\$3,613,499	27.5	\$16,811,544
188	Karen E Close	Century 21 New Millennium	11	\$10,759,005	8	\$5,990,100	19	\$16,749,105
189	Jon P Blankenship	Pearson Smith Realty, LLC	19.5	\$10,592,239	9.5	\$6,146,811	29	\$16,739,050
190	Marybeth G Fraser	KW Metro Center	9.5	\$7,873,574	11	\$8,786,050	20.5	\$16,659,624
191	Ann M. Wilson	KW Metro Center	15	\$14,030,800	5	\$2,607,000	20	\$16,637,800
192	Lisa T Smith	Pearson Smith Realty, LLC	20	\$12,808,300	7	\$3,810,945	27	\$16,619,245
193	Jon C Silvey	Pearson Smith Realty, LLC	15	\$10,702,500	8	\$5,881,500	23	\$16,584,000
194	Lily Yoseph	McWilliams/Ballard Inc.	14.5	\$14,152,350	3	\$2,414,900	17.5	\$16,567,250
195	Catherine B DeLoach	Long & Foster Real Estate, Inc.	25	\$16,205,050	1	\$280,000	26	\$16,485,050
196	Ahmad T Ayub	Redfin Corporation	6	\$3,819,000	24	\$12,660,842	30	\$16,479,842
197	Michael C Rush	Long & Foster Real Estate, Inc.	22	\$10,950,450	10	\$5,500,484	32	\$16,450,934
198	Heidi F Robbins	William G. Buck & Assoc., Inc.	9.5	\$8,263,001	7.5	\$8,176,500	17	\$16,439,501
199	Ann P McClure	McEneaney Associates, Inc.	16.5	\$7,931,376	14.5	\$8,504,517	31	\$16,435,893
200	Sheila A Zelghi	Samson Properties	9	\$5,007,195	20.5	\$11,385,407	29.5	\$16,392,602

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