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TABLE OF CONTENTS



11
Publisher's
Note



12
Golden
Nuggets



15
Legal
Hotline



16
What Are
The Best
And Worst
Purchases
You've
Ever
Made?



18
Rising
Star:
Casey
Menish



22
Making a
Difference:
Sue Smith



26
Partner
Spotlight:
David
Norod



32
4 Steps To
Improve
Your
Webstie
Ranking
On Google



34
Partner
Spotlight:
Chris
Channell



38
Cover
Story:
Rob
Chevez



44
NOVA Real
Producers
Summer
Luau



50
Top 200
Standings

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& KRAMER

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CORP.



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¹ See Chris' client testimonials here: <http://novalsurvey.me/pages/chris>



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NOVA REAL PRODUCERS



►► publisher's note

Hey, everybody! I wanted to take some time out to reiterate some important safety tips. The National Association of REALTORS® highlights this topic once a year during REALTOR® Safety Month. Your safety is paramount and should be at the forefront of your mind before every showing and open house. Here are five safety tips that could make a difference:

- 1. Meetings.** Oftentimes, the first time you meet your clients is at the location of a house for sale. This could lead to a potentially unsafe environment as you will be alone in an unfamiliar place. Instead, set up your initial meeting at a public place or at the office. This will give you time to assess them properly as well as review their identification to prove their identity.
- 2. Open Houses.** Where you normally have the opportunity to meet first in a public place, an open house doesn't afford that luxury. Do the before, during and after checks. Communicate with co-workers BEFORE in regards to the time, date and location. DURING the event, keep a close eye on those entering the premises. Finally, don't assume that the house is empty AFTER the close of the event.
- 3. Preparation.** You can never be too prepared. Let others know the details of the who, what, where, when, and why. You can even set up your phone to let others know your whereabouts. Purchasing items such as whistles or pepper spray is not a bad idea and can be easily concealed. Another point is to keep your car in working shape with at least a ½ tank of gas. Some locations are miles from civilization, and the last thing you need is to pull over and be stranded because you ran out of gas.
- 4. Schedule.** You are the master of your schedule. If going out after dark makes you uneasy, then plan around it or work with another person and use the buddy system. Listen to your gut! It's one of the best tools your body has.
- 5. Communication.** This has been the common theme throughout, but you can never have too much. Letting people know where you are, who you are with, and when you will return is a must. This can be as easy as just sharing your schedule with your colleagues.

Stay safe out there. I wish all of you a happy start to the fall and look forward to seeing you at the upcoming annual Masterminds.



With Gratitude,

Kristin Brindley
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Draper and Kramer Mortgage Corp.

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The Illusion of the Financing Contingency

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By Keith Barrett

The new financing contingency provisions appear to provide a stark choice for buyers and sellers.

Paragraph three of the Financing and Appraisal Contingency Addendum is titled Financing Contingency with Automatic Extension. Paragraph four of the Contingency Addendum is titled Financing Contingency with Automatic Expiration. To the lay observer, this is a choice of polar opposites.

While there is much to address with the new Contingency Addenda released by NVAR on July 1, 2019, this writing will reveal the illusion of the perceived contrast between the two choices.

In comparing the options provided in provisions three and four, let's assume a 21-day contingency for both. Under provision three, at the time the 21 days expire, the contingency continues, unless and until the seller decides to deliver the three-day notice to the buyer, at which point the buyer must decide whether to void the contract or not. In the event the seller does not deliver the three-day notice, the

buyer's financing contingency will continue ("automatic extension") up to and including the settlement date.

Whereas, under provision four, at the time the 21 days expire, the buyer's contingency terminates ("automatic expiration"). The seller, therefore, has no decision about whether to deliver the three-day notice to the buyer as the buyer no longer has a financing contingency. Consequently, if the buyer does not perform at closing, the buyer will be in default.

It still looks like a stark contrast, but as we wave our magic wand, the illusion is revealed.

Under provision three, even with an open financing contingency, the buyer will be in default if they do not perform on the settlement date. The

only way a buyer escapes potential default under provision three is if they receive a written rejection letter for the specified financing and deliver it to the seller. In other words, in the absence of a written rejection letter, the buyer is in the exact same position regardless of whether provision three or four is selected as the financing contingency.

The question becomes, how often do buyers receive written rejection letters? In a word, rarely! Consider all the real estate transactions in which you have been involved in as a real estate agent: How many of those transactions fell apart because the buyer got a written rejection letter for the loan? I would humbly suggest that unless you are very unlucky, it is likely less than 5 percent. In fact, Michael Farrell, executive vice president with Main Street Home Loans, says, "I would say 1 percent or less would be flat out denied. Very rare, especially when agents and borrowers are using a local, reputable lender."

The lifting of the financing contingency illusion should assist buyers, sellers, and their agents in navigating and ultimately coming to terms on what otherwise appears to be a choice between polar opposites.



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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NIKKI LAGOUROS
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I just bought some pillows from Westin. They are pretty legit.



DAVE ADAMS
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The best purchases I have made were ads in high-end magazines reaching luxury homebuyers and sellers.

The worst was purchasing zip codes from Zillow.



KELLY KATALINAS
FAIRWAY INDEPENDENT MORTGAGE CORP.

Easy one. One of the best and worst things I ever bought? A BOAT!

Best for family outings, worst for expenses and trying to sell it! A hole in the water.



JANET CATERSON PRICE
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1. BEST: I surprised my husband with the purchase of a 1957 write-me-a-ticket RED T-Bird Convertible.

2. WORST: Investment in an unproven, speculative high-tech startup.



CLAUDIA CORNEJO
FAIRFAX REALTY OF TYSONS

Best purchase: My first home.
Worst purchase: My Range Rover. It wasn't my style. I only kept it for 10 months.



DANNY HAMBLÉN
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MICHELLE SANOSKE
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The best purchase I ever made was buying my first condo in Honolulu. After I sold it, the equity allowed me to purchase my current home in VA — another great purchase! The worst purchase was buying a brand new car right off the lot, which I did — twice!

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MENISH

By Katie Moore | Photos by Ryan Covello Photography

Casey Menish is no stranger to living a very full life. She was raised in Herndon but currently lives in Reston on Lake Thoreau. She completed 24 transactions last year and was named one of the Top 25 Agents at Pearson Smith Realty in 2018. Casey is also a member of the Executives Club with a volume of \$25 million in sales.

“For now, I am loving focusing on my career, personal development, and spending my free time with friends and family,” Casey expresses. Interestingly, she initially had no desire to seek out a career in real estate.

“I feared it would be a ‘salesy’ job, which didn’t sit well with me. But the more I considered real estate, I realized it was truly an advocate role, representing clients as they go through the emotional process of purchasing or selling their biggest asset. I asked my mom’s best friend (who is an agent) if I should get my license, and she told me not to waste my time because no one would buy a house from a 22-year-old with a nose piercing. So then I HAD to do it,” she recounts.

“There is nothing that brings me more joy than paying a visit to a past client a few months after they have closed on their new home and seeing them all settled into their transformed home,” she beams. “It is so gratifying coming alongside people during what can be the most stressful time of their life and doing everything possible to make them feel confident in making informed decisions and making it an enjoyable process from start to finish.”



••• She defines success not in the number of transactions she obtains but in the delivery of superior service to her clients and spending time every day making a small impact to improve the world around her.

“I’m not a huge goal setter in the traditional sense. I find that putting too much focus on the number of transactions or sales volume I want to accomplish in a given year ends up feeling shallow and unsatisfying,” she confides. “My goals for 2019 are to share 156 cups of coffee, write 104 handwritten letters, climb up to 14,505 feet of elevation (Mount Whitney’s summit), and help three foster dogs find their forever homes.



“The game-changer in my business has been appreciating each client for the lifetime value they can (and will) bring to my business. I provide each of my clients with a level of service that reflects how important they are to me, and that will encourage them to not only trust me with all of their real estate transactions in the future but also to refer their loved ones to me. I jump out of bed in the morning knowing the positive difference I can make in their lives. I do my best to make every client feel like they are my only client, even when that is far from the truth.”

Casey pursued real estate immediately after graduating from college, and in the five years that have followed, she has made a tremendous impact in the field and the world around her. In living as her own soul mate, she is without a doubt living her best life.



A Few of Casey’s Favorites

College: Virginia Tech, 2013 graduate

Quote: “The question is not what you look at, but what you see.” –Henry David Thoreau

Tech program: BoomTown

Charities: Wholehearted Foundation and Paradigm Foundation. Wholehearted Foundation is a local organization that supports families that have children born in cardiac crisis. Paradigm Foundation builds homes in the Dominican Republic (DR) and Kenya for families living in extreme poverty. “I went on a build trip with them in the DR in November 2017 and am planning to go to Kenya with them later this year.”

Hobbies: Taking her kayak out at sunset on Lake Thoreau, hiking, doing home improvement projects, and attending live concerts.



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Sue SMITH



Heran Choi, Bryan Smith, Sue Smith and Charlie Rossi

▶ making a difference

By **Katie Moore**
Photos by **Ryan Corvello Photography**

Sue Smith is
determined to
make a difference.

“I was searching for an everlasting career working with people to enrich their lives. Real estate offered me schedule flexibility, ability to be creative, be myself, continue to learn, improve, and work in my community. There is no greater gift than to help others through life’s circumstances and to provide a great real estate experience,” she remarks.

Sue and The Sue Smith Team have been proudly serving the Northern Virginia real estate community since 1988. Sue’s husband, Charlie Rossi (also a real estate broker), joined the team in 2006 after 20 years of service in the Army and U.S. federal government. Sue’s son, Bryan Smith, joined the team in 2018 after careers in the travel and real estate industries. Her daughter, Krissy Smith Shellenberger, is the owner of a transaction management company that assists agents in the Mid-Atlantic. Heran Choi, REALTOR®, joined Sue in 2015 and brings a wealth of knowledge, service, and business experience to the team. To-

gether, they are The Sue Smith Team, assisting buyers and sellers through one of the most complex financial transactions in their lifetimes – their real estate sales and purchases.

The difference she has made is nothing short of inspiring. She is a relentless advocate for two local Loudoun County charities: Boulder Crest Retreat and Mobile Hope.

Boulder Crest exists to solve the mental health crisis and to heal our military members, veterans, and their families dealing with PTSD and combat-related stress so they can live productive, fulfilling, and service-oriented lives at home. Their mission is to provide free, world-class, short-duration, high-impact retreats for combat veterans and their families. Their vision is to revolutionize a strength-based model of healing, founded on post-traumatic growth, that integrates evidence-based therapies, a safe, peaceful space, world-class experts, and unparalleled custom-

er service to improve the physical, emotional, spiritual, and economic well-being of our nation’s combat veterans and their families.

Mobile Hope improves the lives of young people, 24 years of age or younger, who are precariously housed or homeless in Loudoun County. Mobile Hope creates pathways for this fragile, overlooked, and often unacknowledged population to have access to housing solutions, daily essentials, and life-changing support.

One of Smith’s favorite quotes is, “Stay the course.” In thinking globally and helping locally to improve the lives of others, she is on the course of dramatic change. We applaud her and encourage others to get involved with these wonderful organizations.

Please find more information and ways you can help at Bouldercrestretreat.org and Mobilehopeloudoun.org.



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» partner spotlight

DAVID NOROD

of WJD Management

A Rock 'N Roll Broker with a
Passion for Property Management



Born in the Finger Lakes region of Geneva, New York, David Norod is the principal broker and managing partner of WJD Management. Those who know David know he's a musician at heart.

"When I'm not working, I focus on music and my role in it as a professional bassist. I have been playing the same 1964 Fender Jazz bass since the day I bought it in 1969. I can tell you, we've been through a lot together! We even survived a head-on car crash in the '70s!" he exclaims.

"I was in a NOVA area wedding band for almost three decades and have played *Celebration* probably close to 1,200 times. Oddly, I never get tired of playing that tune. These days, I am a member of three local classic rock and R&B bands and a substitute bass player in three more bands. Running a band is a lot like running a business in that there are many decisions which must be made, like what songs are we going to play, who's going to sing lead, when and where do we rehearse, who is going to book us, stuff like that—except with musicians," he laughs. "You get a huge helping of crazy!"

Building a Successful Property Management Firm

David landed into the real estate industry by pure happenstance. He recounts, "In college, I majored in sociology, but there isn't much you can do with that unless you have a masters in the field. A friend of mine in the mid-'80s bought a Century 21 franchise and suggested I get a license and hang it in his shop. Six months later, while working 'floor duty' on a dreary Saturday, my friend's 10-year-old daughter walked in the door and said, 'My daddy told me you haven't even sold one house yet.' This was true. I had made zero commissions, and that was all the incentive I needed to move on."



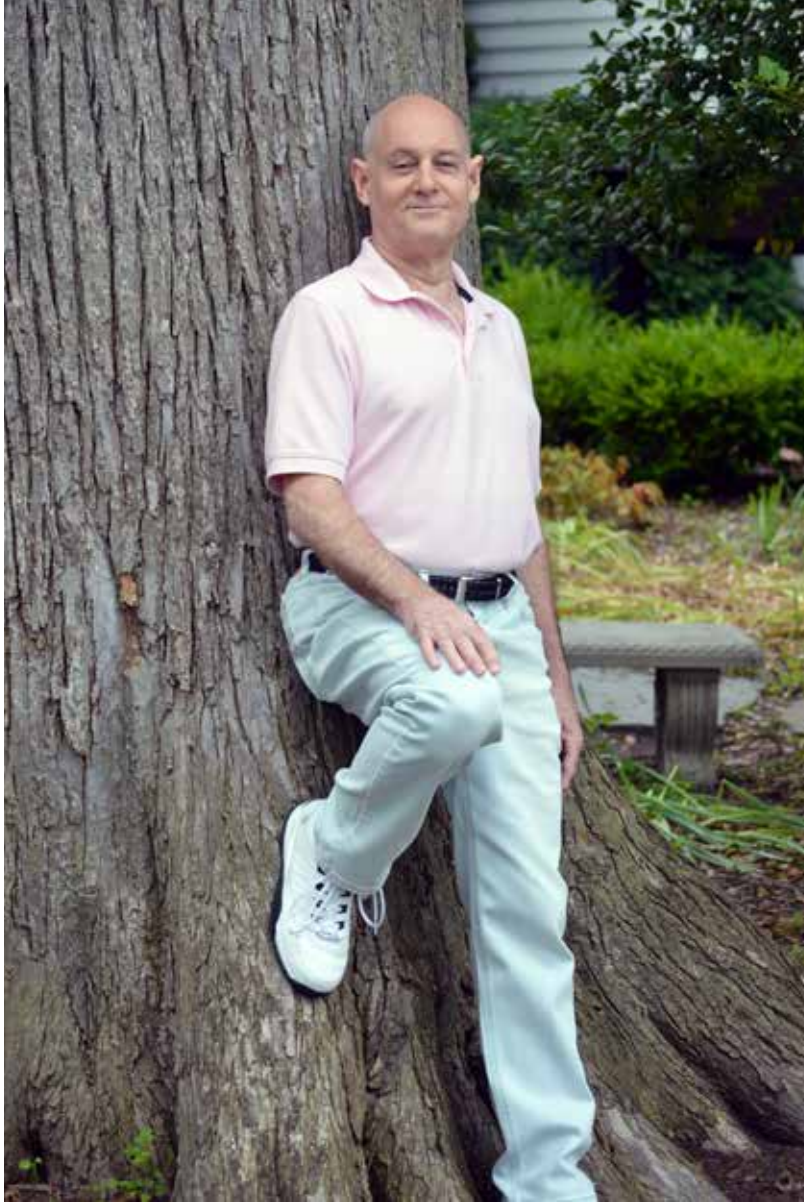
Photo by Adrienne Depew

••• “As I was emptying out my desk, an agent buddy of mine said, ‘You should try property management; you’d be good at it.’” And the rest, as they say, is history. Today, David runs one of the most successful and agent-friendly property management firms in Northern Virginia.

It took several years to reach this point though. He says, “When the women who founded WJD back in the ‘80s hired me to be their property manager, they were desperately trying to save a sinking ship. Their employees were all from temp agencies and had little or no knowledge of the property management business. This was truly the opportunity of a lifetime because I was able to build everything about WJD from the ground up, exactly the way I wanted it. It was, of course, a great deal of work, and it took more than a few 90-hour work weeks just to stabilize the company. But, my focus, along with the great staff that I brought on board, pulled us out of the abyss, and we have enjoyed steady, organic growth ever since.”

About Property Management and Our Real Estate Colleagues

David acknowledges, “There is definitely such a thing as bad property management, typically the result of inadequate support. Traditionally, brokerages that offer property management services provide only minimal resources for it because it is offered primarily to string real estate sales along. For example, if a property can’t be sold for whatever reason, they put it in property management until the circumstances change and they can try again to sell it. To this end, my colleagues think we are sub-



stantially overstaffed, but I am certain that our current personnel level is essential to ensure that both the owners and tenants of our 400-home inventory are served at the highest possible level.”

He adds, “What further sets WJD apart from other area brokerages engaged in property management is the fact that we do not have a sales arm. We are not involved in any manner of real estate sales and are 100 percent engaged in the business of residential property management and leasing.”

David says, “We know our referral program is different, and it’s just a matter of getting the word out. The most critical piece is trust. Agents need to know that we are not going to compete with them on any level. When a real estate agent refers a client who hires us for property management, they’re going to be assured that we will not try to sell that client’s home at some point. Their clients will remain their clients. Period. Also, we pay a generous 30 percent referral fee for these opportunities.”



Photo by Traci Brooks

“I don’t do ‘boss.’”

David takes great pride in his approach to doing business and employs a well-trained and experienced staff. “Knowing that the people who comprise the WJD staff enjoy working for my company matters a great deal to me. We are like a little family, and over the years, lasting friendships have been formed. We have a very flexible work environment, and everyone is on their own to do their work to the best of their ability. I avoid the traditional ‘boss’ role as much as possible, but I am always available for guidance and help if someone needs it.”

He also beams with pride when asked about his children. “My daughter is an attorney with the Romano Law firm in Manhattan. The firm specializes in entertainment and intellectual property law, which was her focus in law school. My son has two semesters left at Georgia Tech where he is earning a degree in computer engineering. He landed a summer internship with Amazon and is currently in Seattle earning substantially more money than I was when I was 55 years old!”

Today, David is focusing his energy on being a good father to his children, finding new ways to be innovative as a musician, and running his various real estate-related ventures.



David Norod and Michelle Williams

Located in downtown Fairfax, WJD Management has been serving the Northern Virginia market for more than 20 years. To learn more about partnering with WJD Management, visit www.wjdp.com and look for the “For REALTORS®” section. You can follow them on Facebook @wjdpmanagement, Twitter @WJDManagement, and Instagram @wjdp.



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1. Ditch the Company Given Website. The “free” website you were handed is a copy of a copy. Every agent in your office essentially has the same website. There is a little SEO (search engine optimization) behind it to make it GO. Get a website that you own and control, such as a custom WordPress site, and have a web developer build it to your specifications. Have them install the best SEO plugins so you can optimize each page and blog content you create.

2. Secure Your Site. If your website reads “http,” then you are falling behind. In the age of cybersecurity, Google and other search engines recognize the importance of securing your website so hackers can’t steal consumer information. As a real estate agent, you want people filling out forms to contact you. Have your web developer install a “security certificate” and make your site “https.” This will help your site’s rank ahead of non-secure sites.

3. Add a Blog. Blogs are ways for you to not only create content and educate people about the real estate market, but they help you to be “discovered” online by people searching for those topics. The more content you create, the more ways to be found. Write about the subdivisions you farm, demographics of the people you target, the real estate market, your listings, etc. A website that lacks a blog component has a hard time competing against sites that do.

4. Cross-Platform Market. The more ways people can connect with you and discover your other content, the better. YouTube is owned by Google and Facebook owns Instagram. Having active accounts on these platforms, then linking them on your website and vice versa is essential. Getting your target audience being able to get onto your website from multiple platforms is important. I always want people to subscribe to my blog and video channel, plus add me on social media, so no matter where I’m posting they are getting my content.

Taking the time to work the steps above will get many more eyes to your website. Google looks at the relevancy of your content, page clicks, time spent on your site, and if it is secure. Once you understand how to play Google’s game, you will see your website improve its ability to rank on top of the first page.



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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Chris Channell

▶▶ partner spotlight

Photos by: **Ryan Corvello Photography**

Regional Vice President Draper and Kramer Mortgage Corp.

Chris Channell could hardly have picked a more challenging time to begin his career in mortgages. “I entered the industry in 2009 – right when many people were exiting,” he recalls.

The financial crisis was winding down; however, an economic recovery still seemed anything but assured. Nonetheless, Chris was undeterred. “I taught myself the right way, and I took every opportunity I had,” he states.

At a young age, real estate became a passion for Chris. He grew up around his stepfather’s real estate business and picked up the basics along the way. Inspired by the idea of being an entrepreneur, he went on to study finance. He then took the plunge into the mortgage world.

Though he was a rookie facing severe headwinds, Chris achieved early success. Within his first two years, he had served more than 250 clients and originated more than \$40 million in loans. He continued to expand and improve his business, and from 2012 to 2013, Chris originated more than \$300

million across 800-plus loans. By the age of 28, he was an executive vice president, the leader of his own team, and ranked among the top 1 percent of mortgage originators nationwide.

In early 2018, Chris joined Draper and Kramer Mortgage Corp. as regional vice president. Together with his team, they launched the company’s new McLean, Virginia, branch and began recruiting additional loan processing and originating talent.


Since beginning his career, Chris has had the goal of mastering his business. “I studied hard to be the best, and I strive to always be accountable for everything I do and say,” he assures. He offers one impressive example of that accountability: “I have never had a loan denied within my control for as long as I can remember!”

While setting high standards for himself, Chris says the most fulfilling part of his profession is what he does for others. His favorite parts of the job are mentoring and growing his team, helping families become homeowners,

and being a valued resource to great business people.

“I’ve been a trusted partner to many top agents for years, and I’m greatly appreciative of their business and loyalty,” he affirms. “Whenever someone in real estate needs a second opinion on a financing scenario, I’m always happy to help.”

Chris credits his team for being a major driving force behind his success. “At the end of the day, I’m only as good as those around me,” he acknowledges. He has enthusiastic praise for each member of his loan processing staff: Operations Analyst Jane Shammass boasts “20 years of solid underwriting and processing experience,” Sales Coordinator Margie Pittman provides “excellent customer service and accountability,” Senior Loan Processors Kim Wayland and Jyoti Arora are “very experienced and provide unbelievable support and communication,” and Processing Coordinator Carolina Ferreira has “a beautiful personality and always goes above and beyond.”

A professional headshot of Chris Channell, a man with a beard and short brown hair, wearing a dark suit jacket over a white shirt. He is smiling slightly and looking directly at the camera. The background is a soft-focus indoor setting with a plant and a lamp visible.

While setting high standards for himself, Chris says the most fulfilling part of his profession is what he does for others. His favorite parts of the job are mentoring and growing his team, helping families become homeowners, and being a valued resource to great business people.

••• In addition to his own loan production, Chris is complemented by his team's multi-talented loan originators. They include Loan Officers Ian Ford, Evan Gordon, Eddie Jackson, Grace Olabosipo, Van Papadopoulos, Clay Sweet, and Charles Wilson, in addition to Business Development Manager Jennifer Nguyen.

Chris also credits his team with helping him achieve a work/life balance. "I have a busy schedule, and I'm thankful to have a strong team that helps me out in a tremendous way," he praises. This balance is vital for Chris since it enables him to be an active part of his family's lives.

"I've been married to my best friend for seven years," Chris says of his wife, Roxanne. Together, they have two children: 3-year-old Chase, "a very kind, loving, smart boy," and 1½-year-old Fay, "a wannabe-twin who mirrors her brother's every action." Together, they love spending time outside, playing sports, going to the pool and beach, and taking family trips.

Just as Chris is supported by his team, the team leverages the strengths of their company. Draper and Kramer Mortgage Corp. is a residential mortgage lender that was founded in 1893. The company has positioned itself as a provider of fast, flexible, and affordable home financing.

As a mortgage banking company, they lend from their own bank and from more than 50 other banks and investors. These resources allow them to offer a wide range of conventional and government loan products at competitive rates while still maintaining the efficiency, transparency, and control of in-house loan processing and underwriting departments.

Ten years ago, Chris was a rookie facing an uphill battle in a challenging financial climate. Today, he is an accomplished originator leading a seasoned team. Even with his business

growing strong and mortgage rates reaching back toward historic lows, Chris is not resting on his laurels.

"My goal is to build one of the best mortgage teams in the Washington metro area and further improve my record as one of the nation's leading loan officers," he declares. Considering all he has achieved so far, Chris seems to be well on his way to reaching that goal.

To learn more about Chris, visit www.dkmortgage.com/chris, follow his team on Instagram at [@draperandkramermetrodc](https://www.instagram.com/draperandkramermetrodc), or give him a call at 571-489-0581.
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ROB CHEVEZ

Doing Things The CAZA Way

Growing up as the son of a U.S. Diplomat, Rob Chevez moved every two to three years and attended nine schools before graduating high school. He learned early on how to adapt to new and challenging situations and how to harness the courage to face them head-on. His resilience, along with the life lessons he learned as a championship high school and collegiate wrestler, is the foundation which helped define his path to success.

Rob was born in Argentina and also lived in Costa Rica, Mexico, El Salvador, Australia, and briefly in Jamaica before his family settled in Arlington, Virginia, where he attended Yorktown High School. Before his senior year, the State Department reassigned his father to Jamaica, and Rob transferred to a boarding school in Fort Lauderdale, Florida, along with his sister.

“To say we moved around a lot is an understatement. Between all the moves, as well as an emergency evacuation from a hostile country, I learned how to adapt to change and appreciate diverse people and cultures,” he shares.

While at Yorktown High School, Rob joined the wrestling team, which would end up having a profound effect on how he approached personal challenges. “I became obsessed with the sport of wrestling, which undeniably shaped me more than anything else in my life. Wrestling is a sport where there is nowhere to hide. The amount of dedication and sacrifice it takes to compete at a high level is monumental. My senior year of high school, I was the team captain, and we won the state tournament. I continued on to NCAA Division I Wrestling at American University, where

“

“I love forming partnerships—I believe that no one succeeds alone,” he shares. “It’s why we chose to create an agent-owned real estate team as well as our unique investor network, GRID.”

• • • I earned a BS in psychology. While there, I was team captain my junior and senior years, and we won the conference championship my senior year. Wrestling teaches you grit, self-reliance, discipline, dedication and ultimately reveals who you are. It taught me that I could accomplish anything through hard work and dedication,” he remarks.

His passion and dedication have propelled him to the top of the real estate industry. Rob is CEO and team leader of The CAZA Group of Keller Williams Realty—a powerhouse sales and marketing team with a total volume in 2018 of more than \$117.5 million. His total career volume is well over half a billion dollars. Rob has won several awards yet says the achievement he is most proud of is not an award at all, but access to Gary Keller’s Private Mastermind. “To be considered, you have to be one of the best in the industry. It’s an honor and a privilege to be part of the group,” he expresses.

Finding a Better Way

Rob began his foray into real estate as an investor. After acquiring enough investment money as a partner in a technical sales recruiting company, he and his wife Kim started buying and renovating properties in the late 1990s for rental income and sales opportunities. In 2005, Rob decided to plunge into real estate investing full-time, and he sold his share of the business to his partner. Between 2005 and 2007, Rob and Kim purchased, renovated, and resold nearly 40 properties and had 200 units under management. This same year, Rob got his real estate license and also started The CAZA Investor Network (now GRID) as a way to expand his network.

However, Rob was uneasy with the level of risk they were incurring and knew there had to be a better way. “One day, I was at a bookstore and



The Millionaire Real Estate Agent caught my eye. As soon as I opened the first few pages I was hooked! The book offered a predictable real estate model that anyone could follow as long as you took the time to study and implement it. This model offered the 30-60-90 day cashflow that I was looking for, without the debt or risk one incurs when flipping homes, while still providing us the opportunity to buy and hold properties in our portfolio,” he explains.

With a renewed direction and purpose, Rob branched out and started the Robert Chevez & Company Real Estate Team in 2009. One year later, he decided to primarily focus his energies on retail sales and sold the property management business. He eventually created The CAZA Group of Keller Williams Realty, which continues to be rooted in principled core values and the pursuit of wealth-building opportunities for team members, clients, and partners.

Creating Opportunities Through Partnerships

Rob is passionate about educating the real estate community on how



they can generate wealth and multiple streams of income. “This is why we created an opportunity at CAZA where agents can become partners in the business, just like in a law firm. I love forming partnerships—I believe that no one succeeds alone,” he shares. “It’s why we chose to create an agent-owned real estate team as well as our unique investor network, GRID. Our agent-owned team is very different. I’ve only heard of two or three other teams in the country that are doing what we are doing.”

Rob is a co-founder of the GRID Investor Network, an innovative program which empowers real estate entrepreneurs with the resources, tools, leadership skills, and connections to help them increase their investment IQ to reach their financial dreams and goals.

Rob explains that the acronym GRID represents who they are (a power network) and what they do:

- G**—Grow (your database)
- R**—Return (on relationships)
- I**—Invest (in people and assets)
- D**—Develop (leadership and expertise)

GRID (formerly known as CAZA Investor Network) began in 2007 with less than ten people and has since grown to over 10,000 members in more than 12 locations in three states. Each chapter is run by active and experienced local real estate entrepreneurs who have joined GRID to share their stories, facilitate conversations, nurture relationships, and create more business opportunities for everyone in the room. They welcome real estate entrepreneurs of all experience levels. More information can be found at www.gridinvestor.com.

“We believe the networking, education, and inspiration you need to become a real estate investing pro is

best found at the local level – which means you need local knowledge, local contacts, and local resources to help you grow,” Rob emphasizes.

Becoming an Industry Resource

Now that Rob is a trusted leader in the industry, he has taken on mentorship roles as a way to give back to his community. One organization that is particularly close to his heart is the Northern Virginia National Association of Hispanic Real Estate Professionals (NAHREP) in which he currently serves as chapter president.

“Our mission is to advance sustainable Hispanic homeownership. There are 30,000 members and 100 chapters



across the U.S., and our chapter was recently awarded one of the top three chapters for sound financial management,” he informs. “Our goal is to empower our local real estate community with training and education so they can serve our community better. The NAHREP family is changing the lives of its members and helping to build wealth and legacy in the Hispanic community. I am honored to be part of the NAHREP familia.”

Rob is always eager to share his experiences with fellow agents and entrepreneurs. “First of all, get clarity on what you want and determine who you want to be in the world of real estate, then work hard on reaching that vision. Focus on either going after a specific territory or a niche. You can’t be all things to all people, so you are going to have to choose your target market and then go deep on providing them more value than anyone else. The person who adds the most value wins,” Rob notes.

Rob stresses the importance of hiring a coach to help agents achieve their goals. “Model after the best—don’t try to figure this out on your own. A great coach will help you save time, money, and increase your net worth,” he adds.

Rob appreciates the impact he can make through real estate. “I love that I can touch it, see it, admire its form and beauty. It’s a tangible asset that has created more millionaires than any other industry,” he affirms. “It provides families shelter and investment, and I love the combination of those two things. Real estate is a vehicle that allows me to do that in more ways than one. Whether it’s guiding a buyer or seller through a transaction or training members of our team on wealth building, my goal is to leave a positive and lasting difference in their life.”

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Summer LUAU

Photos by **Ryan Corvello**

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We would like to thank you from the core of our hearts; *NOVA Real Producers* showed up and showed out. This LUAU was AMAZING!

The property in Vienna, VA, was beautiful, the food was awesome, and the networking was exciting.

Thank you, Dustin Fox, for this amazing property. We could not have done it without the support of phenomenal event sponsors: Highlands Residential Mortgage, Home Warranty of America, Staged Interior, Donofrio & Associates, LLC, Loan Depot, and Strategic Gifting.

Our Second Annual Mastermind will be held on September 30th at Chantilly National Golf and Country Club. Watch your email for your exclusive invitation. You don't want to miss this event!





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TOP 200 STANDINGS

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

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
1	Keri K Shull	Optime Realty	97.5	\$65,478,552	189.5	\$118,220,040	287	\$183,698,592
2	Debbie Dogrul	Long & Foster Real Estate, Inc.	145.5	\$85,965,904	107	\$61,014,248	252.5	\$146,980,160
3	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	165.5	\$79,600,032	87	\$40,591,036	252.5	\$120,191,064
4	Phyllis G Patterson	TTR Sotheby's International Realty	36	\$38,742,248	40	\$35,959,660	76	\$74,701,904
5	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	29	\$38,411,700	21	\$28,540,700	50	\$66,952,400
6	Sue S Goodhart	Compass	39	\$33,925,832	41.5	\$32,164,500	80.5	\$66,090,328
7	Jennifer D Young	Keller Williams Chantilly Ventures LLC	100	\$49,476,180	33.5	\$15,513,345	133.5	\$64,989,524
8	Jennifer L Walker	McEneaney Associates, Inc.	37	\$28,219,500	34.5	\$26,196,258	71.5	\$54,415,756
9	Janet A Callander	Weichert, REALTORS	35	\$35,176,620	19	\$17,786,610	54	\$52,963,232
10	Cynthia Schneider	Long & Foster Real Estate, Inc.	56.5	\$27,889,984	28.5	\$13,638,600	85	\$41,528,584
11	Bruce A Tyburski	RE/MAX Executives	28	\$17,176,080	35.5	\$22,162,788	63.5	\$39,338,868
12	Tom Francis	Keller Williams Realty	15	\$22,262,820	16	\$16,565,270	31	\$38,828,088
13	Lilian Jorgenson	Long & Foster Real Estate, Inc.	24.5	\$30,120,900	4	\$5,410,000	28.5	\$35,530,900
14	Jean K Garrell	Keller Williams Realty	26.5	\$19,850,750	24.5	\$14,455,770	51	\$34,306,520
15	James W Nellis II	Keller Williams Fairfax Gateway	24	\$11,907,750	41	\$20,179,196	65	\$32,086,946
16	Brian Wilson	KW Metro Center	49	\$27,244,544	6	\$4,092,400	55	\$31,336,944
17	Irina Babb	RE/MAX Allegiance	37	\$23,680,600	10	\$7,078,000	47	\$30,758,600
18	Carla C Brown	Samson Properties	46	\$28,286,780	2	\$1,996,700	48	\$30,283,480
19	Christopher J White	Long & Foster Real Estate, Inc.	20	\$14,283,005	10	\$14,221,000	30	\$28,504,004
20	Barbara G Beckwith	McEneaney Associates, Inc.	14	\$20,046,000	5	\$8,366,000	19	\$28,412,000
21	Laura C Mensing	Long & Foster Real Estate, Inc.	14.5	\$16,889,000	12	\$11,456,100	26.5	\$28,345,100
22	Lenwood A Johnson	Keller Williams Realty	42	\$17,523,730	26	\$10,719,840	68	\$28,243,570
23	Anthony H Lam	Redfin Corporation	5	\$2,347,900	43	\$24,713,300	48	\$27,061,200
24	Christopher Craddock	Keller Williams Realty	30.5	\$11,961,749	34	\$15,054,128	64.5	\$27,015,876
25	Akshay Bhatnagar	Virginia Select Homes, LLC.	9	\$5,005,525	39	\$21,873,536	48	\$26,879,060
26	Damon A Nicholas	Coldwell Banker Residential Brokerage	33	\$19,594,042	14	\$7,080,913	47	\$26,674,956
27	Christina M O'Donnell	RE/MAX West End	13	\$11,111,130	20	\$15,555,280	33	\$26,666,410
28	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	18	\$19,947,984	6	\$6,577,805	24	\$26,525,790
29	Erin K Jones	KW Metro Center	17.5	\$7,291,225	44.5	\$19,096,396	62	\$26,387,622
30	Raymond A Gernhart	RE/MAX Executives	20	\$12,898,820	22	\$13,125,320	42	\$26,024,140
31	Wes W Stearns	M. O. Wilson Properties	34	\$15,203,060	19	\$10,741,354	53	\$25,944,414
32	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	10	\$16,393,000	5.5	\$9,494,900	15.5	\$25,887,900
33	Eve M Weber	Long & Foster Real Estate, Inc.	24.5	\$13,560,900	23	\$12,031,100	47.5	\$25,592,000
34	Jeremy G Browne	TTR Sotheby's International Realty	20.5	\$14,781,950	8.5	\$9,899,320	29	\$24,681,270
35	Scott A MacDonald	RE/MAX Gateway	43	\$22,327,650	4	\$2,157,000	47	\$24,484,650

TOP 200 STANDINGS

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

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
36	Paul Thistle	Take 2 Real Estate LLC	21	\$9,924,699	24	\$14,553,900	45	\$24,478,600
37	Kimberly A Spear	Keller Williams Realty	23.5	\$13,410,600	16	\$10,612,900	39.5	\$24,023,500
38	Gregory A Wells	Keller Williams Realty	27	\$18,033,500	9.5	\$5,918,800	36.5	\$23,952,300
39	Martin K Alloy	SMC Real Estate Corp.	42	\$20,970,448	6	\$2,977,190	48	\$23,947,640
40	Timothy D Pierson	Keller Williams Realty Falls Church	18	\$11,934,526	17.5	\$11,655,000	35.5	\$23,589,526
41	Roy Kohn	Redfin Corporation	43	\$21,610,812	2	\$1,610,000	45	\$23,220,812
42	Debbie P Kent	Cottage Street Realty LLC	40	\$20,974,328	4	\$1,653,100	44	\$22,627,428
43	Kay Houghton	KW Metro Center	21	\$11,753,350	22	\$10,788,400	43	\$22,541,750
44	Kevin C Samson	Samson Properties	25	\$19,051,350	2.5	\$3,085,500	27.5	\$22,136,850
45	Deborah D Shapiro	TTR Sothebys International Realty	9.5	\$10,491,000	8	\$11,630,000	17.5	\$22,121,000
46	Vicky Z Noufal	Pearson Smith Realty, LLC	25	\$18,275,376	5	\$3,355,655	30	\$21,631,032
47	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	26.5	\$16,404,205	7.5	\$5,052,525	34	\$21,456,730
48	Patricia Ammann	Redfin Corporation	7.5	\$4,901,500	27	\$16,552,800	34.5	\$21,454,300
49	Patricia Fales	RE/MAX Allegiance	17.5	\$12,721,100	11	\$8,632,500	28.5	\$21,353,600
50	Kristen K Jones	McEneaney Associates, Inc.	8	\$9,642,905	9	\$11,508,000	17	\$21,150,904
51	Elizabeth A Twigg	McEneaney Associates, Inc.	15	\$14,686,250	7	\$6,126,000	22	\$20,812,250
52	Elizabeth Kline	RE/MAX Premier	17.5	\$9,418,224	19	\$11,062,850	36.5	\$20,481,074
53	Bichlan N DeCaro	Westgate Realty Group, Inc.	14	\$8,331,500	21	\$12,148,490	35	\$20,479,990

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Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
54	Nikki Lagouros	Keller Williams Realty	6	\$3,074,300	39	\$17,071,900	45	\$20,146,200
55	Janet Pearson	Pearson Smith Realty, LLC	33	\$19,981,078	0	\$0	33	\$19,981,078
56	Dean P Yeonas	Yeonas & Shafran Real Estate, LLC	7	\$7,588,500	9	\$12,196,000	16	\$19,784,500
57	Khalil I El-Ghoul	Glass House Real Estate	18	\$9,653,100	14	\$9,974,990	32	\$19,628,090
58	Victoria(Tori) McKinney	KW Metro Center	12	\$10,875,200	11.5	\$8,737,700	23.5	\$19,612,900
59	Christine R Garner	Weichert, REALTORS	15	\$11,695,400	9	\$7,773,000	24	\$19,468,400
60	Paramjit K Bhamrah	Redfin Corporation	34	\$18,482,948	1	\$637,000	35	\$19,119,948
61	Karen A Briscoe	Keller Williams Realty	12	\$11,440,186	7	\$7,347,054	19	\$18,787,240
62	Megan Buckley Fass	FASS Results, LLC.	10.5	\$8,301,950	14	\$10,416,550	24.5	\$18,718,500
63	Michael I Putnam	RE/MAX Executives	30	\$14,097,500	9.5	\$4,539,500	39.5	\$18,637,000
64	Deborah L Frank	Deb Frank Homes, Inc.	20	\$14,824,000	4	\$3,775,240	24	\$18,599,240
65	Melissa A Larson	KW Metro Center	12	\$13,403,520	5	\$5,099,190	17	\$18,502,710
66	Natalie H McArtor	Long & Foster Real Estate, Inc.	20.5	\$11,889,250	11	\$6,495,000	31.5	\$18,384,250
67	Benjamin J Grouby	Redfin Corporation	32	\$15,313,925	4	\$3,035,000	36	\$18,348,924
68	Christine G Richardson	Weichert, REALTORS	19.5	\$12,033,000	10.5	\$6,307,400	30	\$18,340,400
69	Kendell A Walker	Redfin Corporation	8	\$3,610,750	28	\$14,040,245	36	\$17,650,996
70	Ashley C Leigh	Linton Hall Realtors	27.5	\$12,373,285	8.5	\$5,241,957	36	\$17,615,242
71	Ryan Rice	Keller Williams Capital Properties	17	\$7,443,900	19	\$10,129,800	36	\$17,573,700
72	Heidi F Robbins	William G. Buck & Assoc., Inc.	9.5	\$8,263,001	8	\$9,169,000	17.5	\$17,432,000
73	Sarah Harrington	Long & Foster Real Estate, Inc.	13	\$10,171,195	9	\$7,190,021	22	\$17,361,216
74	Richard J DiGiovanna	RE/MAX Allegiance	29.5	\$13,040,500	8	\$4,264,800	37.5	\$17,305,300
75	Dinh D Pham	Fairfax Realty Select	12	\$6,991,388	19	\$10,151,380	31	\$17,142,768
76	Shaun Murphy	Compass	15	\$8,625,501	13	\$8,479,300	28	\$17,104,800
77	Katherine D Colville	Century 21 Redwood Realty	22	\$12,284,810	9	\$4,787,000	31	\$17,071,810
78	Diana Morahan	Long & Foster Real Estate, Inc.	10	\$10,262,430	8	\$6,656,030	18	\$16,918,460
79	Kevin E LaRue	Century 21 Redwood Realty	15	\$10,562,890	11	\$6,310,675	26	\$16,873,564
80	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	8	\$7,104,502	12	\$9,682,250	20	\$16,786,752
81	Branden L Woodbury	Redfin Corporation	38	\$14,966,697	5	\$1,806,900	43	\$16,773,597
82	Donna C Henshaw	Avery-Hess, REALTORS	13	\$8,963,100	9	\$7,752,500	22	\$16,715,600
83	Lauren A Bishop	McEneaney Associates, Inc.	9	\$10,312,500	6	\$6,402,500	15	\$16,715,000
84	Cathy V Pongmalai	FRANKLY REAL ESTATE INC	21	\$13,630,518	4	\$3,061,000	25	\$16,691,518
85	Abuzar Waleed	RE/MAX Executives LLC	27.5	\$10,060,348	16	\$6,558,900	43.5	\$16,619,248
86	Darren E Robertson	Keller Williams Fairfax Gateway	4	\$1,542,000	39	\$15,048,725	43	\$16,590,725

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TOP 200 STANDINGS

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

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
87	Joan Stansfield	Keller Williams Realty	12	\$8,661,499	9.5	\$7,822,913	21.5	\$16,484,412
88	Lex Lianos	Compass	15	\$10,460,488	12	\$6,014,311	27	\$16,474,798
89	Danilo D Bogdanovic	Redfin Corporation	31	\$14,989,132	2	\$1,360,000	33	\$16,349,132
90	Margaret J Czapiewski	Keller Williams Realty	32.5	\$12,938,900	8.5	\$3,406,525	41	\$16,345,425
91	Dennis P Lee	Douglas Realty of Virginia LLC	9	\$4,799,500	23	\$11,540,000	32	\$16,339,500
92	Michael S Webb	RE/MAX Allegiance	9.5	\$5,972,757	21	\$10,322,250	30.5	\$16,295,006
93	MaryAshley Rhule	Compass	11	\$9,857,000	9	\$6,432,100	20	\$16,289,100
94	Brian J Gaverth	Redfin Corporation	27	\$14,182,000	3	\$2,061,500	30	\$16,243,500
95	William R Davis	Century 21 New Millennium	11.5	\$8,137,655	6	\$8,039,000	17.5	\$16,176,655
96	Lyndie Votaw	Redfin Corporation	20	\$9,648,620	11	\$6,513,000	31	\$16,161,620
97	Nicole M McCullar	KW Metro Center	11	\$10,273,000	7	\$5,840,000	18	\$16,113,000
98	Steven C Wydler	Compass	10	\$12,186,400	2	\$3,813,640	12	\$16,000,040
99	Rheema H Ziadeh	Redfin Corporation	29.5	\$14,131,650	3	\$1,819,000	32.5	\$15,950,650
100	Edward R Lang	RE/MAX Premier	21	\$10,566,590	11	\$5,359,200	32	\$15,925,790
101	Billy Buck	William G. Buck & Assoc., Inc.	11	\$9,213,526	7.5	\$6,639,084	18.5	\$15,852,610
102	Robert T Ferguson Jr.	RE/MAX Allegiance	12	\$7,929,776	10	\$7,901,276	22	\$15,831,052
103	Colette LaForest	Redfin Corporation	31	\$14,556,000	2	\$1,189,900	33	\$15,745,900
104	William F Hoffman	Keller Williams Realty	9	\$11,346,280	6	\$4,331,500	15	\$15,677,780
105	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	21	\$11,967,200	5	\$3,703,899	26	\$15,671,099
106	Jennifer H Thornett	Washington Fine Properties, LLC	7	\$10,635,820	3.5	\$4,849,000	10.5	\$15,484,820
107	Ann M. Wilson	KW Metro Center	13	\$13,430,800	4	\$2,039,000	17	\$15,469,800
108	Marcia Burgos-Stone	Redfin Corporation	24	\$13,302,200	5	\$2,121,000	29	\$15,423,200

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
109	Laura R Schwartz	McEneaney Associates, Inc.	11	\$8,703,536	9	\$6,703,850	20	\$15,407,386
110	Thomas R Moffett Jr.	Redfin Corporation	24	\$11,429,850	6	\$3,944,200	30	\$15,374,050
111	Heather Carlson	RE/MAX Allegiance	12	\$5,792,700	17	\$9,577,000	29	\$15,369,700
112	Catherine F Ryan	Long & Foster Real Estate, Inc.	16	\$9,936,700	8	\$5,272,820	24	\$15,209,520
113	Dina R Gorrell	Redfin Corporation	26	\$15,197,150	0	\$0	26	\$15,197,150
114	Mara D Gemond	Redfin Corporation	2	\$1,146,000	22	\$13,989,950	24	\$15,135,950
115	Daan De Raedt	Property Collective	18	\$8,926,300	12	\$6,117,300	30	\$15,043,600
116	Cristina B Dougherty	Long & Foster Real Estate, Inc.	10	\$6,140,550	16.5	\$8,878,250	26.5	\$15,018,800
117	Jennifer Mack	Pearson Smith Realty, LLC	10	\$6,525,002	15	\$8,471,600	25	\$14,996,602
118	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	5	\$2,034,900	20	\$12,933,865	25	\$14,968,765
119	William S Gaskins	Keller Williams Realty Falls Church	11.5	\$9,616,390	4	\$5,350,000	15.5	\$14,966,390
120	Andrea M Hayes	Living Realty, LLC.	21	\$10,683,598	9	\$4,268,800	30	\$14,952,398
121	Kathryn R Loughney	Compass	10	\$6,208,800	14	\$8,740,000	24	\$14,948,800
122	Kristina S Walker	Keller Williams Realty Falls Church	10.5	\$7,646,000	11	\$7,244,300	21.5	\$14,890,300
123	Diane V Lewis	Washington Fine Properties, LLC	6.5	\$8,630,100	5	\$6,212,000	11.5	\$14,842,100
124	Jason Quimby	KW Metro Center	13	\$10,111,800	8	\$4,719,000	21	\$14,830,800
125	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	12	\$5,391,500	20.5	\$9,431,400	32.5	\$14,822,900

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TOP 200 STANDINGS

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

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
126	Lisa Dubois-Headley	RE/MAX West End	9.5	\$6,102,270	10	\$8,655,900	19.5	\$14,758,170
127	Brittany Lambrechts Camacho	Century 21 Redwood Realty	6.5	\$3,113,000	16	\$11,591,958	22.5	\$14,704,958
128	Matthew R Elliott	Keller Williams Realty	11	\$4,916,900	18.5	\$9,768,350	29.5	\$14,685,250
129	Mark G Goedde	Long & Foster Real Estate, Inc.	13	\$11,427,950	4	\$3,138,000	17	\$14,565,950
130	Mark R Sirianni	Ayr Hill Realty	8	\$8,104,500	7	\$6,429,000	15	\$14,533,500
131	John D Shafran	Yeonas & Shafran Real Estate, LLC	7	\$12,768,500	1	\$1,750,000	8	\$14,518,500
132	A. Casey O'Neal	RE/MAX Allegiance	19.5	\$12,004,750	4.5	\$2,447,450	24	\$14,452,200
133	Lyssa B Seward	TTR Sotheby's International Realty	8.5	\$8,489,750	8.5	\$5,958,100	17	\$14,447,850
134	Abel Aquino	Redfin Corporation	32	\$13,622,116	2	\$809,900	34	\$14,432,016
135	Marilyn K Brennan	Long & Foster Real Estate, Inc.	13	\$8,397,900	9.5	\$5,932,125	22.5	\$14,330,025
136	Mickey Glassman	RE/MAX Premier	22	\$11,238,800	7	\$3,032,500	29	\$14,271,300
137	Kimberly D Ramos	Keller Williams Chantilly Ventures LLC	17	\$11,169,750	4	\$3,080,780	21	\$14,250,530
138	Jeddie R Busch	Coldwell Banker Residential Brokerage	12	\$6,837,400	13	\$7,384,900	25	\$14,222,300
139	Tammy L Roop	Century 21 New Millennium	24.5	\$10,816,900	8	\$3,348,000	32.5	\$14,164,900
140	Constantine S Anthony	Pearson Smith Realty, LLC	22	\$10,979,145	4	\$3,165,510	26	\$14,144,655
141	Marianne K Prendergast	Washington Fine Properties, LLC	4	\$4,728,125	8	\$9,387,500	12	\$14,115,625
142	Candee Currie	Redfin Corporation	25	\$14,074,900	0	\$0	25	\$14,074,900
143	Cheryl L Hanback	Redfin Corporation	0	\$0	26	\$14,011,440	26	\$14,011,440
144	Nathan Daniel Johnson	Keller Williams Capital Properties	23.5	\$8,373,651	13.5	\$5,623,085	37	\$13,996,736
145	Brad C Kintz	Long & Foster Real Estate, Inc.	20	\$10,456,800	7	\$3,497,800	27	\$13,954,600

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
146	Sandra Shimono	Redfin Corporation	1	\$525,000	23	\$13,377,790	24	\$13,902,790
147	Spencer R Marker	Long & Foster Real Estate, Inc.	20	\$12,566,900	2.5	\$1,301,000	22.5	\$13,867,900
148	Linh T Aquino	Redfin Corporation	28	\$13,113,499	1	\$725,000	29	\$13,838,499
149	Catherine B DeLoach	Long & Foster Real Estate, Inc.	21.5	\$13,819,550	0	\$0	21.5	\$13,819,550
150	Deborah L Wicker	Keller Williams Realty	14	\$9,313,200	4	\$4,344,990	18	\$13,658,190
151	Jillian Keck Hogan	McEneaney Associates, Inc.	5.5	\$4,540,000	11	\$9,095,175	16.5	\$13,635,175
152	Michael C Manuel	Long & Foster Real Estate, Inc.	13	\$8,973,371	7	\$4,660,650	20	\$13,634,021
153	Anna Vidal	Keller Williams Realty	24	\$8,529,300	12	\$5,099,281	36	\$13,628,581
154	Chris Earman	Weichert, REALTORS	7	\$7,373,100	6.5	\$6,236,400	13.5	\$13,609,500
155	Richard M Mountjoy Jr.	Keller Williams Realty	7.5	\$7,113,450	8	\$6,488,083	15.5	\$13,601,533
156	Theresa Valencic	Long & Foster Real Estate, Inc.	3	\$7,155,000	3	\$6,370,000	6	\$13,525,000
157	Caitlin Ellis	Pearson Smith Realty, LLC	18	\$9,652,225	8	\$3,869,808	26	\$13,522,033
158	Kristin M Francis	Keller Williams Capital Properties	3	\$2,148,500	16.5	\$11,351,724	19.5	\$13,500,224
159	Desiree Rejeili	Samson Properties	6.5	\$2,044,500	29	\$11,404,387	35.5	\$13,448,887
160	Tana M Keeffe	Long & Foster Real Estate, Inc.	4.5	\$4,581,300	8	\$8,773,600	12.5	\$13,354,900
161	Melinda L Schnur	Keller Williams Realty Falls Church	8.5	\$6,170,000	6	\$7,129,000	14.5	\$13,299,000
162	Aaron Podolsky	KW Metro Center	13	\$7,344,313	12	\$5,925,700	25	\$13,270,013
163	Elizabeth W Conroy	Keller Williams Realty	9	\$9,195,186	3	\$4,038,000	12	\$13,233,186
164	Gitte Long	Redfin Corporation	13	\$6,573,500	13	\$6,588,000	26	\$13,161,500
165	Lisa T Smith	Pearson Smith Realty, LLC	16.5	\$10,235,800	5	\$2,904,920	21.5	\$13,140,720
166	Sridhar Vemuru	Aragami, LLC	2	\$852,500	19	\$12,266,600	21	\$13,119,100
167	Christopher C Tapper	Redfin Corporation	22.5	\$12,970,951	0	\$0	22.5	\$12,970,951
168	Kyle R Toomey	Keller Williams Capital Properties	12	\$5,357,000	18	\$7,511,000	30	\$12,868,000
169	Peter B Knapp	Keller Williams Realty	9.5	\$4,645,000	8.5	\$8,214,005	18	\$12,859,005
170	Kenneth E Tully	RE/MAX Preferred Prop., Inc.	10	\$6,665,000	8	\$6,145,860	18	\$12,810,860
171	Jon C Silvey	Pearson Smith Realty, LLC	12	\$8,431,500	6	\$4,366,500	18	\$12,798,000
172	Lizzie A Helmig	Pearson Smith Realty, LLC	6	\$2,670,000	25	\$10,111,500	31	\$12,781,500
173	Thomas Arehart	Samson Properties	15	\$6,963,922	8	\$5,813,050	23	\$12,776,972
174	Aaron A Probasco	Keller Williams Realty Falls Church	10	\$10,708,320	4	\$2,052,000	14	\$12,760,320
175	Peter J Braun Jr.	Long & Foster Real Estate, Inc.	15	\$10,309,400	3.5	\$2,423,500	18.5	\$12,732,900
176	Barbara J Ghadban	Weichert, REALTORS	13	\$9,832,800	4	\$2,892,500	17	\$12,725,300
177	Venugopal Ravva	Maram Realty LLC	3	\$1,243,000	21	\$11,469,783	24	\$12,712,783
178	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	14	\$9,852,052	4	\$2,851,379	18	\$12,703,431
179	Natalie Perdue	Long & Foster Real Estate, Inc.	4	\$2,098,000	17.5	\$10,590,850	21.5	\$12,688,850

Disclaimer: Information based on numbers reported to the MLS as of August 5, 2019 for Jan. 1 to July 31, 2019. This data represents closed sales of residential new construction, and resale in Alexandria, Arlington, Fairfax, Falls Church, Loudoun, and Prince William counties. Numbers not reported to the MLS by the date the information is pulled are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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TOP 200 STANDINGS

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

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
180	Bhavani Ghanta	Long & Foster Real Estate, Inc.	2	\$1,098,000	20	\$11,589,490	22	\$12,687,490
181	Jon P Blankenship	Pearson Smith Realty, LLC	14.5	\$6,805,239	9	\$5,766,811	23.5	\$12,572,050
182	Kevin J Carter	RE/MAX Select Properties	9	\$4,642,500	11	\$7,838,456	20	\$12,480,956
183	Susan W Wisely	Berkshire Hathaway HomeServices PenFed Realty	6	\$6,072,049	6	\$6,336,800	12	\$12,408,849
184	Terry M Belt	Keller Williams Realty	7.5	\$5,671,634	11	\$6,728,050	18.5	\$12,399,684
185	Deyi S Awadallah	D.S.A. Properties & Investments LLC	23	\$11,162,900	2	\$1,105,000	25	\$12,267,900
186	Shellie M Coury	Keller Williams Realty	10	\$7,304,957	7	\$4,937,390	17	\$12,242,347
187	Benjamin D Heisler	Pearson Smith Realty, LLC	15	\$7,957,000	7	\$4,284,369	22	\$12,241,369
188	Patricia E Stack	Weichert, REALTORS	10	\$8,386,688	7	\$3,817,100	17	\$12,203,788
189	David A Moya	KW Metro Center	6.5	\$4,162,450	12	\$8,038,000	18.5	\$12,200,450
190	Heather E Heppe	RE/MAX Select Properties	13	\$8,294,922	7	\$3,899,380	20	\$12,194,302
191	Mercy F Lugo-Struthers	Casals, Realtors	6.5	\$2,168,500	26	\$10,022,200	32.5	\$12,190,700
192	Carolyn A Capalbo	Long & Foster Real Estate, Inc.	23	\$11,364,940	2	\$804,800	25	\$12,169,740
193	Rebecca D McCullough	McEneaney Associates, Inc.	9	\$6,116,270	9	\$6,047,000	18	\$12,163,270
194	Douglas Ackerson	Redfin Corporation	2	\$1,172,000	20	\$10,953,050	22	\$12,125,050
195	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	6	\$9,714,900	3	\$2,400,000	9	\$12,114,900
196	Brian D MacMahon	Redfin Corporation	12	\$7,824,500	5	\$4,255,000	17	\$12,079,500
197	Derek J Huetinck	Beacon Crest Real Estate LLC	4	\$6,454,960	5	\$5,584,700	9	\$12,039,660
198	Cathy Howell	Keller Williams Realty	15.5	\$6,559,150	12	\$5,455,069	27.5	\$12,014,219
199	Deborah S McGuire	Keller Williams Realty	7.5	\$8,030,000	4.5	\$3,925,540	12	\$11,955,540
200	Raya Fridental	Redfin Corporation	3	\$1,195,500	17	\$10,733,899	20	\$11,929,399



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