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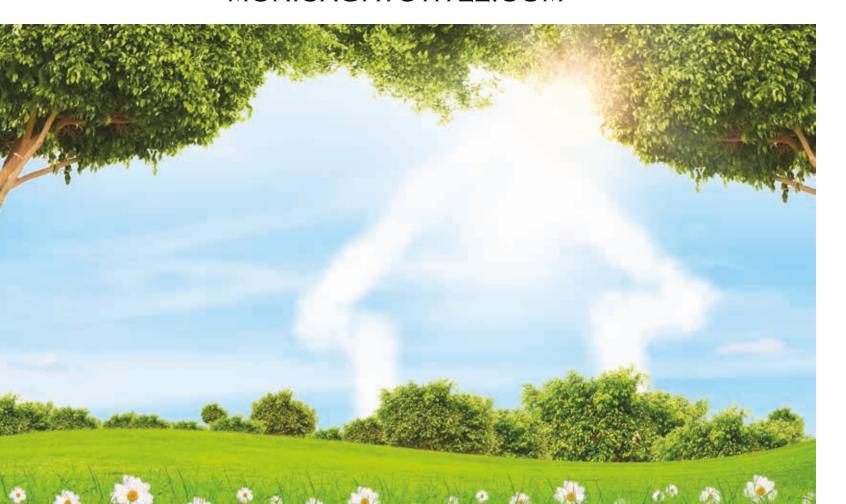
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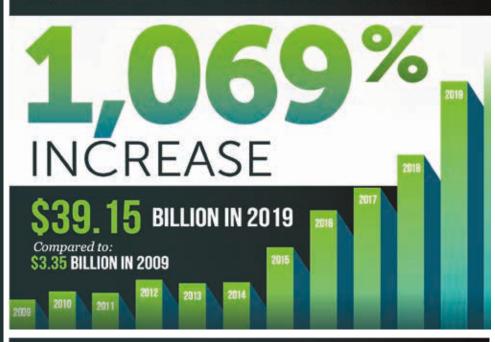


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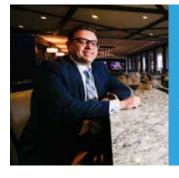
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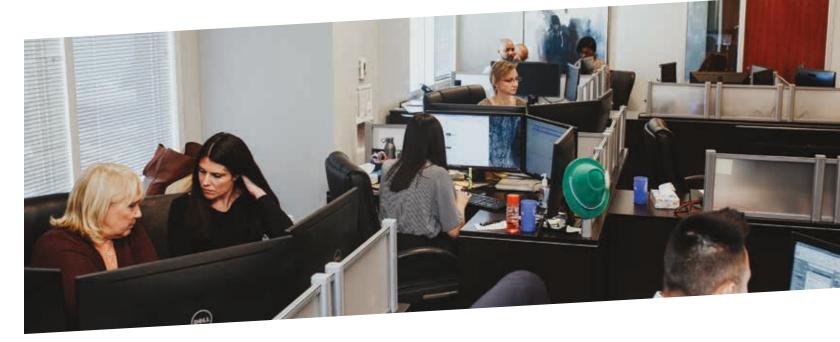


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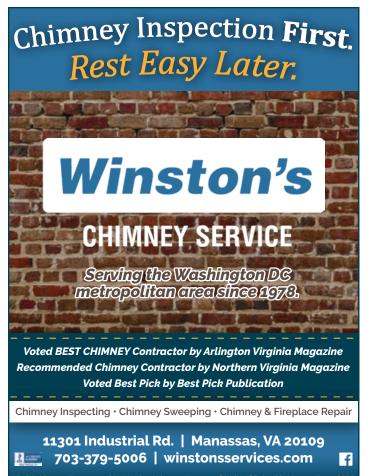




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REAL PRODUCERS® TOP 500

DEAR NOVA REAL PRODUCERS,

OMG! What an amazing time we had at our Nationals Stadium Walk of Fame event! Hopefully, you were there to celebrate success with your peers, colleagues and our amazing partners! Check out our photos on our Facebook page and in our upcoming REAL Producers publication, May 2020 issue.

Here at NOVA REAL Producers, we only continue to step up our game, so get ready to attend some amazing events over the next year. For those of you who are already anticipating what's next – mark your calendars and save the date for June 10, 2020!

In addition, I want to send a shout-out to our REAL Producers who have been with us since the beginning! Your consistency, courage, and resilience are only to be admired. It has been amazing to learn and grow with you.

There are lots of new faces in our top 500 this year! For those of you who have made it to our top level and are receiving the publication for the first time – CONGRATULATIONS on becoming a REAL Producer! If you want access to some of our exclusive tools and digital publications, download our App *DigaPub* from Apple or Google Play.

Take a look at our mission and who we are!

OUR MISSION:

Is to connect, elevate, and inspire industry professionals, such as yourselves, within the Northern Virginia area. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top 500 out of close to 20,000 agents in our area.

WHO WE ARE:

We are the local, pro-Realtor® publication and relationship platform, covering our local Real Estate top performers. We accomplish this by providing Realtor® content in the publication monthly, exclusive quarterly events, and our social media private group.

We give voice to our REAL Producers' stories, and your stories of success leave clues for our entire community. Our in-person quarterly events offer our REAL Producers an opportunity to meet each other in an ever-growing virtual world. Odds are, you have or will work with them, and be in multiple offer situations. Relationships are key.

This publication is for you. We want your opinion! What topics and/or columns would help you achieve your 2020 goals?

Finally, without our Preferred Partners, none of this would be possible! We are thankful for their participation and all they do for our community.

For more information about our publication, partners, and future events, check out www.NoVaRe-alProducers.com, our private Facebook group, or email us at info@novarealproducers.com.



THANKS AGAIN!

Publisher
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JENNIFER YOUNG Keller Williams Realty No! I drove a minivan and before that, it was a Prius.



MICHELLE ZELSMAN Coldwell Banker Absolutely not. You need to have a clean car. I

drive a Jeep Wrangler and none of my luxury clients have ever commented about my car aside from the fact that it's clean.



TROY J. SPONAUGLE Samson Properties Depends on the defini-

tion of "luxury." In our market, a 1M-2M home is a luxury home, but is a very common place. So no, I don't think you need a luxury car. However, your car should be clean and neat at all times.



DELAINE CAMPBELL **Keller Williams Metro Center**

Originally, I thought that I did. But I have found that most buyers or sellers don't care. Perhaps if you are selling upper-bracket homes it makes a difference, but to the average buyer or seller, no. Even if the buyer or seller drives a luxury car, they don't expect the agent to, as long as the auto is in great shape, well kept, comfortable and appropriate for the target market. I am finding that more and more enjoy seeing the use of hybrid autos.



DIANE NORTHERN Coldwell Banker Residential Brokerage

I believe the most important aspect, no matter the automobile you choose to drive, is that your car is clean and spotless, inside and out. I believe it truly reflects on your professionalism and attention to detail the client will receive, regardless if you are a listing agent or buyer's agent. (I drive an Audi.)



CHARLET SHRINER **RE/MAX Premier**

Do you need to own a luxury car for real estate?

I would say, it can't hurt. Since our days are over, driving folks around like we used to, when working with buyers, it isn't necessary. But when you are listing property, if you pulled up in a beater, the sellers would question your success. So I would say it is helpful when listing property. A luxury car shows success and that you value finer things. But sooo luxury and people will take notice that maybe you earn too much. It can be a fine line. I own a luxury sedan and an SUV and use them interchangeably.



ANDREA HAYES Schatz Hayes Homes It shouldn't matter what you drive as long as it's

taken care of. Just because you roll up in a BMW/MB/Audi, etc., doesn't mean you are any more successful than anyone else. If anything, you may just have a very large payment.



JAKE SULLIVAN RE/MAX Allegiance

If one wants to succeed in the luxury market, then they definitely need to drive a "professional" vehicle. Most sellers will want to relate with agents in the cars they drive and also how they dress. Both need to be

professional, clean and neat.

SUE SMITH RE/MAX Premier

You don't need to drive a luxury car to sell high-end real estate. What is more important than a luxury car is timeli-

ness, presentation, organization and cleanliness of you and your vehicle. Driving a nice car is a first impression only; what is more important is your professionalism, knowledge and how you relate to your clients. Take care of them and they will take care of you!



KYLE DAVIS RE/MAX Select Properties, Inc.

Generally, driving a newer, mid-sized model vehicle is sufficient for most agents It's a personal preference, honestly. Not to mention, today, most clients drive their cars to showings where, not long ago, we would all tour in my vehicle. I do get clients saying to me, "I guess in your business you need to drive a nice vehicle," and to that, I typically respond with, "I think so, plus all of my clients enjoy riding in it." I love my Range Rover and so do my clients!



MICHELLE ROWLAND SANOSKE **Redfin Corporation**

ABSOLUTELY, YES! If you sell luxury homes, you should have a car to match. You should be relatable to your clients.



JEDDIE BUSCH Coldwell Banker Residential Brokerage

I firmly believe agents working in luxury spaces must have a luxury car. It creates an image of success and inspires confidence in high-end clients. I have found the car to be a great conversation starter.



KAREN SPARKS Century 21 **Redwood Realty**

In real estate, your vehicle is part of your image, but a luxury vehicle is not a requirement for a successful real estate career. A late-model, well-kept and well-maintained vehicle is sufficient.



DANILO BOGDANOVIC Redfin Corporation I always take my "Boyz

n the Hood" '64 Impala to high-end listing appointments. Pulling up on three wheels with the hydraulics cranked is quite the icebreaker and conversation starter.



NIKKI LAGOUROS Keller Williams Realty, Inc.

I drive a luxury car to sell non-luxury real estate.



ANDY NORTON RE/MAX Distinctive Real Estate, Inc.

It depends. I have worked with people who have more money than they'll ever need, drive expensive cars and get new ones every couple years because the money means nothing to them. They want an agent who is at one with that. Other luxury buyers aren't like that. But I do believe these days, rightly or wrongly, we are judged by our wheels.



JENNIFER VIRGIL POGODA Keller Williams Realty, Inc.

Most clients don't hop in an agent's car anymore...they follow you. I think as long as a car is clean, at least on the exterior, and not like a piece of junk, it's okay. As well, clients understand agents have cars that are multi-purpose. Many agents have family-friendly cars or minivans because they have children. I think it's perfectly fine not to have a luxury car.



LAURYN EADIE FERDINAND Keller Williams Realty

I don't believe you do! l sold plenty of real estate in my Mazda 626 manual!



MEREDITH GUSTIN HANNAN CENTURY 21 Redwood Realty

No. What I drive doesn't determine what I can sell.



NICOLE CANOLE **Keller Williams Capital Properties**

It depends on your lead generation strategy. Are you sphere-based selling luxury listings? Then it doesn't matter if you have a Mercedes or a Mazda. Are you door-knocking expired or canceled listings and these people don't know you from a Kirby salesman? You have one shot to make an impression, and that's when they open the door and see how you present yourself, and what kind of car drove through their gate and is sitting in their driveway. The decision to listen to you happens in an instant, so you have to present yourself in a way that makes you "look like you belong."

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In this situation, optics are everything.

MATT PLUMER
eXp Realty
Your \$80,000

Your \$80,000 car doesn't tell me how much you make or how good you are at real estate. It just tells me how much you spend.

DEBBIE MEIGHAN
Washington Fine Properties
I have plenty of clients who would
think they are paying me too much if I
roll up in an expensive car! My average
sale price last year was \$1.1 million and I sold all of
it driving a Honda CR-V.



No! I started with a VW wagon and moved up to a pre-owned MB. But people are interested in you! Some people might even not like that you are driving a fancy car! Haha



GAIL LAMMERSEN BELT Keller Williams Realty

When I started, I drove a car so rickety that the water hose needed filling after every stop. I was mostly working with local couples or Marines families from Camp Pendleton, so we had a routine. Pull in the driveway and I'd show the house to the wife while spouse found the garden hose and replenished the water. If she asked that we go back in and relook so her husband could see it, I knew there was interest. If not, we headed to the next house. I now drive a higher-end car. Clients were fine either way, although my current car does attract more comments.



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LAURIE MENSING
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REAL PRODUCERS. **PRESENTS**

Golden Nuggets



Jean Garrell

Keller Williams Realty

"As a team, we work hard and play hard with an occasional 'Group Therapy' meeting to keep us all grounded! There is so much to talk about, especially going through difficult transactions. If we all get together and laugh about them and have a glass of wine, it makes it that much better."



Dan Bernstein

eXp Realty

"It's a dream of mine to one day walk down the street with my son and point out a large building I developed."



Kevin Wheeler

Jennifer Dorn

Berkshire Hathaway

"The most fulfilling part of working

with ACTS is serving others less for-

tunate or those in need. Giving back to

reduce hunger. No one should go with

out food. I know that I cannot save or

change everyone that has a need, but

I can at least do my part. This charity

does so much for the community."

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123.JUNK

"Once your items are loaded onto our trucks, they get delivered to local charities, recycling facilities, and the dump, in that order. Our goal is to minimize the amount of junk that ends up in the landfill and maximize the recycling potential for your unwanted items."

"A big part of success, in my opinion, is helping other people be successful."



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-Christine W., Buyer's Agent

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"Just closed on one of the smoothest transactions—a great experience for my first-time home buyers! Tim kept everyone up-to-date on the process. And his videos describing each step along the way were a bonus."

-Meredith G., Buyer's Agent

"It's always a great experience when working with Tim Kelly and his team!"

-Kate B., Buyer's Agent

"Tim kept me informed of the process and the status of the loan at all times. The experience was very pleasant. I think I have myself a new lender to refer all my buyers to. Thanks, Tim."

-Sadaf A., Listing Agent



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Easy As 1-2-3

ach member of the 123JUNK team has found their way into the business through their own journey, their own path. As their paths have converged, they've discovered, together, an opportunity to do good in a world where the disposal process (i.e., what happens to our trash after it leaves our home) is often overlooked.

123JUNK is changing the notion of what junk-removal services entail. By focusing on community advocacy, donations, and recycling before trash hits the landfill, they are practicing social and ecological responsibility in a world that so desperately needs more of it.

123JUNK's Client Relationship Managers, Ethan Delahunty, Kevin Wheeler, and Neil McKinnon.

18 · April 2020 www.realproducersmag.com • 19 A full-service junk removal company, 123JUNK has grown to be the premier provider for the D.C. Metro area, including Northern Virginia and Maryland. The company does more than merely clear out garages, basements, and attics and haul off truckloads of debris. Their commitment to social responsibility and environmental protection is what sets them apart from their competition. Even their name is a nod to the three-step approach they use when getting rid of items: 1.) Donate, 2.) Recycle, 3.) Dispose: 123JUNK.

123JUNK has built a talented Client Relationship Manager team to focus on relationship building. "We favor relationships over traditional marketing," owner Collin Wheeler says. "It creates accountability when somebody has a dedicated person whom they can contact if something goes wrong."

123JUNK: Meet the Team

123 JUNK tailors its business model toward real estate agents. As a referral business, partnering with agents is their niche.

Real estate and junk removal are not as different as some people may think. "Both industries are about providing a solution for a problem, marketing that solution through relationships and quality services, and providing an abundance of value to your clients." 123JUNK's humble beginnings and marketing ideology have been woven into the fabric of the company's DNA. As a bootstrapped start-up, 123JUNK didn't have the option of traditional marketing.

In 2008, at the height of the recession and with 4,000 dollars to his name, Collin invested in a 1992 landscape truck and a stack of business cards. The company's model was simple: set clear expectations for the client, over-deliver on services, and trust that it will lead to more business.

This survival mentality forced 123JUNK to focus on the client experience rather than marketing and sales. Their logic was as follows: If the quality of the services was high, then their clients would remark to others about their experience, leading to more business. If their service quality was low, then they would stagnate. The degree to which the referrals came in served as a testament to the quality of work provided — and they continue to get positive reports back, in the form of customer testimonials and referrals.

123JUNK's trio of Client Relationship Managers consists of Kevin Wheeler, Ethan Delahunty, and Neil McKinnon, who are responsible for making sure that their clients and partners are satisfied with the work that gets done.

ETHAN DELAHUNTY

"When I was a kid I told my parents that my dream job was working on a garbage truck (so I could ride on the back of the truck), and I feel like I haven't landed very far off," Ethan laughs.

"I love talking to people and dealing with other like-minded individuals.

I also have a love for entrepreneurship and business development. At

123JUNK, I am able to be a larger part of the development of the company."

When he's not working, you're most likely to find Ethan working out at the gym. He's done a handful of bodybuilding competitions and aspires to continue them. He enjoys traveling to snowboard during the winter and spending time at the lake during the summer.

In work and outside work, Ethan is honed in on being an authentic human being.

"I am genuine in business and in my personal life. I treat everyone as my friend, not a business opportunity," he says.



We favor relationships over traditional marketing. It creates accountability when somebody has a dedicated person whom they can contact if something goes wrong. 99

KEVIN WHEELER

"A big part of success, in my opinion, is helping other people be successful," Kevin begins.

Kevin is the brother of 123JUNK founder, Collin Wheeler.

"My brother started the company when I was 16 years old, and he saw my friends and me as an opportunity for some cheap labor," Kevin recalls. "I worked for the company on and off throughout high school and college. Upon graduation, I spent a couple of years in the corporate world, but I decided it was time to rejoin my brother to help expand our D.C. and Montgomery County presence. It's been over five years and I couldn't be happier with my decision."

Outside of work, Kevin enjoys spending time with his family and fiancée, personal development, going out to eat, and all things sports — playing sports, watching sports, and talking about sports. "I'm always trying to make myself a better person through podcasts, reading, exercise, and volunteering in the community," Kevin says.





NEIL MCKINNON

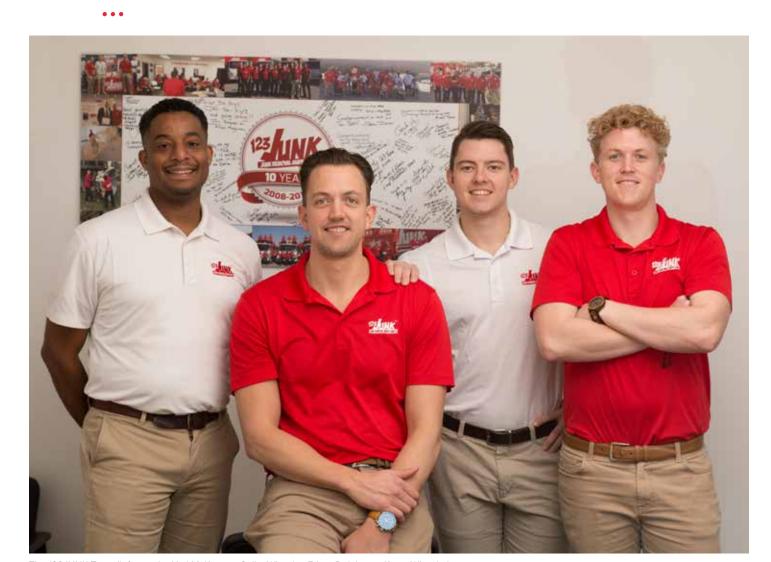
Neil owned a party equipment rental company for a decade before selling it to a larger supplier. Afterward, he wanted to get into an industry with more growth opportunities, with a company that was growing.

"I also wanted the opportunity to make an impact," Neil says. "I found 123JUNK via a recruiter, and I was not looking for junk, but junk found me and I could not be happier." The most fulfilling part of Neil's work with 123JUNK is helping people who feel lost and overwhelmed.

At home, Neil has four girls — 10, 8, 6, and 2. He's a people-person at heart and loves spending time with both his family and his referral partners.

• •

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The 123JUNK Team (left to right: Neil McKinnon, Collin Wheeler, Ethan Delahunty, Kevin Wheeler).

THE ROAD OF SOCIAL RESPONSIBILITY

Before items ever get shipped off to the dump, 123JUNK explores two other options: donations and recycling. "Once your items are loaded onto our trucks, they get delivered to local charities, recycling facilities, and the dump, in that order," Kevin explains. "Our goal is to minimize the amount of junk that ends up in the landfill and maximize the recycling potential for your unwanted items."

With an insatiable appetite for social responsibility and customer service, it's no wonder 123JUNK has become such a trusted resource in the real estate community. They are truly taking trash removal to the next step.

"Our biggest reason for success is our customer service," Neil exclaims. "Very few businesses provide better service than 123JUNK. I am not just talking about junk removal. I am talking about businesses — period."

"We don't only provide ourselves to real estate agents as a resource to hauling away unwanted items," Ethan smiles. "We love doing it."



For more information, olease visit 123JUNK.com.



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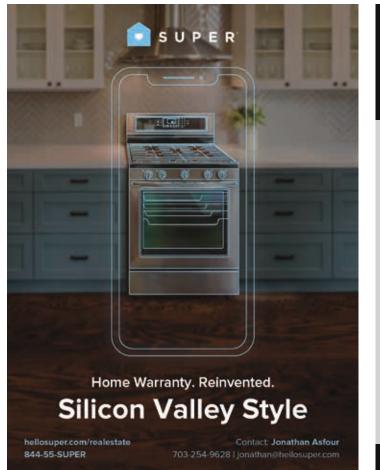


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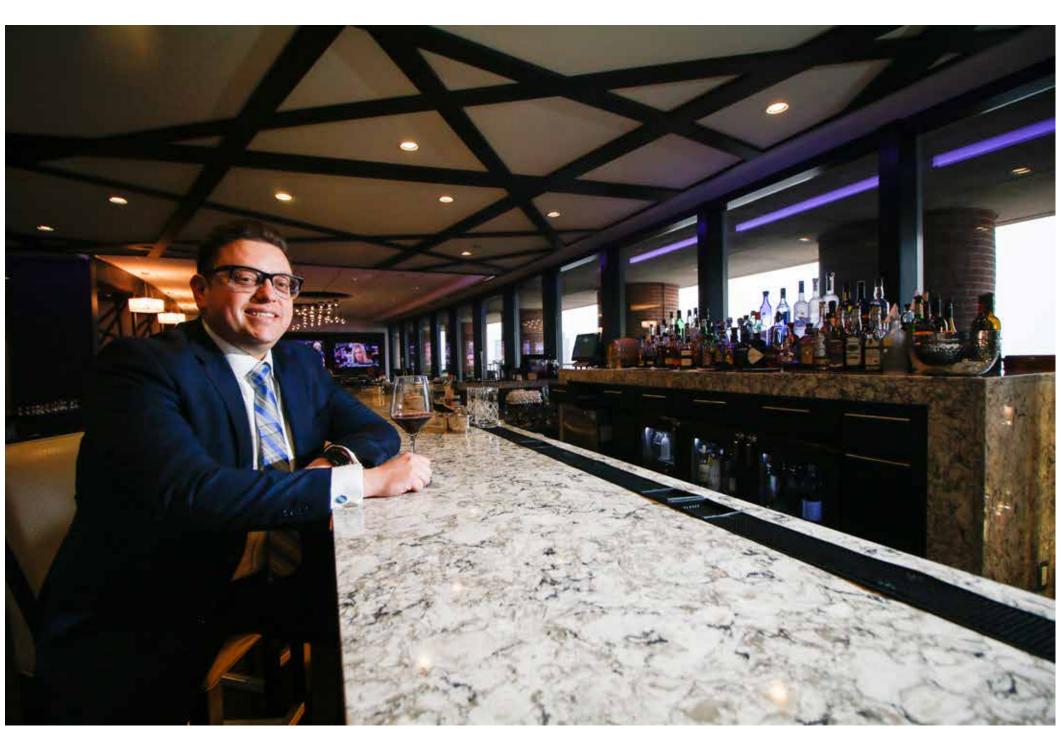


Solstice Celebration



DAN BERNSTEIN

ENGINEERING HIS VISION



rising star

By Chris Menezes
Photos by Ryan Corvello Photography

Dan Bernstein, of eXp Realty, is a real estate Renaissance man. With a vision that goes beyond the buying and selling of homes, Dan has put his engineering mind to work to create a network of businesses that complement each other for the holistic benefit of his clients. In addition to working individually with homebuyers and sellers, he works with development groups on gut renovations, teardowns, buildups, condo conversions and new construction. He also sells commercial real estate, as well as small to medium-sized businesses.

"I think my experience in mechanical engineering, commercial real estate, and development adds a lot of value and knowledge to my clients, ranging from sophisticated investors to first-time homebuyers. I can help clients beyond their purchase or sale by advising them with their business, their real estate investments, developments, or just connecting them with great referrals," says Dan.

Prior to getting into real estate,
Dan put his mechanical engineering
degree from Ohio State University
to good use in Cincinnati, where
he worked in engineering design,
contracting with GE aircraft engines.
He then moved to Washington, D.C.,
in March 2008 to work as a patent
examiner for the United States Patent
and Trademark Office, where he examined patents for internal combustion engines. Although he obtained
his real estate license in 2013, he
didn't quit his job and go full-time
until 2016.

"My past jobs involved mostly sitting in front of a computer and churning out work. I prefer being out among the people and blazing my own trail through life," says Dan. "Real estate opens so many doors and opportunities that you just don't come across working a typical 9–5 job. It's just fun and completely opposite from working in the corporate world or for the government."

You can take the engineer out of engineering, but you can't take engineering out of the engineer. As an extrovert who loves being around people and being on the go, Dan's involvement in networking, going to events, and learning about other agents, brokers, and businesses, led him to establish his own network of specialized services.

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I think my experience in mechanical engineering, commercial real estate, and development adds a lot of value and knowledge to my clients, ranging from sophisticated investors to first-time homebuyers.



Dan Bernstein and his wife Jaime.



Dan and Jaime Bernstein with their son Levi.

Dan is part of a few development teams that are involved with some big projects in D.C., including two luxury townhomes and a 14-unit condo conversion. Looking into the future, he would like to move into some larger development projects, build a small real estate team, and continue to grow his business brokerage — Bernstein Business Brokers. "It's a dream of mine to one day walk down the street with my son and point out a large building I developed," he says.

Dan's son, Levi, is 5 years old. His wife, Jaime Bernstein, is a leading professional in the matchmaking industry at Three Day Rule and appears regularly on local television. "Jaime is a spiritual positive force and I would not be where I am today without her," says Dan.

With a love for woodworking, tennis, softball, hiking, biking, fishing, and traveling, Dan is just as active and multi-faceted in his personal life as he is in his professional life. With broad vision, talent, and determination like Dan's, he'll soon be known as the Da Vinci of real estate.

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For REALTORS® looking to expand their business to the next level, time seems to be the culprit that interferes with their efforts. Lead generation and following up with past clients is a must in our business, and to help leverage that effort, an ISA (Inside Sales Agent) may be your answer.

You might be asking...what does an Inside Sales Agent do? He or she assists with generating listing and buyer appointments, making follow-up calls to your sphere of influence, and setting quality inbound and outbound appointments for yourself and other team members. The issue many REALTORS® face is lost client opportunities, lost commissions, and finding out a past client bought or sold a home and didn't use you. Why? Because you weren't top of mind. The REALTOR® was so busy working on other things, they didn't make time to stay connected to their warm relationships. The ISA's job is to ensure those things don't continue to happen. Here are the four traits to look for when hiring an ISA:

- 1. Must be assertive and outgoing. Seems like a no-brainer, but your ISA is going to be on the phone most of the day, talking to people trying to get you business opportunities. Having someone who can keep conversations going and be willing to execute on hours of "talk time" is important. For example, if given a DISC profile, someone who is a moderate to high "D" would be a great candidate.
- 2. Handle repetition and objections. Having someone say "No" over and over isn't fun for most of us. The ISA will hear this far more than "Yes" and they are ok with it. They will also have to be able to read people's body language, but verbally, over the phone, and steer conversations or close based on how the other person speaks. Having a list of objections to FAQs nearby to reference when presented is important.
- 3. He or she can handle the details. The issue with mid to high "D"s on the DISC profile is they are great at talking to people and converting, but not so great with the details and minutiae. Usually, there is a CRM related to the calls an ISA makes. Notes added and perhaps a follow-up call added. If your ISA can do these extra steps well, you have a good one.

4. They take your direction. I've seen this — where an employee is great at taking direction, then, after a few months, they get a mind of their own and reeling them back in can be tough. Taking your direction, and in line with your business' vision, is important. The ISA is there to help everyone grow and that starts from the top down.

The ISA is something many REALTORS® are looking into to leverage their time and grow. Use these four traits as a guide to hire a great employee and take your business to the next level in 2020!

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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By **Zachary Cohen**Photos by **Ryan Corvello Photography**

JENNIFER DORN

Committed to

Being There

For Others In

Times of Need

As a teenager, Jennifer
Dorn, of Berkshire Hathaway
HomeServices Select Realty,
remembers watching
infomercials that piqued her
interest in real estate.

"Who does that?" she laughs.
"At 16 years old? Back then,
most of the teenagers I knew
at my age were thinking
about becoming doctors,
actors, singers, lawyers, etc.
However, I wanted to pursue
real estate."





Jennifer loved the idea of investing in real estate. It was a natural segue into her desire to help others in her community.

"One of my desires was, and still is, to purchase a multi-unit property to house less fortunate families," Jennifer explains. "I would partner with organizations to help educate and provide vocational training to these families so they can transition to being self-sufficient."

While Jennifer's dream of buying that multi-unit property has yet to come to fruition, it hasn't slowed her desire and willingness to give back to the people of the community that she calls home.

Finding an Avenue to Give Back: Action in

Community Through Service of Prince William (ACTS)

Jennifer knows and has worked with many families who look to ACTS for assistance. It troubles her to see so many families in need of food and support.

So she decided to put her thoughts into action by volunteering at the ACTS food pantry. She relishes the opportunity to greet the community during face-to-face encounters, where she can offer her time to help those in need.

ACTS's mission is "to foster hope, provide relief, and promote self-sufficiency for their Prince William County area neighbors in crises."

Some think ACTS is a thrift store, others a food pantry, still others a hotline. They do all those things and so much more for the local community.

According to their website, ACTS was formed when 13 churches came together in 1969 to alleviate suffering and hunger in our area. They embrace a client-centered approach to helping our neighbors in the greater Prince William County area deal with crisis, recover from trauma, and have their most basic human needs of food and shelter met with compassion.

"ACTS not only provides food assistance, but emergency assistance with utility bills and other basic needs (financial assistance), housing, victims of sexual assault, domestic violence, and suicide-related support," their website states. "We believe that to change lives and create a safe and welcoming community, we must together face the issues of hunger, homelessness, and interpersonal violence that prevent people from reaching their potential."



Jennifer's Australian Silky Terrier Ringo often comes to work with her.

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Continued Support

Jennifer is no longer volunteering to pack and hand out food. However, she holds fundraisers for canned and non-perishable food in her community to donate to the pantry several times each year.

"Additionally, I found that during the summer months, there is an even greater need for food donations. A lot of kids depend on breakfast and lunch from the schools. But when school is out for the summer, some kids don't have the luxury of break-

fast and lunch on a daily basis. Therefore, families turn to the food pantry for these essentials."

As a result, the food pantry often needs more help during the summer months. Jennifer does her best to raise awareness of this shortage, rousing efforts within the community to support the food pantry during these lean months.

"Let's face it, with the growing homeless population there will always be a need for food," Jennifer explains. Whether working in real estate, at home with family or supporting ACTS, one thing remains steady for Jennifer Dorn: her commitment to being there for others in a time of need.

"The most fulfilling part of working with ACTS is serving others less fortunate or those in need. Giving back to reduce hunger. No one should go without food," Jennifer says. "I know that I cannot save or change everyone that has a need, but I can at least do my part. This charity does so much for the community."

Action in Community Through Service of Prince William, Inc. (ACTS) is a private, nonprofit 501(c)(3) organization serving the residents of the greater Prince William County area, which includes the cities of Manassas and Manassas Park. Get involved through volunteering or financial contributions. For more information, please visit www.actspwc.org.



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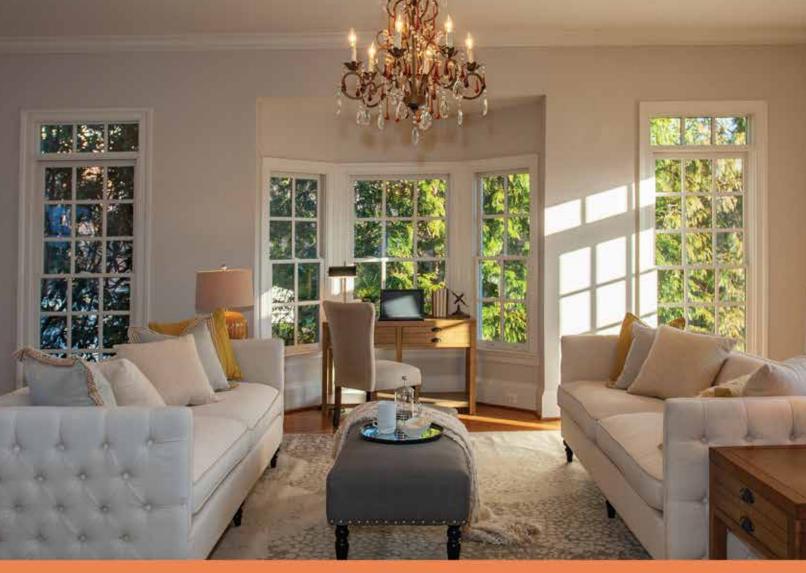


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s a military family on the move, Jean and Mark Garrell learned early on to appreciate the value of real estate. Jean, the principal of the Garrell Group of Keller Williams Realty, had over 15 years of sales experience and became licensed and began selling in 2006, just before the market crash began. This would not deter her. "It was a challenge to grow a new business during that time, but for the first three years, we were able to double our business each year."

Mark joined the team in 2012. As a retired colonel from the Army, after serving 22 years, he received both a Silver and a Bronze Star Medal from his tour in Iraq. In addition, Mark worked as an executive for two publicly-traded companies and is a survivor of the 9/11 terrorist attacks on the Pentagon.

Jean's love for real estate is palpable. "It's really all we do! It is a fun and rewarding business, especially when you are working with great people and awesome agents." The Garrell Group consists of five other agents: Debbie Buckley, Marie Curtis, Ronda Hardison, Ruth-Ann Hrebenach and Lisa Krnich. "We have stayed together from the start and we really do have a great time working together." Jean says the team prides itself on providing the kind of concierge services and experience that clients want to come back to again and again. They consistently help over 120 families annually. Since the group formed, they've sold over \$567 million in total volume.

• • •

"As a team, we work hard and play hard with an occasional 'Group Therapy' meeting to keep us all grounded!" Jean said chuckling, but group therapy isn't a joke, although there is a lot of laughing. Her light-hearted approach helps ease some of the struggles. "There is so much to talk about, especially going through difficult transactions. If we all get together and laugh about them and have a glass of wine, it makes it that much better."

Born and raised in the suburbs of Chicago as the youngest of eight children, Jean can relate to controlled chaos. "It was crazy and not perfect and often dysfunctional, but I learned what to do and what not to do," she reflected. With much of her family remaining in Chicago, she said she makes it back a couple times a year and the family remains close. She admires her parents but often wonders how they were able to raise so many children with little resources.

Growing up, Jean found her niche in gymnastics. The sport would earn her a scholarship to Southeast Missouri State University, a Division II school that would also help her achieve All-American status. As the captain of the team and in her senior year of college, they won a national gymnastics title championship. "That was a fun way to end. It was the first time we won nationals as a team and a lot of us became All-Americans!"



While in college, Jean worked at Cutco Cutlery Corporation. "I was a fast-start agent because I sold five sets of knives to concerned, generous family members," she chortled. From there, she went on to work with Proctor & Gamble. Then, she moved into pharmaceutical sales and management. Those 15 years of sales experience built a stable foundation. "They gave me a good head start on the selling and negotiating process of real estate."

It is a fun and rewarding business, especially when you are working with great people and awesome agents.





The Garrell Group celebrates birthdays with experiences; Marie Curtis (second from left) chose ice skating as her birthday "group therapy" experience.

A faithful woman, Jean is grateful for the team's success but is fixated on future service. "The business was built for reasons that are beyond what we think it is now. I think experiences and circumstances happen in our lives to draw us closer to what God's plan is for His purpose in serving others." That's why she is drawn to helping victims of human trafficking through NOVA Human Trafficking Initiative. "It's unthinkable what is happening right here in Northern Virginia. There is a huge need for adequate shelters for the victims, and one of my dreams is to help change that."

Mark and Jean live in Lansdowne and have a daughter, Sydney, who just started her first job out of college with Deloitte and is studying for her CPA exam. In addition, the family has a pet Labrador named Molly. "We are a dog-loving family and Molly is definitely a big part of our family." They love to go on vacations together and some of their favorite memories have been zip lining in the rainforest in Australia, skiing in the Alps in Germany, and visiting Napa and Sonoma Valleys in California. In her spare time, Jean loves to play doubles tennis as much as possible. "It's a great game, fun, competitive and very social."

At the Garrell household, taking down holiday lights is cause for celebration. "Any excuse is a good one for throwing a party!" she says. Both she and Mark have aptly named the soirée "Before the Lights Come Down Party." The couple loves to entertain and, for them, this time is all about connecting with friends and socializing. Jean reminisced, "We have an outdoor deck and firepit and about 30 neighbors over. No resolutions needed — it's more like a happy hour!"

For Jean, it's not just fun and games and throwing parties. Or real estate. It's also about defining what success looks like regularly: "It's about finding the big why — what you are truly passionate about and being genuine about who you are. I think success is raising happy kids who find the same. It's not about the financial gain, but more about what you decide to do with it," she said humbly.



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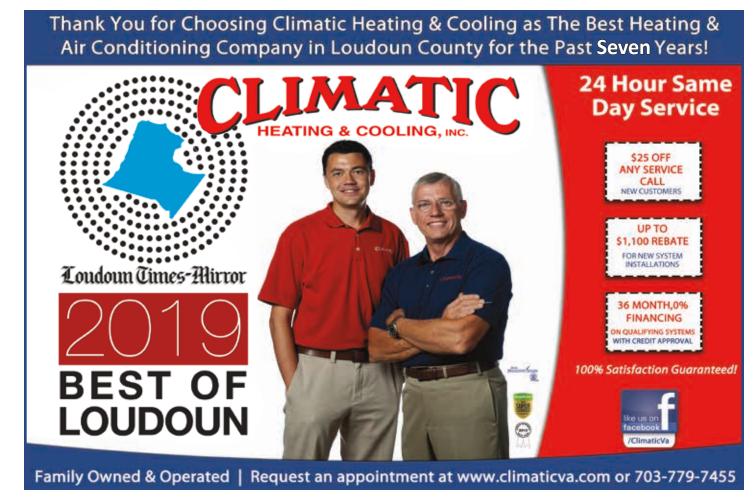
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BECAREFUL WHAT YOU VRITE By Keith Barrett, Esq.

By Keith Barrett, Es

In a recent contract I reviewed, I found the following language in the "Other Terms" section:

"Seller to arrange for inspection of fireplace and chimney and shall provide a written report to the Buyer."

We speak with a certain informality and, particularly in person, we can follow up, explain, expand, and clarify, all while conveying non-verbal messages with our intonation and expression. Writing, on the other hand, is quite challenging. It is just words on paper. Consequently, conveying what one means or intends and doing it clearly is, in a word, difficult.

It is not uncommon to see language added by one real estate agent or the other on our form contracts. When doing so, agents must be very careful to write what they mean and convey their client's desires or interests clearly. Besides the obvious reason for clarity in a contract, there are two important issues to consider.

One, the "Miscellaneous" paragraph in the Virginia Residential Sales Contract states, in relevant part, "[t]ypewritten or handwritten provisions included in this Contract will control all pre-printed provisions that are in conflict." Thus, when one writes something into the contract, it controls. If the standard language of the contract says "A" and one writes in "B," then it is "B."

Second, there is a general contract interpretation principle that ambiguities in the terms of a contract will be construed against the drafter. In other words, if a party drafts a provision in a contract that later produces a dispute and a court finds that the provision is ambiguous, the meaning of the provision will be construed against the person who drafted it. After all, it is the drafter who was in the best position to be unambiguous.

The language found in the contract quoted above is problematic. First, there is no time period identified for the inspection or delivery of the report to the Buyer. Second, there is no procedure or mechanism set up in the event the report indicates a problem with or necessary repair to the fireplace or chimney. There is also no remedy for the Buyer. Essentially, the literal interpretation of the language suggests that the Buyer will eventually receive a report (gosh, it could even be after closing, for all we know) and that is it. The Buyer has no avenue, procedure or mechanism to do anything, regardless of the condition of the fireplace or chimney.

Some practical tips for when one writes something into the contract. Be pithy. Identify with particularity obligations of the parties, time frames, and remedies or consequences if the obligations or time frames are not met. Have a colleague or broker read it and tell you what it means. If their answer is not what you thought you wrote, go back to the drawing board. Repeat!



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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TOP 200 STANDINGS

eams and Individuals Closed Date From Jan. 1–Feb. 29, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	32	\$21,122,500	48.5	\$34,324,452	80.5	\$55,446,95
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	74	\$37,570,432	36	\$15,335,354	110	\$52,905,78
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	32	\$14,633,300	7	\$3,224,349	39	\$17,857,64
4	Sue S Goodhart	Compass	6	\$9,454,330	9	\$7,545,500	15	\$16,999,83
5	Debbie Dogrul	Long & Foster Real Estate, Inc.	18	\$10,257,475	13	\$6,445,988	31	\$16,703,46
6	Janet A Callander	Weichert, REALTORS	8	\$11,153,000	3	\$3,925,000	11	\$15,078,00
7	Phyllis G Patterson	TTR Sotheby's International Realty	8	\$8,215,000	6	\$6,718,640	14	\$14,933,64
8	Barbara G Beckwith	McEnearney Associates, Inc.	3	\$5,180,600	3	\$6,440,600	6	\$11,621,20
9	Martin K Alloy	SMC Real Estate Corp.	16	\$7,390,830	5	\$2,299,660	21	\$9,690,49
10	Karen E Close	Century 21 New Millennium	3	\$5,062,500	2	\$4,432,500	5	\$9,495,00
11	James W Nellis II	Keller Williams Fairfax Gateway	8	\$3,670,500	12.5	\$5,594,517	20.5	\$9,265,01
12	Albert D Pasquali	Redfin Corporation	1	\$447,000	14	\$8,442,000	15	\$8,889,00
13	Daniel MacDonald	TTR Sotheby's International Realty	5	\$7,036,000	2	\$967,400	7	\$8,003,40
14	Christopher Craddock	Keller Williams Realty	16	\$5,371,250	7	\$2,407,500	23	\$7,778,75
15	Thomas E Luster	Century 21 New Millennium	16	\$7,650,300	0	\$0	16	\$7,650,30
16	Lenwood A Johnson	Keller Williams Realty	8	\$3,430,480	11.5	\$4,103,673	19.5	\$7,534,15
17	Jennifer L Walker	McEnearney Associates, Inc.	5.5	\$3,714,043	4.5	\$3,760,000	10	\$7,474,04
18	Megan Buckley Fass	FASS Results, LLC.	4.5	\$3,961,755	4	\$3,497,500	8.5	\$7,459,25
19	Laura R Schwartz	McEnearney Associates, Inc.	3	\$3,671,875	2	\$3,775,000	5	\$7,446,87
20	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	5	\$6,224,550	1	\$1,043,760	6	\$7,268,31
21	Nikki Lagouros	Keller Williams Realty	4	\$1,186,500	14	\$6,067,000	18	\$7,253,50
22	Jill Judge	Keller Williams Realty	4.5	\$1,902,100	11	\$5,324,900	15.5	\$7,227,00
23	Eli Tucker	RLAH Real Estate	4	\$3,258,100	5	\$3,948,100	9	\$7,206,20
24	Kay Houghton	KW Metro Center	8	\$3,392,400	8	\$3,806,000	16	\$7,198,40
25	Ruth W Boyer O'Dea	TTR Sotheby's International Realty	4	\$5,670,000	1	\$1,300,000	5	\$6,970,00
26	Ryan Rice	Keller Williams Capital Properties	7	\$3,391,000	5	\$3,350,000	12	\$6,741,00
27	Kerry A Adams	TTR Sotheby's International Realty	1	\$1,122,500	5	\$5,401,540	6	\$6,524,04
28	Gayle King	Century 21 Redwood Realty	5	\$4,372,579	3	\$2,046,579	8	\$6,419,15
29	Carla C Brown	Toll Brothers Real Estate Inc.	9.5	\$6,413,185	0	\$0	9.5	\$6,413,18
30	Marianne K Prendergast	Washington Fine Properties, LLC	4	\$4,599,000	1.5	\$1,730,000	5.5	\$6,329,00
31	Raymond A Gernhart	RE/MAX Executives	4.5	\$2,758,390	6	\$3,493,820	10.5	\$6,252,2
32	Sheri Grant	TTR Sotheby's International Realty	1	\$1,545,000	2	\$4,695,000	3	\$6,240,00
33	Karen A Briscoe	Keller Williams Realty	3.5	\$4,879,500	2	\$1,285,000	5.5	\$6,164,50
34	Tom Francis	Keller Williams Realty	3	\$4,305,030	1	\$1,745,030	4	\$6,050,00
35	Kevin C Samson	Samson Properties	3	\$3,609,900	2	\$2,394,900	5	\$6,004,80

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Teams and Individuals Closed Date From Jan. 1–Feb. 29, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Katharine Kratovil	Coldwell Banker Residential Brokerage	2	\$2,504,500	3	\$3,431,000	5	\$5,935,500
37	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	2.5	\$1,546,750	4	\$4,387,000	6.5	\$5,933,750
38	Elizabeth W Conroy	Keller Williams Realty	2.5	\$3,684,500	2	\$2,215,000	4.5	\$5,899,500
39	Khalil Alexander El-Ghoul	Glass House Real Estate	4	\$3,162,170	3	\$2,723,000	7	\$5,885,170
40	Michael I Putnam	RE/MAX Executives	10	\$3,980,000	5	\$1,888,700	15	\$5,868,700
41	Cynthia Schneider	Long & Foster Real Estate, Inc.	7.5	\$3,662,402	4	\$2,199,500	11.5	\$5,861,902
42	Deyi S Awadallah	D.S.A. Properties & Investments LLC	12	\$5,191,900	1	\$619,450	13	\$5,811,350
43	Melissa A Larson	KW Metro Center	3	\$4,545,900	1	\$1,255,000	4	\$5,800,900
44	Irina Babb	RE/MAX Allegiance	8	\$4,307,700	3	\$1,420,000	11	\$5,727,700
45	Daan De Raedt	RE/MAX Allegiance	10	\$4,318,400	2	\$1,332,000	12	\$5,650,400
46	Scott A MacDonald	RE/MAX Gateway, LLC	9	\$5,598,285	0	\$0	9	\$5,598,285
47	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	1	\$500,365	9	\$5,002,535	10	\$5,502,900
48	Christine Rich	Long & Foster Real Estate, Inc.	1	\$780,000	4	\$4,695,412	5	\$5,475,412
49	Piper Gioia Yerks	Washington Fine Properties, LLC	2.5	\$3,670,000	1	\$1,800,000	3.5	\$5,470,000
50	Bruce A Tyburski	RE/MAX Executives	2.5	\$1,457,578	7	\$3,993,655	9.5	\$5,451,233
51	Kevin E LaRue	Century 21 Redwood Realty	4	\$2,614,900	3	\$2,785,000	7	\$5,399,900
52	Kristina S Walker	Keller Williams Realty Falls Church	3	\$1,400,000	6	\$3,847,850	9	\$5,247,850
53	Robert T Ferguson Jr.	RE/MAX Allegiance	6	\$4,477,500	1	\$770,000	7	\$5,247,500

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Aaron Podolsky	KW Metro Center	4	\$2,295,172	3	\$2,922,000	7	\$5,217,172
55	Abuzar Waleed	RE/MAX Executives LLC	4.5	\$2,214,300	7	\$2,991,999	11.5	\$5,206,299
56	Lisa E Thompson	Hunt Country Sotheby's International Realty	2.5	\$3,424,999	1	\$1,750,000	3.5	\$5,174,999
57	Kamal Parakh	Customer Realty LLC	3	\$1,383,495	5	\$3,744,500	8	\$5,127,995
58	Ann M. Wilson	KW Metro Center	4	\$4,220,000	1	\$899,000	5	\$5,119,000
59	LeAnne C Anies	Pearson Smith Realty, LLC	6	\$2,808,000	4	\$2,218,000	10	\$5,026,000
60	Michelle Walker	Redfin Corporation	4	\$1,886,000	6	\$3,128,989	10	\$5,014,989
61	Patricia E Stack	Weichert, REALTORS	4	\$3,025,000	2	\$1,945,000	6	\$4,970,000
62	Barry E Seymour	Advantage Properties, Inc.	2	\$3,299,150	1	\$1,650,000	3	\$4,949,150
63	Robyn B Bomar	Compass	5	\$2,781,800	2	\$2,145,000	7	\$4,926,800
64	Michael J Anastasia	Long & Foster Real Estate, Inc.	3	\$3,170,500	2	\$1,752,000	5	\$4,922,500
65	Austin Harley	Pearson Smith Realty, LLC	8.5	\$3,596,750	3	\$1,298,200	11.5	\$4,894,950
66	Anthony H Lam	Redfin Corporation	1	\$520,000	8	\$4,252,827	9	\$4,772,827
67	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	5	\$3,924,500	1.5	\$801,750	6.5	\$4,726,250
68	Ahmad T Ayub	Redfin Corporation	1	\$525,000	7	\$4,160,800	8	\$4,685,800
69	Victoria (Tori) McKinney	KW Metro Center	1	\$1,500,000	3	\$3,175,000	4	\$4,675,000
70	Giang T Nguyen	Redfin Corporation	1	\$768,000	5	\$3,880,000	6	\$4,648,000
71	Kimberly A Spear	Keller Williams Realty	3	\$1,400,888	4	\$3,228,330	7	\$4,629,218
72	Patricia M Brosnan	Keller Williams Realty	1	\$625,000	4	\$3,991,000	5	\$4,616,000
73	Abdulhaluk Ensari	Franklin Realty LLC	3	\$2,809,900	2	\$1,775,000	5	\$4,584,900
74	Barbara J Ghadban	Weichert, REALTORS	3	\$2,572,500	2	\$1,947,500	5	\$4,520,000
75	Jane J Morrison	Keller Williams Realty	1	\$1,167,900	3	\$3,344,300	4	\$4,512,200
76	Erin K Jones	KW Metro Center	5	\$2,043,525	7	\$2,448,900	12	\$4,492,425
77	Ved Sharma	Samson Properties	3	\$3,932,000	1	\$550,000	4	\$4,482,000
78	Tana M Keeffe	Long & Foster Real Estate, Inc.	3	\$3,500,900	1	\$945,000	4	\$4,445,900
79	Christina Z Rice	Pearson Smith Realty, LLC	3.5	\$2,849,970	1	\$1,520,970	4.5	\$4,370,940
80	Stacy S Rodgers	Berkshire Hathaway HomeServices PenFed Realty	2	\$1,492,000	3	\$2,838,000	5	\$4,330,000
81	Micah A Corder	Washington Fine Properties, LLC	0.5	\$1,180,000	2.5	\$3,105,840	3	\$4,285,840
82	Lilian Jorgenson	Long & Foster Real Estate, Inc.	4	\$3,869,000	1	\$415,000	5	\$4,284,000
83	Kendell A Walker	Redfin Corporation	3	\$935,500	6	\$3,347,900	9	\$4,283,400
84	Roy Kohn	Redfin Corporation	6	\$4,248,500	0	\$0	6	\$4,248,500
85	Brian J Gaverth	Redfin Corporation	7.5	\$4,246,045	0	\$0	7.5	\$4,246,045
86	Wes W Stearns	M. O. Wilson Properties	9	\$3,903,950	1	\$340,000	10	\$4,243,950

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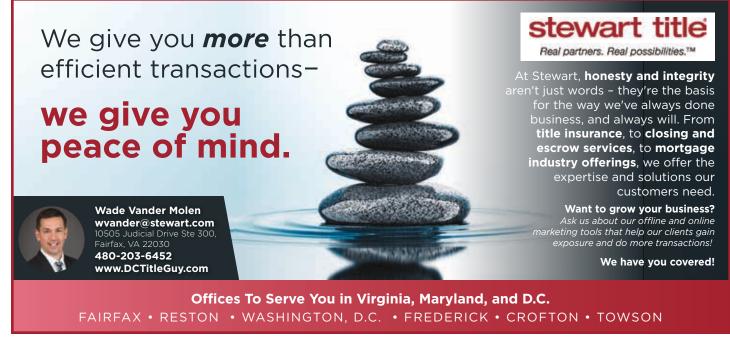
Teams and Individuals Closed Date From Jan. 1–Feb. 29, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	William B Prendergast	Washington Fine Properties, LLC	2	\$2,244,000	1.5	\$1,980,000	3.5	\$4,224,000
88	Kristen K Jones	McEnearney Associates, Inc.	1	\$720,000	2	\$3,495,940	3	\$4,215,940
89	David A Moya	KW Metro Center	2	\$1,622,500	2	\$2,587,000	4	\$4,209,500
90	Paul Thistle	Take 2 Real Estate LLC	5	\$2,500,000	3	\$1,700,225	8	\$4,200,225
91	Rakesh Kumar	Samson Properties	0	\$0	7	\$4,156,650	7	\$4,156,650
92	Josh Dukes	KW Metro Center	4.5	\$1,826,800	5.5	\$2,321,000	10	\$4,147,800
93	Lorene Shafran	Yeonas & Shafran Real Estate, LLC	3	\$2,690,000	1	\$1,450,000	4	\$4,140,000
94	Bichlan N DeCaro	Westgate Realty Group, Inc.	2	\$1,786,000	4	\$2,334,800	6	\$4,120,800
95	Karen Schiro	Long & Foster Real Estate, Inc.	4	\$2,359,900	3	\$1,760,000	7	\$4,119,900
96	Ryane Johnson	Keller Williams Capital Properties	6.5	\$4,100,750	0	\$0	6.5	\$4,100,750
97	Dustin M Fox	Pearson Smith Realty, LLC	4.5	\$2,785,000	3	\$1,308,000	7.5	\$4,093,000
98	Jonathan J Fox	Compass	5	\$3,303,500	1	\$748,000	6	\$4,051,500
99	Lisa Dubois-Headley	RE/MAX West End	3.5	\$3,434,000	1	\$601,000	4.5	\$4,035,000
100	Margaret J Czapiewski	Keller Williams Realty	5	\$2,149,400	4	\$1,869,200	9	\$4,018,600
101	Gabriel Deukmaji	KW Metro Center	5	\$4,013,500	0	\$0	5	\$4,013,500
102	Diana L Geremia	Long & Foster Real Estate, Inc.	4	\$2,607,000	3	\$1,398,000	7	\$4,005,000
103	Sharon L Brown	Century 21 Redwood Realty	1	\$2,000,000	1	\$2,000,000	2	\$4,000,000
104	Darren E Robertson	Keller Williams Fairfax Gateway	1	\$220,000	10	\$3,772,000	11	\$3,992,000
105	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	13	\$3,982,800	0	\$0	13	\$3,982,800
106	Maneja Houchin	Samson Properties	2	\$777,777	6	\$3,195,389	8	\$3,973,166
107	Diane U Freeman	Redfin Corporation	2	\$980,001	5	\$2,991,000	7	\$3,971,001
108	Fouad Talout	Long & Foster Real Estate, Inc.	1.5	\$2,020,000	1	\$1,940,000	2.5	\$3,960,000



RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
109	Nik Biberaj	Samson Properties	0.5	\$189,500	5	\$3,763,000	5.5	\$3,952,500
110	Peter A Leonard-Morgan	Hunt Country Sotheby's International Realty	1	\$3,200,000	1	\$750,000	2	\$3,950,000
111	Dennis M Virts	RE/MAX Select Properties	1	\$3,200,000	1	\$750,000	2	\$3,950,000
112	Christopher J White	Long & Foster Real Estate, Inc.	5	\$3,289,000	1	\$655,000	6	\$3,944,000
113	Craig P Ohlhorst	Solutions Realty Group LLC	1	\$1,960,000	1	\$1,960,000	2	\$3,920,000
114	Michelle A Sagatov	Washington Fine Properties	2	\$2,164,000	2	\$1,748,000	4	\$3,912,000
115	Natalie Wiggins	Redfin Corporation	9	\$3,901,780	0	\$0	9	\$3,901,780
116	Marvin J Felix	Keller Williams Realty	9	\$3,897,900	0	\$0	9	\$3,897,900
117	Jean T Beatty	McEnearney Associates, Inc.	1	\$465,000	4	\$3,420,000	5	\$3,885,000
118	Lyssa B Seward	TTR Sotheby's International Realty	2	\$1,176,250	3	\$2,677,500	5	\$3,853,750
119	Lizzie A Helmig	Pearson Smith Realty, LLC	2	\$618,000	8	\$3,232,900	10	\$3,850,900
120	Julie A Zelaska	Smith & Schnider LLC	1	\$960,000	1	\$2,880,000	2	\$3,840,000
121	Jillian Keck Hogan	McEnearney Associates, Inc.	2	\$585,500	4	\$3,229,000	6	\$3,814,500
122	Joseph A Remondino	RE/MAX Preferred Prop., Inc.	2	\$2,356,500	1	\$1,448,640	3	\$3,805,140
123	Matias Leiva	Keller Williams Chantilly Ventures LLC	4	\$1,811,000	5	\$1,987,000	9	\$3,798,000
124	Charles Witt	Nova Home Hunters Realty	3.5	\$1,464,950	4	\$2,329,900	7.5	\$3,794,850
125	Susan B Thomas	Washington Fine Properties, LLC	1.5	\$1,867,500	2	\$1,915,000	3.5	\$3,782,500

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Teams and Individuals Closed Date From Jan. 1–Feb. 29, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Vicky Z Noufal	Pearson Smith Realty, LLC	3.5	\$2,739,900	2	\$1,015,000	5.5	\$3,754,900
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127	Toby M Lim	Compass	1	\$495,000	6	\$3,258,000	7	\$3,753,000
128	Andres J Martinez-Villalba	Spring Hill Real Estate, LLC.	0	\$0	2	\$3,740,000	2	\$3,740,000
129	Patricia A Toman	Presidential Realty LLC	4.5	\$2,384,500	4	\$1,330,055	8.5	\$3,714,555
130	Patience Kplivi	Diligence Real Estate LLC	2	\$1,315,049	4	\$2,374,000	6	\$3,689,049
131	Kathleen Covey	Samson Properties	1	\$338,331	3	\$3,339,350	4	\$3,677,681
132	Maria E Fernandez	Keller Williams Realty Falls Church	0	\$0	5	\$3,662,500	5	\$3,662,500
133	Diane C Basheer	Diane Cox Basheer Real Estate, Inc.	4	\$3,662,090	0	\$0	4	\$3,662,090
134	Andrea M Hayes	Living Realty, LLC.	4	\$2,283,500	2	\$1,362,096	6	\$3,645,596
135	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	4	\$2,941,615	1	\$685,500	5	\$3,627,115
136	Jalal Achir	Samson Properties	4	\$1,518,000	5	\$2,103,000	9	\$3,621,000
137	John J Martinich	Pearson Smith Realty, LLC	2	\$870,000	3	\$2,722,400	5	\$3,592,400
138	Lisa T Smith	Pearson Smith Realty, LLC	5	\$3,248,700	1	\$330,000	6	\$3,578,700
139	Christine R Garner	Weichert, REALTORS	3	\$2,740,000	1	\$810,000	4	\$3,550,000
140	Sungjin S Kim	Keller Williams Realty	1.5	\$639,250	3	\$2,894,000	4.5	\$3,533,250
141	Christina M O'Donnell	RE/MAX West End	1.5	\$1,400,000	3	\$2,113,000	4.5	\$3,513,000
142	Ginger M Burns-Bigdeli	Redfin Corporation	5	\$3,119,100	1	\$385,000	6	\$3,504,100
143	Kathryn F Graves	Weichert, REALTORS	3	\$3,069,500	1	\$410,000	4	\$3,479,500
144	Kristy Moore	Local Expert Realty	4	\$2,453,499	2	\$1,022,000	6	\$3,475,499
145	Jon B DeHart	Long & Foster Real Estate, Inc.	4	\$2,037,000	2	\$1,404,000	6	\$3,441,000



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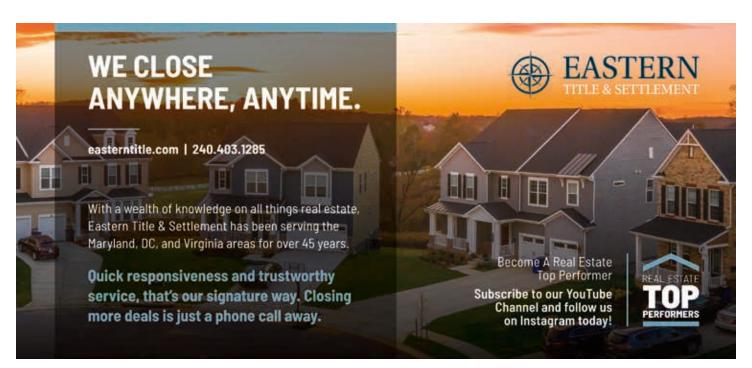
RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
146	Ana Lucia Ron	ANR Realty, LLC	14	\$3,428,200	0	\$0	14	\$3,428,200
147	John Rumcik	RE/MAX Gateway	6	\$2,315,000	2	\$1,105,000	8	\$3,420,000
148	Mark W Ries	Fidelity Real Estate Corporation	1	\$1,700,000	1	\$1,700,000	2	\$3,400,000
149	Cathy Howell	Keller Williams Realty	3.5	\$1,527,000	4	\$1,860,000	7.5	\$3,387,000
150	Meg D Ross	KW Metro Center	3	\$2,716,000	1	\$670,000	4	\$3,386,000
151	David M Adams	Coldwell Banker Residential Brokerage	1	\$1,135,000	4	\$2,239,790	5	\$3,374,790
152	Troy J Sponaugle	Samson Properties	3	\$1,498,685	3	\$1,875,000	6	\$3,373,685
153	Akshay Bhatnagar	Virginia Select Homes, LLC.	0	\$0	7	\$3,373,302	7	\$3,373,302
154	Jordan Shahin	Irvin Realty LLC	1	\$1,963,220	1.5	\$1,401,610	2.5	\$3,364,830
155	Michael McConnell	Redfin Corporation	0.5	\$174,950	6	\$3,189,477	6.5	\$3,364,427
156	David L Coy	Red Cedar Real Estate	11	\$3,359,850	0	\$0	11	\$3,359,850
157	Yony Kifle	KW Metro Center	1	\$403,500	7	\$2,946,000	8	\$3,349,500
158	Pauline Dent	Redfin Corporation	8	\$3,335,000	0	\$0	8	\$3,335,000
159	Natalie Perdue	Long & Foster Real Estate, Inc.	0.5	\$327,500	5	\$3,006,000	5.5	\$3,333,500
160	Naveed Wakil	Avery-Hess, REALTORS	3	\$1,291,998	4	\$2,039,870	7	\$3,331,868
161	Taylor J Barnes	W. E. B. Real Estate Co., LLC	3	\$2,821,999	1	\$508,000	4	\$3,329,999
162	Eric Feldman	RE/MAX Real Estate Connections	1	\$1,650,000	1	\$1,650,000	2	\$3,300,000
163	Khalil I El-Ghoul	Glass House Real Estate	2	\$1,710,000	2	\$1,583,500	4	\$3,293,500
164	Stacey L Romm	Washington Fine Properties	1	\$2,072,500	1	\$1,200,000	2	\$3,272,500
165	Laila Rahman	KW Metro Center	4	\$2,719,000	1	\$550,000	5	\$3,269,000
166	Morgan N Knull	RE/MAX Gateway, LLC	1.5	\$1,025,000	3	\$2,240,000	4.5	\$3,265,000
167	Tracy L Vitali	Coldwell Banker Residential Brokerage	3	\$1,442,400	3	\$1,815,000	6	\$3,257,400
168	Peter J Braun Jr.	Long & Foster Real Estate, Inc.	3.5	\$1,591,650	3	\$1,652,500	6.5	\$3,244,150
169	Donna B Martin	TTR Sothebys International Realty	0	\$0	1	\$3,233,980	1	\$3,233,980
170	Dina R Gorrell	Redfin Corporation	4	\$3,219,000	0	\$0	4	\$3,219,000
171	Scott S Fortney	Fortney Fine Properties, LLC	2	\$885,000	4	\$2,333,900	6	\$3,218,900
172	Sean Ragen	Keller Williams Realty Falls Church	4.5	\$2,693,750	1	\$525,000	5.5	\$3,218,750
173	Candee Currie	Redfin Corporation	5	\$3,216,500	0	\$0	5	\$3,216,500
174	Ashley C Leigh	Linton Hall Realtors	8.5	\$3,208,800	0	\$0	8.5	\$3,208,800
175	Richard W Bryan	Pearson Smith Realty, LLC	0	\$0	1	\$3,200,000	1	\$3,200,000
176	Mahbod Hashemzadeh	MCM Realty Company	0	\$0	1	\$3,200,000	1	\$3,200,000
177	Mehadi M Hassan	Classic Realty, Ltd.	0	\$0	7	\$3,195,800	7	\$3,195,800
178	AnaMaria Rivas-Beck	Weichert, REALTORS	0	\$0	3.5	\$3,192,400	3.5	\$3,192,400
179	Tyler Freiheit	RE/MAX Distinctive Real Estate, Inc.	4	\$1,148,600	3	\$2,040,000	7	\$3,188,600

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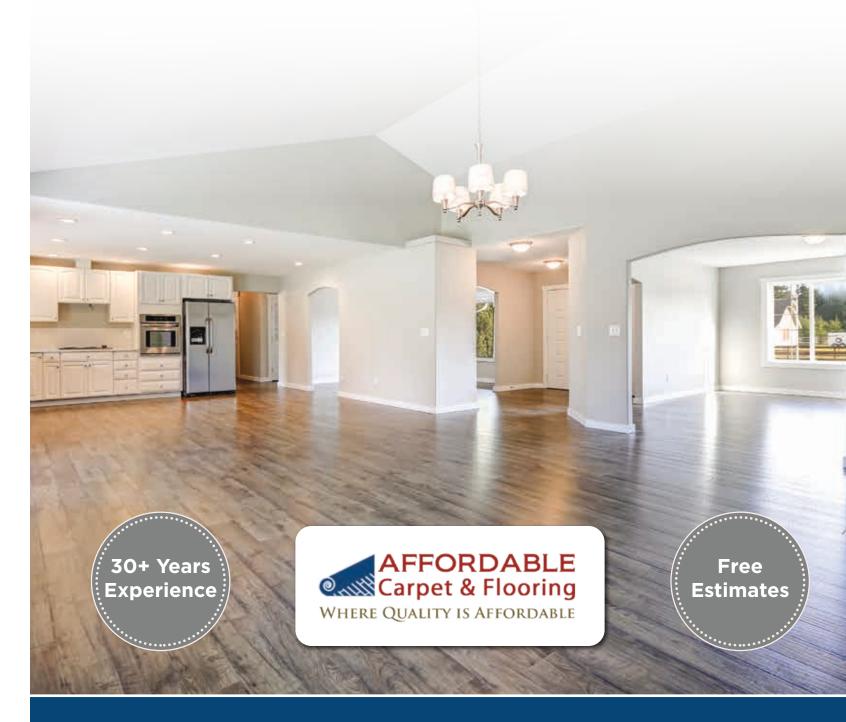
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Teams and Individuals Closed Date From Jan. 1–Feb. 29, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Margaret B Benghauser	McEnearney Associates, Inc.	2	\$1,554,000	1	\$1,630,000	3	\$3,184,000
181	Sarah A King Taylor	Samson Properties	5	\$2,275,100	1	\$905,000	6	\$3,180,100
182	Laura C Mensing	Long & Foster Real Estate, Inc.	3	\$2,550,000	1	\$620,000	4	\$3,170,000
183	Susan Anthony	McEnearney Associates, Inc.	0.5	\$827,500	1	\$2,335,620	1.5	\$3,163,120
184	Howard W Gholson Jr.	RE/MAX Premier	7	\$3,156,000	0	\$0	7	\$3,156,000
185	Douglas Ackerson	Redfin Corporation	2	\$1,119,000	4	\$2,027,500	6	\$3,146,500
186	Karin J Mercendetti	Keller Williams Realty	3.5	\$1,647,500	3	\$1,494,900	6.5	\$3,142,400
187	Deliea F Roebuck	Berkshire Hathaway HomeServices PenFed Realty	2.5	\$884,500	5	\$2,252,000	7.5	\$3,136,500
188	Olivia Adams	Compass	0	\$0	6	\$3,133,000	6	\$3,133,000
189	Benjamin J Grouby	Redfin Corporation	4.5	\$3,132,450	0	\$0	4.5	\$3,132,450
190	Munirshah Dellawar	Samson Properties	5	\$2,021,800	2	\$1,110,000	7	\$3,131,800
191	Mabel R Zuleta	RE Smart LLC	2	\$617,000	6	\$2,513,900	8	\$3,130,900
192	To-Tam Le	Redfin Corporation	0	\$0	6	\$3,127,200	6	\$3,127,200
193	Steven C Wydler	Compass	0.5	\$470,000	1	\$2,649,000	1.5	\$3,119,000
194	Natalie H McArtor	Long & Foster Real Estate, Inc.	5	\$1,960,177	2	\$1,153,177	7	\$3,113,354
195	Michael C Manuel	Long & Foster Real Estate, Inc.	2	\$1,514,000	2	\$1,585,000	4	\$3,099,000
196	Zabrine Watson	KW Metro Center	2	\$826,025	3	\$2,270,000	5	\$3,096,025
197	Shoaib Ahmed	United American Realty	6	\$2,193,400	3	\$889,500	9	\$3,082,900
198	Clark R Smith	RE/MAX Premier	3	\$1,669,900	3	\$1,409,999	6	\$3,079,899
199	Debbie P Kent	Cottage Street Realty LLC	7	\$3,077,900	0	\$0	7	\$3,077,900
200	Eve M Weber	Long & Foster Real Estate, Inc.	3	\$1,533,500	3	\$1,540,885	6	\$3,074,385



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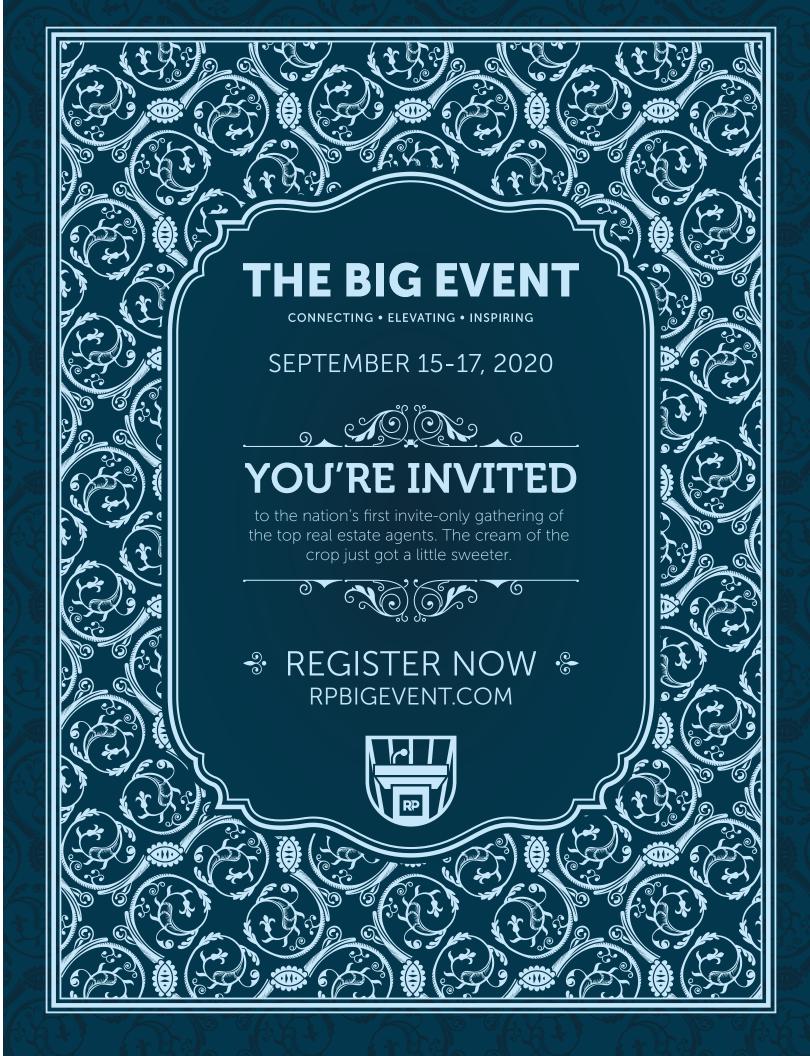
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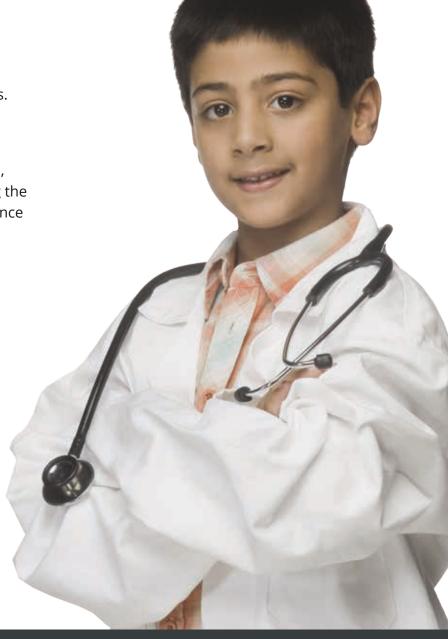
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