

NOVA

HyperFast Agent REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



Optime Realty's
POWER COUPLE

**KERI SHULL &
DAN LESNIAK**

GROWTH GAME IS ON POINT

FEBRUARY 2020

*Fall in Love with your new Home,
Let us handle the rest!*



ATG TITLE, INC

Your local title company

SERVING DC, MD, & VA

FLEXIBLE SETTLEMENT TIMES & LOCATIONS

GREAT RATES

INTERACTIVE, SECURE PROCESS WITH AN AMAZING TEAM!

MONICA@ATGTITLE.COM | 202-449-2933



How Sweet It Is To Work Together!

Contact me today to see if we are the perfect match!



Kelly A. Katalinas

Branch Manager, NMLS# 365493

Office: 703.844.2060

Direct: 703.868.9103

kelly.katalinas@fairwaymc.com

3201 Jermantown Rd, Suite 220
Fairfax, VA 22030



Copyright ©2019. Fairway Independent Mortgage Corporation. NMLS#2289. 4801 S. Biltmore Lane, Madison, WI 53718, 1-877-699-0353. All rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions and limitations may apply. Equal Housing Lender.

TABLE OF CONTENTS



11
Publisher's
Note



12
Golden
Nuggets



16
Partner
Spotlight
John
Pyne



20
Rising Star
Diana
Morahan



26
A Cool Life
Story
Craig
Mastrangelo



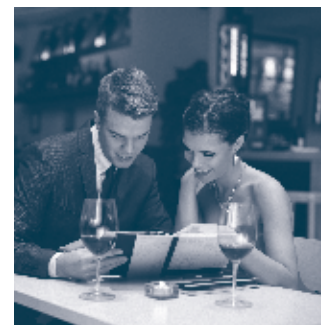
30
Cover
Story Keri
Shull
and
Dan
Lesniak



37
Words By
Wade
Dominate
Your 2020
Business
Plan



38
Real Estate
Power
Couples



46
We Ask...
You Tell!



48
Legal
Hotline
by Keith
Barrett,
Esq.



50
Partner
Apprecia-
tion Happy
Hour



57
Top 200
Standings

DRAPER
& KRAMER

MORTGAGE
CORP.

Work with a Lender you can Count On

Nationally ranked mortgage professional Chris Channell is dedicated to helping you grow your business, streamline your transactions and delight your clients.

What can Chris do for you?

Chris Channell's mission is to provide the best possible home financing experience. Here are some of the benefits he can offer you and your clients:

- Closings as short as 15 days total
- Same-day preapprovals
- Vast catalogue of flexible loan products
- Low rates and fees
- Co-marketing opportunities
- Free mobile app and CRM platform
- 99% customer satisfaction rating¹

About Chris

Chris Channell is a top-ranked mortgage originator and an accomplished industry leader. He is a valued resource for consumers seeking exceptional home financing service and real estate professionals who need a reliable mortgage partner. Chris loves the mortgage business and is dedicated to serving the clients and partners who place their trust in him.

Since entering the industry in 2009, Chris has helped thousands of clients and originated hundreds of millions of dollars of home financing. He leads his own full-service mortgage team as regional vice president at Draper and Kramer Mortgage Corp.

Contact Chris today to discuss everything he can do for your business!

CHRIS CHANNELL

Regional Vice President

O: 571-489-0581
M: 240-381-9161

chris@dkmortgage.com
www.dkmortgage.com/channell

8484 Westpark Drive
Suite 710
McLean, VA 22102



Chris Channell (DC:ML0266012 DE:ML0-266012 FL:LO56939 GA:33032 MD:266012 VA:ML0-9155VA NMLS:266012) is an agent of Draper and Kramer Mortgage Corp. (NMLS:2551) an Illinois Residential Mortgage Licensee located at 1431 Opus Place, Suite 200, Downers Grove, IL 60515, 630-376-2100. DC: Mortgage Lender License No. MLB2551. DE: Licensed as a Mortgage Lender by the Office of the State Bank Commissioner, No. 019745. FL: Licensed as a Mortgage Lender by the Office of Financial Regulation No. MLD494. GA: Georgia Residential Mortgage Licensee - Licensed as a Mortgage Lender. MD: Licensed as a Mortgage Lender by the Commissioner of Financial Regulation No. 19525. VA: Licensed as a Mortgage Lender by the Virginia State Corporation Commission No. MC-5630; NMLS ID No. 2551 (www.nmlsconsumeraccess.org). © 2019 Draper and Kramer Mortgage Corp. All Rights Reserved. 03665-01 03/19

¹See Chris' client testimonials here: <https://socialsurvey.me/pages/chris>

RP

If you are interested in contributing or nominating REALTORS® for certain stories, please email the publisher at Kristin.Brindley@realproducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed herein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The paid advertisements contained within *NOVA Real Producers* magazine are not endorsed or recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies. **NOTE:** When community events take place, photographers may be present to take photos for that event, and they may be used in this publication.



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

1031 EXCHANGE

Asset Preservation, Inc.
(844) 252-1031
APIExchange.com

CARPET & FLOORING

Affordable Carpet and Flooring
(703) 899-8822
affordablecarpetand
flooring.com/

CHIMNEY SERVICE/REPAIR

Winston's Chimney Service
(703) 283-2764
winstonsservices.com

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

CONTRACTOR/ROOFER

DryHome Roofing & Siding, Inc.
(703) 230-7663
DryHome.com

ESTATE SALES

Four Sales LTD
(703) 256-8300
FourSales.com

HEATING & COOLING

Climatic Heating & Cooling
(703) 779-7455
ClimaticVA.com

HOME INSPECTION

Donofrio Property Inspections
(703) 771-8374
Donofrioinspections.com

Home Team Inspection Service
(571) 765-2357
https://www.hometeam.com/
northern-virginia/

RMJ Home Inspections
(571) 353-1594
FairfaxVAHomeinspector.com

US Inspect
(301) 717-1073
USinspect.com

HOME RENOVATION

Curbio
(978) 888-3958
Curbio.com

HOME WARRANTY

Cinch Home Services
(833) 246-2424
cinchhomeservices.com

HWA Home Warranty
(703) 220-9633
HWAHomeWarranty.com

Old Republic Home
Protection
Marsha Russo
(314) 471-9198
ORHP.com

Super
Dilyana Lupanova
(202) 750-1618
dilyana@hellosuper.com
HelloSuper.com

HOME AND OFFICE ORGANIZATION

Judy On The Spot
(301) 798-4377
JudyOnTheSpot.com

INSURANCE

Geico
Matthew McCarthy
(703) 236-1366
Geico.com/nova-metro

JUNK REMOVAL

123JUNK
(800) 364-5778
123JUNK.com

MORTGAGE

Draper and Kramer
Mortgage Corp.
Chris Channell
(571) 489-0581
DKMortgage.com/chris

Fairway Independent
Mortgage Corporation
Kelly Katalinas
(703) 868-9103
KellyKatalinas.com

First Home Mortgage
Todd Pedde
(443) 764-7648
ToddPedde.com

Highlands Residential
Mortgage
Tim Kelly
(571) 308-3660
ApplyWithTimKelly.com

Intercoastal Mortgage
Company
John Pyne
(703) 855-5158
ThePyneTeam.com

Loan Depot
Sean Johnson
(703) 606-3651
LoanDepot.com/
loan-officers/seanjohnson

Monarch Mortgage
Richard Early
(301) 332-2184
TowneBankMortgage.com

Prime Lending
Cindy Small
(571) 442-5175
Lo.PrimeLending.com
/cindy.small/

SunTrust Mortgage
Kathy Neal
(703) 906-7039
SunTrust.com/profile/
kathy-neal

MOVING & STORAGE

Interstate Moving &
Storage, Inc.
(844) 220-6683
Moveinterstate.com

JK Moving Services
(703) 260-3031
JKMoving.com

Town & Country Movers
(301) 670-4600
TownAndCountryMovers.com

PHOTOGRAPHY

Howard Lansat & Associates
Photography
(301) 838-9560
LansatPhoto.com

Ryan Corvello Photography
(757) 685-2077
CorvelloPhotography.com

PRINTING, DIRECT MAIL SERVICES

My Marketing Matters
(301) 590-9700
MyMarketingMatters.com

PROPERTY MANAGEMENT

WilkinsonPM &
HomeFirst Realty
(703) 971-1800
WilkinsonPM.com

WJD Management
(703) 385-3600
WJDPM.com

PUBLIC RELATIONS AND MARKETING

PR For Anyone
(844) 774-2691
PRForAnyone.com

RETRACTABLE SCREENS

Tri-State Screens
(540) 751-1269
TriStateScreens.com

STAGING

Staged Interior
(703) 261-7026
Stagedinterior.com

TITLE SERVICES

Eastern Title & Settlement
(240) 403-1285
EasternTitle.net

Entrepreneur Services
Monica Sulaimani
(202) 449-2933

MBH Settlement Group
(703) 277-6883
mbh.com

Stewart Title and Escrow
(480) 203-6452
DCTitleGuy.com

Vesta Settlements
(703) 288-3333
vestasettlements.com

TRANSACTION COORDINATOR

Scalable RES
(571) 445-4737
Facebook.com/ScalableRES

VIDEO SERVICES

HDBros
(833) 437-4686
HDBros.com

Estate & Moving Sales Auctions & Appraisals

Four Sales Ltd is the largest, most innovative professional estate sales and personal property sales firm in the Mid-Atlantic, since 1972.

The Value We Bring to Realtors:

- Sign more listings by addressing the seller's primary concern of what to do with their possessions.
- Dispose of household contents for on-time closings
- Making the realtor look better in the client's eyes by providing a well-run professional operation
- Pre-Listing Sales (full and partial) to dispose of household contents
- Reliable resource and potential source of referrals

Call our offices for more information and a FREE consultation.



Servicing MD, DC & VA

(703) 256-8300 • (301) 580-9542

foursales.com • questions@foursales.com

For Customers

- Team of professional inspectors
- 24/7 online inspection scheduling
- Flex calendars, including weekends
- Free infrared scan with every inspection
- Spectacular reports with graphics and photos
- Same day report delivery via e-mail
- Web links to all reports
- 100-day inspection guarantee
- Sign forms and make payment online
- Friendly, on-demand customer service to help you
- First-time homebuyer reports and on-site advice
- Free HVAC air filters through partner
- Free Ring Doorbell through partner
- Weekly home ownership e-mails

For Real Producers

- Everything for your clients and more
- Free addendum with every home inspection
- Free online realtor marketing store
- Office partnerships and event sponsorships
- Weekly Realtor e-mails for your customers

SCHEDULE AN INSPECTION TODAY!

TEXT US
854.854.HOME

SCHEDULE ONLINE 24/7
www.usinspect.com

CALL US
888.USINSPECT

CHAT WITH US
www.usinspect.com

*One visit, every inspection.
Because you and your customers are busy.*

MEET THE NOVA REAL PRODUCERS TEAM



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



Kellie Brindley
Chief Operating Officer



Angela Clemons
Events Manager



Zach Cohen
Staff Writer



Molly Laurysens
Staff Writer



Katie Moore
Staff Writer



Ryan Corvello
Photographer



Bobby Cockerille
Videographer



Barry Katz
Videographer



Amanda Claire
Photographer



HAVE JUNK? WE CAN HELP!

IT'S AS EASY AS POINT AND PICK UP

Just point to the junk and let uniformed **123JUNK** drivers pick it up. We load, haul and dispose of your junk responsibly using the eco-friendly **1-2-3 Disposal Process** everyone's talking about.



1 - DONATE



2 - RECYCLE



3 - DISPOSE

NO-BRAINER PRICING

123JUNK charges a flat fee based on **volume**. Fuel, labor, disposal fees, donation deliveries—it's all in there, and you'll know the price before we begin. We'll even provide receipts for tax-deductible donations!



WWW.123JUNK.COM

Proud Partner of



Proudly Serving DC, MD & VA

Ethan Delahunty
Phone: 703-791-1238
edelahunty@123junk.com



Neil McKinnon
Phone: 703-382-6536
nmckinnon@123junk.com



Ask about our great rates on

Home & Renters Insurance

geico.com/nova-metro



Matthew McCarthy

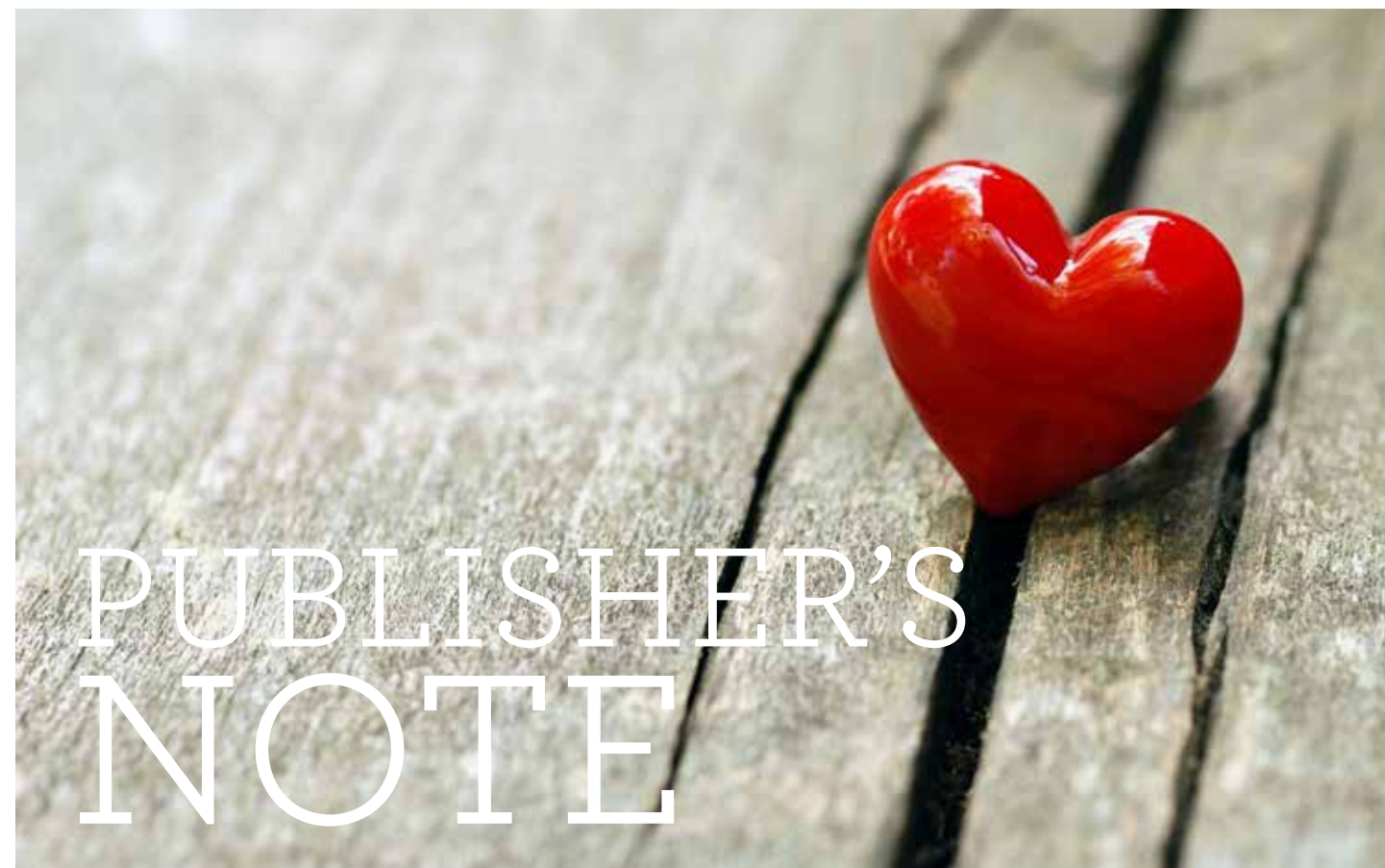
703-236-1366
4617 Duke Street | Alexandria



GEICO Local Office

Get your free quote today!

Some discounts, coverages, payment plans and features are not available in all states or all GEICO companies. Motorcycle and ATV coverages are underwritten by GEICO Indemnity Company. Homeowners, renters and condo coverages are written through non-affiliated insurance companies and are secured through the GEICO Insurance Agency, Inc. Boat and PWC coverages are underwritten by GEICO Marine Insurance Company. GEICO is a registered service mark of Government Employees Insurance Company, Washington, D.C. 20076; a Berkshire Hathaway Inc. subsidiary. GEICO Gecko image © 1999-2019. © 2019 GEICO



PUBLISHER'S NOTE

Valentine's Day can be AMAZING. It can be the start of something exciting and new, such as asking out that cute guy or gal you just met. Or, it's a day celebrating a romantic relationship that's already happening between you and your significant other. Traditionally, it's a day dedicated to loving and appreciating someone you are romantically involved with.

Well, what about the rest of the world? For some, Valentine's Day is nothing more than a reality check that they are alone. But before all the singles out there start resenting the happy couples around them, there might be some solace in understanding that

significant others can mean more than just someone you're romantically involved with.

You can celebrate loving yourself or you might celebrate by calling family and close friends, or even throwing a get-together. My favorite part of Valentine's Day is the beautiful cards I get from my daughter! Maybe your Valentine happens to be your pet cat, dog, rat or hedgehog that makes you feel warm when you come home. It doesn't matter. Love is love!

Valentine's Day can be something entirely different than what it traditionally is. Candlelit dinner

dates and a bouquet of flowers for your partner sure are nice, but who's to say we can't do these things by ourselves or with a friend, family member or even a pet? The bottom line is to love yourself and those around you. The world will be a better place for it.

With Gratitude,



Kristin Brindley

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



PRESENTS

Golden Nuggets



Keri Shull
Optime Realty

"Focus on your partner's strengths and the big picture alignment you have about vision instead of the daily details that will cause you stress... When there is tension or negativity, focus on filling their love tank *before* you try and resolve the surface issue you are dealing with. Seek to understand the core of the issue so you can

solve *that* instead of wasting time solving the various surface issues that occur repeatedly."



Craig Mastrangelo
Compass

"My clients know I'm not with them to 'earn a paycheck' but rather to help navigate them through a sometimes confusing transactional process. I typically tell buyers, 'I'm with you for the long haul and won't think a house is perfect for you just to get a sale.'

The big picture of client service is too important. [It] helps provide referral business for [many] years."



John Pyne
Intercoastal Mortgage Company

"A closing date is a hard deadline and not a suggestion. If I say we're going to get it done, we will. My accessibility and the ease of my process are what bring my clients back to me again and again...When I say I can do something, I'll do it and, more importantly, by the specified deadline."



Diana Morahan
Long & Foster Real Estate

"Success is finding joy in what you do and bringing value to others. This job isn't a hobby for me, it is a love. I don't know how to do anything other than my best in all things...My goal is to do the best I can with every day."



"TIM KELLY
IS A FANTASTIC
RESOURCE FOR ME AND MY CLIENTS."

—Christine W., Buyer's Agent

@THE MORTGAGE SCENE



"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."

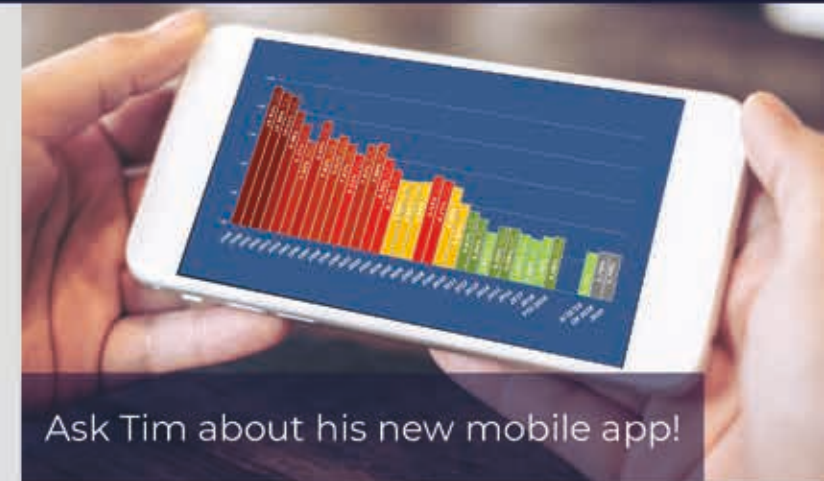
—Meredith G., Buyer's Agent

"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



Ask Tim about his new mobile app!

- ▶ Speedy, smooth, no-hassle transactions
- ▶ Top 1% of mortgage originators
- ▶ 24/7 access
- ▶ Weekly updates
- ▶ Impressive array of loan products



5860 Trinity Parkway, Ste 100
Centreville, VA 20120

TIM KELLY

CMPS | Sr. Loan Officer

NMLS ID #376030

NMLS ID #134871

nmlsconsumeraccess.org

571.308.3660 | ApplyWithTimKelly.com | TeamKelly@HighlandsMortgage.com



**WHEN YOU
SEE THIS,
CALL US.**

**We renovate
homes before
you list them,
and sellers don't
pay until closing.**

844-944-2629
www.curbio.com

curbio®
Renovate Now, Pay When You Sell



NOVA
REAL PRODUCERS

**SAVE
THE
DATE**

**SPRING WALK OF FAME
AT NATIONALS PARK**

MARCH 12, 2020 6-11pm

PRIVATE EVENT

CHECK YOUR EMAIL FOR INVITE AND REGISTRATION



A JOINT EVENT BY DC METRO REAL PRODUCERS AND NOVA REAL PRODUCERS

JOHN PYNE

INTERCOASTAL MORTGAGE COMPANY

STANDING ON THE SHOULDERS OF GIANTS

“If I have seen further than others, it is by standing upon the shoulders of giants.” —Isaac Newton

“I have been in and around the mortgage business my entire life,” John begins. John’s father has been working in the industry for three-and-a-half decades, and he recalls being a kid watching his father call on real estate offices, take calls late at night, and drive his business to success. It was in those early years that John was taught the work ethic and dedication that he brings to work with him today.

“There is no substitute for hard work in any business and I was fortunate to have an excellent role model and mentor as I started in the industry,” John explains. He first entered the industry as an intern after grad-

uating high school and worked for Intercoastal Mortgage Company during summers throughout college. By 2004, John was working for Intercoastal full-time.

“I was able to learn the nuts and bolts from some of the most well-respected veterans in the industry,” he explains.

A Difference-Maker

A genuine family business, Intercoastal Mortgage Company is a residential mortgage lender that provides all types of financing solutions in most states up and down the east coast.

“I believe that my success is due to my experience,” John explains. “It allows me to understand the loan file and, in essence, underwrite the borrowers at the time of pre-approval. Quoting a rate and sending an estimate is easy, but being able to quickly identify and address potential bumps in the road is what I believe sets me apart from others.”

John has made a name for himself for doing things well — and on time.

“A closing date is a hard deadline and not a suggestion,” he says. “If I say we’re going to get it done, we will. This, my accessibility and the ease of my process, is what brings my clients back to me again and again.”

John also understands that often, important decisions are made after normal business hours or on the weekend. He and his team keep themselves available to assist during off-hours.

Standing By His Word

“I don’t make false promises. When I say I can do something, I’ll do it and, more importantly, by the specified deadline.”



Each member of The Pyne Team has a wealth of experience and a defined role in the transaction process to ensure a smooth settlement. From left to right: Luisa (processor), Alex (loan officer), John (VP), Devin (loan officer), Ann (loan coordinator).

While John has a large team, he remains personally involved with every client.

“The strength of my team allows me to spend more time on qualifying the borrower at the time of the initial loan application, which I feel is the most important part of the process,” John says. “This also means that when you call, you’ll likely get me on the first try or get a quick call back in the event I’m on the other line or another team member can’t answer. We also very much believe in keeping all parties updated on progress throughout the loan process. I have designed



John loves family time with his wife, Dawn, daughter, Kyle, and their beloved dog, Ruca.

a system to ensure that the buyer and their agent are always aware of where things are in the process, without having to ask. It is my goal to not only be an added value to the transaction, but to also remove the stress from the transaction so the buyer and their agent can focus on the more exciting parts of buying a home.”

Experience Matters

John, his wife, Dawn, and their daughter, Kyle, live in Arlington. While John and Dawn love to travel, most of their time these days is spent chasing their one-and-a-half-year-old daughter around.

“My wife and I both value experiences over things, and so before we had Kyle, we traveled often. We just took Kyle on her first international trip to

England to meet my grandfather, her great-granddad. It is the first of hopefully many international adventures together as a family,” John smiles.

In both his personal and his professional lives, John values experience. This high value on experience is where his team’s motto comes from — “Experience Matters.”

“The experience of my team will add value to any transaction, but it’s also about the client having a positive experience throughout the process,” John says.

A Win-Win

“To me, the best type of transactions are when I feel like I really helped someone,” John smiles. “It’s not the person that has perfect credit and is putting 20% down. It’s the client who I’ve been working with for sometimes up to a year to improve their credit to put them in a place where they can buy a home.”

“[I want to be remembered for] doing the right thing, every time.”

For more information, visit ThePyneTeam.com.



Alex (left) and Devin (right) are both licensed loan officers and vital members of The Pyne Team. Alex has been working with John since 2013 and Devin joined the team 3 years ago.




Every client and referral partner is greatly appreciated. The Pyne Team hosts several appreciation events throughout the year, like this one at Cox Farm in October.

NOVA 1031 EXCHANGE EXPERTS

Asset Preservation, Inc. is a leading national 1031 exchange qualified intermediary. API is committed to providing the highest levels of expertise, and security of funds. Benefit from our experience of over 180,000 successful exchanges.

Brenda Muller - Division Manager
540.532.2834
brenda@apiexchange.com


ASSET PRESERVATION
INCORPORATED

A National IRC §1031 "Qualified Intermediary"
apiexchange.com

Call for a no-cost consultation

Chimney Inspection First. Rest Easy Later.

Winston's

CHIMNEY SERVICE

Serving the Washington DC metropolitan area since 1978.

Voted **BEST CHIMNEY Contractor** by Arlington Virginia Magazine
Recommended Chimney Contractor by Northern Virginia Magazine
Voted **Best Pick** by Best Pick Publication

Chimney Inspecting • Chimney Sweeping • Chimney & Fireplace Repair

11301 Industrial Rd. | Manassas, VA 20109
703-379-5006 | winstonsservices.com

Virginia License #2705113496A • Maryland License #102224 • District of Columbia License #70106886



“
It’s not the person that has perfect credit and is putting 20% down. It’s the client who I’ve been working with for sometimes up to a year to improve their credit to put them in a place where they can buy a home.

▶▶ rising star



FOR THE LOVE OF REAL ESTATE

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

"The only way to do great work is to love what you do." –Steve Jobs

"I truly love what I do for the joy of the job."

Since launching her real estate career in 2015, Diana Morahan has found that the one thing that keeps her engaged, day in and day out, is her genuine passion for the work that she does. She cherishes the opportunity to advise others on the home buying and selling process, create ease, and grow meaningful relationships.

"There are few opportunities to know individuals and families in such a personal way," Diana says. "At the end of the transaction, I feel joy for them, but also a tint of sadness because I know I won't be talking to them twice a day. I love being there for them and helping ease their burden, to be their cheerleader. My clients are the most wonderful and exceptional people ever, and it is such a joy to serve them."

The Path to Real Estate

Before starting a family, Diana was a molecular biologist; after obtaining her master's degree in immunology and microbiology, she worked for Human Genome Sciences studying immune system modulation and drug development. While Diana's love for the sciences and the joys of exploration were strong, her desire to have a family was much stronger. She chose to make herself her number one priority, and she stayed at home for 12 years with her four children (Brendan, Leah, April and Gavin), now 20 through 12.



In true fashion, it was love for her children that drew Diana back into the workforce.

"The reason I went back to work was to pay for high school. Our kids all go to Catholic school, and it became more than we could handle on one salary. It has been a great opportunity to earn revenue and still have time for my family."

Creating Success

Long and Foster has been the perfect launching pad for Diana's career. "They provide a foundation of trust, excellence, and family, and the training/support to excel in all things. It is a supportive and collaborative atmosphere, where agents rise by lifting others," Diana explains.

...



Since 2015, Diana has slowly risen up the real estate agent rankings. She has been recognized as a top producer in the McLean Long and Foster office, and as a top agent by the Washingtonian. In 2019, she will close almost \$33 million in business.

Yet, it's not the awards or statistics that drive Diana to success.

"Income and stats are a great perk, but the best in the business truly do it for the joy of the job. My heart is in it, and my clients know that my highest priority is serving them to the best of my ability," Diana says.

Working with Joy

"It is a true privilege and pleasure to help clients get to their next phase, whether selling or buying. It is truly an honor to have their trust, and it is not a role I take lightly. I work to protect their interests, provide guidance, and minimize the stress," Diana continues. "For me, this business is about the joy of helping others. If that is where your heart is, you will succeed for them (and for you)."

By continually tapping into joy, Diana creates an environment that is ripe for success. The home buying or selling process naturally becomes more easeful, and clients achieve greater satisfaction.



When Diana says that she sells each house as if it were her own, it's more than just a catchy phrase; it's a level of dedication.

"It is an honor to be given the opportunity to sell a home. Whether it is a small condo or a multimillion-dollar home, it is usually an owner's greatest asset. I treat all clients with the same level of respect, dedication, and work ethic."

When we asked Diana what her goals are, her answer was telling. In place of statistics and awards, she spoke of client satisfaction, joy in the workplace, and time with her children.

"Success is finding joy in what you do and bringing value to others," Diana smiles. "This job isn't a hobby for me, it is a love. I don't know how to do anything other than my best in all things. My goal is to do the best I can with every day and hopefully brighten someone else's."

We Are **Fast.**

We Are **Trusted.**

We Are **Accurate.**

ONE-STOP SHOP FOR ALL INSPECTION SERVICES!

Servicing Arlington, Fairfax, Loudoun, Prince William, Stafford, and Fauquier counties and the District of Columbia
Fluent in Spanish & Korean • A TEAM of Inspectors Available 7 days a Week!

KELLERWILLIAMS
2018 APPROVED VENDOR

NM EXCLUSIVE CONNECTIONS

Bonded, Licensed and Insured in Virginia

Keller Williams Approved Vendor Program members are business entities independent from Keller Williams Realty, Inc. Neither Keller Williams Realty, Inc. nor its affiliated companies warrant HomeTeam Inspection Service, their products, or their services.

(571) 200-7753 • www.hometeam.com/northern-virginia/

AMERICA'S BEST REAL ESTATE AGENTS
RECOGNIZED

BE PART OF THE NATIONAL REAL PRODUCERS MOVEMENT

FOLLOW US ON INSTAGRAM TODAY

@realproducers



BE THE SMARTEST AGENT IN THE NEIGHBORHOOD

The HOMELIFE marketing program brands you as the neighborhood real estate EXPERT.

Put your marketing on AUTOPILOT!

- ✓ CHOOSE YOUR PRODUCT
- ✓ CHOOSE YOUR AREA
- ✓ CHOOSE YOUR FREQUENCY
- ✓ APPROVE YOUR DESIGN

FOR MORE INFORMATION CONTACT:

BETHANY RAMIREZ | 301-590-9700
bethany@mymarketingmatters.com

my marketing matters
design | print | mail

Scalable RES LLC & The Virtual Advantage | EMAIL info@scalablere.com | WEB scalablere.com | Alicia Brown, CEO | Katherine Dudley, Principal

LEVERAGE = Scalable RESolutions

TRANSACTION COORDINATION | CONSULTING | MARKETING

INCREASE YOUR PRODUCTIVITY

Proven systems. Trained and licensed TCs. Low overhead. No new hire risks.



Contact us for custom packages and pricing for teams! **571-445-4737**



is now...



Smart, simple protection for your clients' major home systems and appliances.


Affordable coverage


Marketing and sales support


Easy-to-use online tools

Visit cinchhomeservices.com/realestate or call (800) 521-8264 to learn how we can help grow your business.

WE'VE GOT YOU COVERED.




13 mo. WARRANTY

- ✓ FREE Seller's Coverage
- ✓ VIP concierge service for agents
- ✓ Re-key service

- ✓ No cap on refrigerant
- ✓ Online orders and claims

YOUR LOCAL REPRESENTATIVE



Anne Lang
Account Executive
703.220.9633
Anne.Lang@hwahomewarranty.com

HWAHomeWarranty.com
Exclusions apply. See contract document for details. ©2019 Home Warranty of America, Inc.

Real estate photos and video.

www.hdbros.com
schedule@hdbros.com
833 437 4686



Easy online booking.

HDBROS

▶▶ a cool life story

CRAIG MASTRANGELO

Hitting It Out of the Park

By Katie Moore
Photos by Ryan Corvello Photography

I*"In the end, only three things matter: how much you loved, how gently you lived, and how gracefully you let go of things not meant for you."* —Ghandi

Craig Mastrangelo not only lives by that motto, but believes in it enough that he had it tattooed on his body.

Born in New Jersey, he has always had an entrepreneurial spirit, and since graduating college has been in business for himself. He started his own personal training fitness company, The Body Defined, Inc., and worked with a wide spectrum of clients, but began to get burned out.

"The grind of the long hours began to take a toll on me. I began researching other professions that would allow me to have a certain amount of autonomy while also offering a certain amount of change on a daily basis (read: not sitting in a cubicle all day, 9–5 p.m.)," Craig explains. "Residential real estate afforded me the ability to be doing something different day in and day out, while simultaneously being an integral part of my clients' buying/selling a large investment — which oftentimes is the largest investment/transaction they will enter in the course of their life. Being able to help them navigate this process and provide service that achieves their goals is the most satisfying part of my professional work."

Craig has been a Realtor® for 20 years and obtained his license in 2000, after selling his personal training business. "I was fortunate enough to partner up with a past training client, Laura McClanahan, who was and still is a great mentor to me professionally. Until this past spring, my entire real estate career



John working on his son's hitting mechanics at the baseball diamond.



Playing soft toss helps improve hand, eye and body coordination.

was spent with RE/MAX, but I am excited about the opportunities available to agents who join the Compass family!”

Craig has received several awards in his career, though most recently was voted “Best Real Estate Agent” by *Northern Virginia Magazine* in 2019. What he has accomplished outside of the office remains what he is most proud of. Craig is divorced, but reconciled and living again with his ex-wife, the mother of his two children. Madison (13) is currently in eighth grade and Michael (10) is in fourth grade. He is deeply passionate about where they all are right now in life.



“It is true what they say. Even though you don’t see it, *nor* do you believe it when you are in the middle of the storm, but time with them truly does fly. So I enjoy spending time with my kids,” Craig states.

It is both his personal and his professional life that merge together in how he defines success. “Recognizing the tangible and intangible benefits of the work one has put into something. Whether

it be work, family or friends, seeing yourself learn from each and knowing that these great experiences are a direct result of one’s personal efforts — whether it be to achieve professional recognition for annual volume or learning about yourself personally and carving out the time daily/weekly/annually because it is something of value and because it is valuable to you, you work hard to make them a part of your life.”

Craig is also passionate about helping people and working with clients one-on-one. “I truly care about protecting my clients’ interests, even if that means showing them 50 homes,” he clarifies. “I feel that my clients know that I’m not with them to ‘earn a paycheck’ but rather to help navigate them through a sometimes confusing transactional process. I typically tell buyers, ‘I’ll never tell you what to buy, I will only tell you what your money can buy.’ Which is to say, ‘I’m with you for the long haul and won’t think a house is perfect for you just to get a sale.’ I think the big picture of client service is too important — and this helps provide referral business for the past 20 years.”

Craig has also hit another milestone. He turned 50 this past December. With a powerful desire to live a full and zealous life, both in and out of the office, he looks forward, with eyes wide open, to all that the next decade will bring. Craig Mastrangelo is ready for 2020.

Craig can be reached at (703) 932-3622 and at craigmastrangelo@gmail.com.

*Best Real Estate Agent, Washingtonian
Top Real Estate Producer,
Arlington Magazine
Best Real Estate Agent, Northern
Virginia Magazine
Top Producer, Northern
Virginia Magazine*



Travel baseball is a family affair for Craig's family.

Optime Realty's POWER COUPLE

KERI SHULL & DAN LESNIAK

GROWTH GAME IS ON POINT

cover story

By Molly Lauryssens
Photos by Ryan Corvello Photography

Squashing limiting beliefs—that's what Keri Shull and Dan Lesniak do. Only this power couple doesn't just do it for themselves, they do it for others. Whether it's for their team of 92 people or for their clients who are trying to create a stream of passive income, the pair concentrates on growing and empowering others.

"We are very excited about helping others achieve their goals, and for us, that is the ultimate fulfillment," Keri explained. Perhaps that is partly why they've been so successful; pouring into others is not a mere marketing strategy, but has become their way of life.

This high-energy couple met in 2013 at a brokerage sales meeting. At that time, Keri's team leader pulled her aside saying, "*Dan is going to give you a run for your money.*"

"It turned out she was more right than she could have ever predicted," Keri reflected. It was just a matter of time before they realized what a good match they made and how much better they'd be together.

So it was easy merging Keri's brand, the Keri Shull Team, with Dan's, Orange Line Living. Then in 2014, they were married. But it wasn't all roses and romance. Making decisions as a team was difficult at first because they were used to unilateral decisions. But they worked it out and have figured out a few things along the way.



How do they do it—day in and day out, living and breathing each other and real estate, all while raising their young family? Keri says, first and foremost, they ask a lot of questions and seek to understand one another before reacting. “Focus on your partner’s strengths and the big picture alignment you have about vision instead of the daily details that will cause you stress.”

Another trick Keri and Dan have up their sleeve, which happens to be some of the best relationship advice they’ve ever received, is learning one another’s “love language and filling the tank when it gets empty.” Keri is adamant on this note: “When there is tension or negativity, focus on filling their love tank *before* you try and resolve the surface issue you are dealing with. Seek to understand the core of the issue so you can solve *that* instead of wasting time solving the various surface issues that occur repeatedly.”

Prior to real estate, Keri was interviewing to be the Oscar Meyer Weiner Girl. She was looking for the right opportunity to showcase her talents of supporting others, strategizing, and aspired for unlimited growth potential. She began in new home sales for NV Homes in 2003, after graduating from Penn State, and transitioned to Mayhood Company, where she sold condos.

Dan was a mechanical engineer and officer in the Navy. He was working full-time at the Pentagon while earning his master’s degree in business administration. He began investing in real estate, and after having a few bad experiences, he decided to get his license in 2012. In his first year, he toppled the notion of what a Realtor® should do with over \$22 million in sales.

Individually they were *Real Producers*, together they are seemingly unstoppable. For Keri and Dan, it’s so much more than a numbers game (although the numbers are truly impressive with well over \$400 million in 2019). Keri can boast \$4 billion volume so far. But more importantly, they are incredibly proud of what they are doing and how they are doing it.

They have a leadership team responsible for their own departments with 50+ agents and have their sights set on growing the number one team in the country. They said they don’t give agents leads; rather, they give them appointments. Keri said that because of that, the agents on their team average much higher incomes

than most team leaders in the area. They anxiously await the day where one of their team members exceeds \$1 million in annual income. “I know it’s not far from happening,” Keri mentioned.

Keri and Dan are also the creators of the HyperLocal and HyperFast Summit, which began in 2018. This annual event brings top agents together for a two-day coaching extravaganza for those who are committed to growing their own Realtor® game. Because Keri and Dan wholeheartedly believe in the power of coaching, this event has allowed them to impact more agents in a shorter time frame.

Recently, this team moved into their new state-of-the-art office in Arlington, which is equipped with a podcast studio. They are extremely active in the digital landscape. With so much happening in their world, you might think they are not accessible, but since they only work with a handful of coaching clients at a time, they are adept at keeping themselves readily available for the team.

While the pair is passionate about all things real estate, it is their children who are their number one passion and priority: 4-year-old Braden, 2-year-old Kierra, and 6-month-old Grayson. Keri and Dan are committed to them no matter what happens in the workspace. They happily include them on all their work trips and events and adore having family adventures, whether it’s a trip to Florida or even going to the grocery store.

One of their favorite family pastimes is to cook dinner together. “All of the [kids] have chef outfits, I absolutely love it,” Keri said, adding later, “My focus has always been making life fun for them.”



Husband and wife team, Keri Shull and Dan Lesniak, lead the Keri Shull Team and the Orange Line Living Team in Arlington, Virginia.



*We have solutions that help
REALTORS® look great!*

For information about our preferred
pricing for your clients, call us at

703.226.3279

Local | Long Distance | International
Moving & Storage Services



Sales@invan.com | MoveInterstate.com

VESTA
SETTLEMENTS

Your closings are SAFE with us.

SECURE
ACCURATE
FRIENDLY
EFFICIENT

LEESBURG | CHANTILLY | MANASSAS | FAIRFAX | RESTON
vestasettlements.com | 703.288.3333
Licensed in VA | MD | DC | WVA

**Providing Quality
Carpet and Flooring
at Affordable Prices!**



**Free
Estimates**



**AFFORDABLE
Carpet & Flooring**
WHERE QUALITY IS AFFORDABLE

**30+ Years
Experience**

HARDWOOD | LAMINATE | VINYL | CARPET | DESIGN ASSISTANCE

571-229-9027 • affordablecarpetandflooring.com
9320 Mike Garcia Drive • Manassas, VA 20109



TOWN & COUNTRY MOVERS, INC.

The DMV's top mover for over 40 years.
Let our family move your family.



Call today for a free estimate!
703-560-8600 | 800-683-6683
www.townandcountrymovers.com



DOMINATE YOUR 2020 REAL ESTATE BUSINESS PLAN

words by wade

By Wade Vander Molen

If you have been in real estate or any sort of business for a length of time, more than likely you have been told to create a business plan. It might have been written on a notepad or was a large intricate plan that had weekly, monthly, and yearly activities with goals. Regardless of how it was completed, you had a “plan” for success on paper to see every single day.

In reality, many of us get really busy, and the real estate business plan becomes an afterthought to what we are trying to achieve in the new year. This is a mistake, as failing to plan is planning to fail. When it comes to your 2020 business plan, try to incorporate other activities and goals other than trying to hit a transaction number.

Actuals vs. Goals

To know where you are going, you need to know where you have been. Look at your 2019 “actuals” to see your real numbers, then use them to set your 2020 goals. Identifying your lead sources and where each transaction came from is also important, because knowing if you are too heavy

or light on a lead source can help shape your business plan.

1. What is your *actual volume* going to be at the end of 2019?
2. What is your GCI after broker split—dollars to you?
3. How many lead sources and transactions? Referral? Geo-Farm? Zillow? Google? Do your best to rack every deal and where it came from. Are you heavy on one source and light in others?
4. What percent of business is buy side vs. sell side? What is your average sales price? What is your average commission split?
5. How many real estate conversations did you have in 2019?

Financial Calculator

It is also important, as business owners, to know your business and operating expenses. Yes, we all like making money, but it's important to track where that money goes and why. Take into consideration what debts you want to reduce or pay off in 2020, tax savings, and investment goals.

1. What are your business expenses?
2. What are your operating expenses?
3. What is your debt reduction goal to payoff in 2020?
4. What is your “pre-tax” savings goal? SEPs, IRAs? etc.?
5. What is your “post-tax” savings goal?

This allows you to calculate your home sales goals in a more defined way as you know these numbers above.

Marketing Plan

Having a solid marketing plan is like putting high-powered fuel into your car. Evaluate what worked well for you last year and what didn't. Get rid of what wasn't successful and think of new implementations. For example:

1. What types of marketing are you currently doing to generate business? Newsletter? Postcards? Blogs? Facebook ads? What was your return on investment?
2. What marketing items do you want to *add* and implement into your business for 2020? YouTube video? Farming? In-person seminars?
3. What is your monthly marketing budget? Are you using a spreadsheet for CRM to track your ROI?
4. Set quarterly and yearly marketing goals. For example, what events or seminars are you holding each quarter? Client appreciation events—twice a year.

This is a great starting point for your 2020 real estate business plan. Creating and following a plan like above will set you up for success this year!



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.

REAL ESTATE POWER COUPLES

THE POWER OF LOVE

These power couples were nominated by our community. They exemplify being influential and successful in their own right, and together. We have so many amazing, inspirational agents in our Real Producers community... We are pleased to share a few of them with you!

Natalie & Curt McArtor

Long & Foster Real Estate

How long have you been together?
26 years.

How did you two meet?
Family member introduced us. I was taken immediately; it took him a bit longer.

What is the biggest win-win for you both?
Learning how to live together and work together. We did this through our coach, Allison, at Buffini & Co. and understanding our Heritage Profiles.

What is your highest hope this year, and for next year?
To build our referral network of happy clients. To achieve reaching our sales goals while taking time off to travel.

Best tips for working with your spouse/partner?

Have patience and a firm understanding of your partner's personality and work style. For instance, I am the Commander and Conqueror and operate the business as the Chief Motivator. Curt is the Organizer and Trusted Advisor. He operates as the Facilitator. We respect each other's personality traits and understand what makes each of us tick.

Best relationship advice?
Take time out of the business to relax and do things you like to do; both with and without the other. Patience, communication and never go to bed angry with one another. Support decisions and offer advice when asked.

What are you passionate about right now?
At this time of year; ending 2019, we are working on branding our team, writing our new mission statement



and developing our core values into words so our clients understand we do what we do daily for them.

How does real estate fit into your dreams and goals?

Real estate has helped us achieve not only a financial wealth platform but a wealth of clients who are now our friends. For us, it is not about the transaction, but about the relationships we gain daily. Our goal is building a lasting relationship with all our clients who become our raving fans which leads to ongoing future referrals.

Tell us about your family.
Only fur babies; three shih tzus: Coco, Casey and Mandy. We adore each of them. Our branding is our dogs. The "Ruff"erral Team is how we are known.

Heather & Michael Huling

Coldwell Banker
Residential Brokerage

How long have you been together?
25 years. We are married.

How did you two meet?
We met at the Gold Cup steeplechase races and were introduced by a mutual friend.

What is the biggest win-win for you both?
Making our clients happy is always a win, but the greatest win of all is a satisfied client who becomes a referral source!

Best tips for working with your spouse/partner?
Try to speak to your spouse the way you would speak to any other co-worker. Try to avoid talking about business after 10:00 p.m., unless absolutely necessary.

Best relationship advice?
Don't stop dating! Making time for each other is so important, even when it is not easy and life feels too busy. Find something you enjoy doing together and make it a priority and schedule it like an appointment.

What are you passionate about right now?
Michael loves golf and Heather loves to play tennis. Both of us love the challenge of match play.

Tell us about your family.
Courtney, 24, is a UVA alum, currently a graduate student at Georgetown and works full-time for a mortgage lender. Hannah, 19, is a freshman at Virginia Tech, studying human development and pursuing a minor in real estate. Blake, 16, is a junior in high school. He plays football, wrestles and loves to go fishing!



Courtney & Phillip Brown

Pearson Smith Realty

How long have you been together?
Together 10 years, married 5 years.

How did you two meet?
James Madison University. Courtney played college basketball and Phillip was interning with Courtney's strength coach.

What is the biggest win-win for you both?
Being able to work together in a business we love and creating financial security for our future, as well as our children's.

Best tips for working with your spouse/partner?
Have separate office spaces and know your role in the business. Each person should try and stay in their own lane.

Best relationship advice?
Lose your ego. Who cares if you're first to say sorry? Holding a grudge is a waste of energy.

What are you passionate about right now?
We are both very passionate about self development right now. We realize that when we strive for growth individually, we show up even better for each other and our children.

How does real estate fit into your dreams and goals?
It affords us to have the financial security to have freedom with our time and secure a good future for our children.

Tell us about your family.
We have 2 daughters: Kinley (3 years old) and Skylar (8 months).



Mike & Claudia Webb

Re/Max Allegiance

How long have you been together?
Together 19 yrs. and married 15 yrs.

How did you two meet?
Mike advertised for a Spanish-speaking agent and Claudia responded to the advertisement!

What is the biggest win-win for you both?
Having two beautiful boys!

What is your highest hope this year, and for next year?
To finish strong; to be ready for next year.

Best tips for working with your spouse/partner?
Respect each other's ideas. Focus on each other's strengths.

Best relationship advice?
Compromise on everything. Your spouse's way of doing things will probably work just as well as yours.

What are you passionate about right now?
Honesty, first and foremost. Being honest with everyone is a must for us.

How does real estate fit into your dreams and goals?



We love what we do and helping people. Our goal has always been to help clients get the best possible deal regardless of how long it takes for them to find their house.

Tell us about your family.
We have 2 kids: Brian, 14 yrs, and Jacob, 11 yrs; and our pet, Princess Lucy, 3 yrs. We love spending family time together as much as possible.

Bethany Stalder & Mike Lorino

Keller Williams Metro Center

How long have you been together?
Married since 2008, together since 2005.

How did you two meet?
We met online in 2005, before meeting online was a thing. As it turns out, Mike was stationed at Quantico Marine Corps Base and Bethany was living on Quantico at the time, so for a few years we told people that we met there.

What is the biggest win-win for you both?
It's wonderful to have a partner who you can always talk through a problem with, especially one who will be honest and direct with you. Whenever either of us has a challenge, we know we can talk with the other person and get constructive, unfiltered feedback.

What is your highest hope this year, and for next year?
We just had our first child in 2018, and our highest hope is to grow our business while still devoting time to our baby girl and our family.

Best tips for working with your spouse/partner?
Be sure to take time to connect with each other beyond just talking about the business. Because real estate takes up so much of our day, it can be challenging to not allow it to take over all our conversations. Especially now that we have a daughter, we have to be more mindful about the amount of space our work takes up in a given day.

Best relationship advice?
Be patient with each other and remember that you are on the same team. Real estate can be incredibly stressful, from managing client expectations (and emotions) to juggling a busy schedule and still making time for family. It can be easy to snap at each other when you both have so much on your plate. So take a deep breath and remind yourself that if you have your health, everything else can be managed or delegated.

What are you passionate about right now?
After bringing on our first buyer's agent last year, we're most excited about creating opportunities in



real estate for other people who want to work in this field. It has been so gratifying to be able to train a new agent and watch her grow into her potential – we can't wait to help others do the same thing and see them achieve their own unique goals.

How does real estate fit into your dreams and goals?
Both Mike and I are passionate about running a business and we want to raise our children to appreciate it, as well.

Tell us about your family.
Our baby girl, Sarah, just turned a year old. Bethany's parents live in Alexandria as well, and we enjoy spending time with them on the weekends.



Sue Smith & Charlie Rossi

RE/MAX Premier

How long have you been together?
Together 14 Years / Married 5 Years / 13 Years together in Real Estate / Sue 31

How did you two meet?
Multiple real estate transactions.

What is the biggest win-win for you both?
Understanding the demands required of a real estate professional and the non-traditional hours required to be successful.

What is your highest hope this year, and for next year?
Continue to improve the professionalism within the real estate industry and the public perception of real estate professionals. Lead by example.

Best tips for working with your spouse/partner?
Support each other, accept each other for who we are, join in on each other's endeavors. Be true to yourself and respect each other.

Best relationship advice?
Start the day with a kiss and end the day with a kiss. We have coffee every

morning with our dogs in our laps, for at least 15 minutes. Longer than 15 minutes (which is only on the weekends) is a bonus!

What are you passionate about right now?
Balancing Careers, Leisure, Family, Friends, Fitness and Health.

How does real estate fit into your dreams and goals?
Accentuates and amplifies our dreams and goals.

Tell us about your family.
We have a blended family with 4 adult children: Nick Rossi (35 years old), Junior Survey Party Chief, Wetlands Study Company; Bryan Smith (34 years old, married to Rachel Smith, 2-10 Home Warranty), Realtor®, The Sue Smith Team; Caitlin Rossi (34 years old), real estate paralegal; Krissy Smith Shellenberger (32 years old, married to Graham Shellenberger, US Army), transaction manager, Real Advantage Transaction Management; 3 granddogs: Rocky, Hank and Chloe; Krissy's competition horse, Loughnatousa Mac; our dogs: Bella and Lexie.

Larry & Laura Bien

Samson Properties

How long have you been together?
7+ years.

How did you two meet?
Internet.

What is the biggest win-win for you both?
We got to work together.

What is your highest hope this year, and for next year?
Is that we get to help more clients than ever.

Best tips for working with your spouse/partner?
Happy wife, happy life.

Best relationship advice?
Communication is key.

What are you passionate about right now?
Growing our team.

How does real estate fit into your dreams and goals?
Unlimited success and owning potential with work.



Tell us about your family.
Boston terrier Pepperon; Foreman Lavrasson Jaxon; Larry's kids Stephen Bein and Lauren Garletts; and 5 grandkids.

...

Dave & Joanne Adams

Coldwell Banker
Residential Real Estate

How long have you been together?

We have been married for 41 wonderful years.

How did you two meet?

In Georgetown.

What is the biggest win-win for you both?

Our very first listing sold for \$1,700,000—95 % of the list price.



What is your highest hope this year, and for next year?

To beat last year’s sales volume and continue growing.

Best tips for working with your spouse/partner?

Patience and respect.

Best relationship advice?

Pay attention.

What are you passionate about right now?

We are both very passionate about helping others and giving back to the community. A portion of our commission goes to a wide array of non-profit organizations, such as Cornerstones, Homestretch and Hero Homes. We also like helping those who have served or are currently serving in the military.

How does real estate fit into your dreams and goals?

It’s a career that offers the opportunity for flexibility.

Tell us about your family.

Our immediate families, including mother, father, siblings, cousins, nieces and nephews, all live up north in New York, Connecticut and Maine. Our extended family here in Virginia includes our best friends and our godchildren.

Pamela & Dave Jones

Long & Foster Real Estate

How long have you been together?

Married nearly 37 years.

How did you two meet?

We both worked for Montgomery Ward at the Springfield, VA, location.



What is the biggest win-win for you both?

We get to highlight our different expertise — Dave in Buyer Brokerage (his 14 years as a mortgage loan officer are an invaluable part of his service), and Pam in Listing Representation (25 years of coaching through the Mike Ferry Organization have honed her skills).

What is your highest hope this year, and for next year?

To ably assist 55 families with their home sale or purchase needs.

Best tips for working with your spouse/partner?

Love what you do and do it together! Talk often about goals and objectives. Utilize the same training techniques.

Best relationship advice?

Go on cruise vacations and don’t buy the internet or phone service packages.

What are you passionate about right now?

Growing our service capabilities by connecting with other Loudoun Chamber members to provide related transaction services.

How does real estate fit into your dreams and goals?

It supports our mission to serve the community, both through successful transactions and through community service and support of our Loudoun non-profits.

Tell us about your family.

Just the two of us.



SHOW THE **EXTERIORS**
SOME *Love*, TOO!



FREE QUOTES!



703-230-ROOF (7663)
www.DryHome.com

45921 Maries Road, Suite 100
Sterling, VA 20166



Follow us
on Facebook
Facebook.com/DryHome

SERVING FAIRFAX COUNTY, PRINCE WILLIAM COUNTY, LOUDOUN COUNTY, AND ARLINGTON COUNTY

On-Demand Home and Office Organization at Your Command!



Check Out What Our Customers Are Saying About Us Online!

We are your **right hand** who you can **always** trust.
Schedule Your Appointment Today!



JUDY ON THE SPOT.
WHO'S YOUR JUDY?

On Demand Services:

De-cluttering & Organizing
Home Staging
Turn Key Move-In
Packing & Unpacking
Office Set-up & Organization
Administrative Support
Errands

301.798.4377

www.judyonthespot.com

info@judyonthespot.com



www.lansatphoto.com



**Howard Lansat
& Associates**
Photography

Md. (301) 838-9560 Va. (703) 904-6842

OUR STUDIO IS COMMITTED TO GIVING OUR CLIENTS THE
VERY BEST IN PHOTOGRAPHIC COVERAGE

- **Formal & Creative Photo Sessions**
 - CREATIVE PHOTO SESSIONS ARE TAILORED TO EACH CLIENT
 - TRADITIONAL PHOTOGRAPHS CAN BE DONE IN OUR STUDIO OR ON LOCATION
- **Interior & Exterior Photos**
 - DRONES AVAILABLE FOR EXTERIOR PHOTOS
- **Photo Booths & Novelty Stations**
- **Bar/Bat Mitzvahs & Weddings**
- **Family Portraits & Pet Portraits**
- **Flip Books**
- **Corporate Photos**
- **Green Screens**
- **Social Media Booth**



HOWARD LANSAT has 30 years of personal photography experience and manages a team of 15 photographers to meet every photo need.

SERVING MONTGOMERY COUNTY, MARYLAND,
NORTHERN VIRGINIA, AND WASHINGTON, D.C.

Experience Matters!



Let our experience enhance yours.
Contact The Pyne Team Today!



John Pyne, NMLS ID#: 396073
McLean Branch Manager & Vice President

Company NMLS ID#: 56323
McLean Branch NMLS ID#: 320939

O: (703) 449-6813
C: (703) 855-5158
E: PyneTeam@icmtg.com

6829 Elm Street
Suite 200A
McLean, VA 22101

INTERCOASTAL
MORTGAGE COMPANY

The
PYNE
Team



Intercoastal Mortgage is licensed by the Virginia State Corporation Commission, License #MC-375
(www.nmlsconsumeraccess.org)

thepyneteam.com

How did you meet your significant other?



TROY SPONAUGLE
Samson Properties

That is a good one. Met my wife on a blind date. I bought my first home, which was a town-house in Dayton, Ohio, where I was getting my master's degree at the Air Force Institute of Technology (AFIT) at Wright Patterson AFB. My neighbor next door said she had a cousin who had just moved back into town. She set me up on a blind date, which was a formal dining out for AFIT. We talked on the phone and I invited her to the dining out. We met literally for the first time when I picked her up for the dining out. She was wearing a gorgeous pink formal gown and I fell in love with her instantly. The rest is history. We have been married for 41 years and have two children. Our son is getting married in February in Atlanta.



KELLY STOCK BACON
ERA Teachers, Inc.

I have the best real estate (love) story! I was referred to my husband to assist with his first home purchase in Arlington, VA, by a past client. We started dating shortly after...I later moved into that Arlington home! And, now married almost nine years and two kids!



SUE SMITH AND CHARLIE ROSSI
RE/MAX Premier

Charlie Rossi and I met when he called to interview me in 1998 to sell his condo. After



MICHELLE SAGATOV
Washington Fine Properties

I met my husband coaching youth soccer at an away tournament in VA Beach. There were teams there from all over the world! We met one

interviewing the top three Realtors® in the area, he and his wife selected me as their Realtor®. Charlie and his wife came to become some of my best clients in that they purchased and sold Real Estate every three to five years. Each and every home was perfect and meticulous, and each property sold quickly and for top dollar. Their last transaction was in 2005, due to divorce, and I managed the sale for Charlie and his wife. The home sold quickly, and for top dollar at the height of the market in 2005. After the transaction, Charlie told me that he would call me in six months to start the purchase process of his new home, which he did. At that time, I was separated from my then-husband, and s-l-o-w-l-y, Charlie and I become a couple. Charlie had always wanted to be a Realtor®, and soon retired from a Government Career in 2006. Charlie joined The Sue Smith Team in 2006, and has become a Realtor® and Real Estate Broker. After nine years of dating, we happily married in 2013! Together, we continue and manage The Sue Smith Team with Bryan Smith, Realtor® (Sue's Son), Heran Choi, Realtor®, and Krissy Smith Shellenberger (Sue's daughter and owner of Real Advantage Transaction Management).



KATHLEEN QUINTARELLI
Weichert, REALTORS

I met my husband, John Piasecky, in March 1994 while doing an open house in Springfield. I followed up with him the next day, sold him a house the following weekend and the rest is history. I was considering getting out of real estate prior to meeting John; however, after we fell in love I knew I was meant to be a Realtor® for life. My amazing husband died unexpectedly in 2017.

evening at a coaches' event. We happened to be living in the same area, Arlington, VA. Only guy I met who I wanted to marry! I called my best friend the next morning and told her I met the man I was going to marry! The rest is history! Love of my life! My biggest fan, supporter and someone I admire!

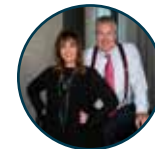


BRAD WISLEY
Berkshire Hathaway HomeServices PenFed Realty
Brenton and I met in a chat room on AOL. We met for lunch, three weeks later he invited me to one of his friends' weddings so I could meet the whole gang. A couple of weeks later, he spent the night and has never left. That was 14 years ago. We have a black lab and a potbelly pig as our immediate family.



RICH STEWART
JK Moving Services

Met my wife online! We knew a lot of the same people but had never crossed paths. That was eight years ago.



GREG WELLS
Keller Williams Realty Loudoun Gateway

We met at a "housewarming party." I had sold a house to one of my wife's co-workers. It was a chance meeting. We've never been apart since!



Honest Abe.



Honest, able.

Our reputation speaks for itself as we celebrate more than 35 years of service.

WJD Management

Residential property management and leasing specialists serving all of Northern Virginia and clients around the globe.



Refer your clients to us with 100% confidence – we do not sell real estate!

Property Management is our ONLY business!

Get to know us at wjdp.com or email our Associate Broker Michelle Williams at michelle@wjdp.com.

Split Closing

Misunderstandings

Split closings are becoming more and more prevalent. There seem to be misunderstandings about split closings and the role of the title company. Let's clarify and correct some of these misunderstandings by looking at some common statements.

When a seller chooses to use their own title company, the two title companies are really performing the same task. You're just paying for it twice.

This is simply not true. Typically, when a seller chooses to use a title company of their choosing, the buyer's title company is instructed not to charge the seller any fees other than a standard wire fee and perhaps delivery charges. It is the title company "representing" (this is a loaded word, which will be addressed below) the seller that charges the lion's share of the fees to the seller. So the seller is not paying twice.

The buyer and seller might want their own representation. Because when you have one settlement attorney in the middle, they can't represent either side

because they are representing the transaction. They are a neutral party.

The statement presumes that if a buyer chooses one company and the seller chooses another, they are each getting separate representation because there is not a settlement attorney "in the middle." This is simply false. The title company that the buyer chooses is the settlement agent on the deal even when the seller chooses another company. The settlement agent must remain neutral because they continue to have responsibilities to all involved in the deal (seller, buyer, lender, etc.). The seller choosing their own company does not change that.

Let's address this word "representation." Unless the seller is choosing a law firm, the seller is not really getting representation in the way most understand that word. The seller is simply getting a company to handle their side of the administrative process and have someone (maybe a lawyer or a settlement agent) sit with them at closing to explain documents and notarize their signatures. What's more, certain Legal Ethics Opinions in Virginia, as well as staff counsel at the Northern Virginia Association of Realtors®, suggest that it is not proper for a title company to "represent" a seller in a real estate transaction. That if a seller wants their own representation, it must be a law firm or lawyer.

The title is the title. You're going to get the same title report from the seller's side that you are going to get from the buyer's side. Why is a seller paying for that? But there are title companies that are making money off of that.

Even when a seller chooses their own title company, it is the buyer's title company that performs the title search and underwrites the title. Additionally, it is the buyer who will bear the cost of the title work, as well, not the seller. To say it another way, title work is not pulled twice when a seller chooses their own company.

Remember, on any real estate transaction in Virginia, there is only one Settlement Agent and that is the one the buyer chooses.

Incidentally, most sellers and buyers don't know one title company from the next. They rely on their real estate agents to direct them in this regard. So the truth behind the increase in split closings is that real estate agents have their favorite — or "go-to" companies — and prefer to deal with those companies. It is not because a seller is choosing to use their own title company; rather, the agent is.



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.



Staged Interior is your partner in making your listings look their best!

"I know that when I contact Staged Interior, I can be sure of great results. They provide top quality service, good communication, and above all, an outstanding, professionally staged home. I've had several homes staged by Staged Interior go under contract in ONE day!"

Lori Shafran
Yeonas & Shafran Real Estate



Home Staging
Serving Virginia, Maryland & Washington, DC Metro Area

14703-B Willard Rd, Chantilly, VA 20151

703-261-7026
StagedInterior.com

Proud Sponsor and Winner of Trade Partner of the Year Award





PARTNER APPRECIATION HAPPY HOUR

December 4, 2019

►► special events

Thank you to our partners for coming out to the end-of-the-year Partner Happy Hour on Wednesday, December 4, 2019. A big thank you to Interstate Moving and Storage for hosting this event at their facilities in Sterling, Virginia. This was our year-end celebration honoring our Preferred Partners for their continued contribution, support and participation in a fantastic year in 2019!







**Property Management
& Real Estate Leasing**

6271 Franconia Rd.
Alexandria, VA 22310
703-971-1800
info@wilkinsonPM.com

Where customer service is not a department, but an attitude!




Patrick Fogarty • Michael Fogarty
Sandra Wilkinson • Lee Wilkinson

Licensed in VA, MD & DC

Family Owned & Operated Since 1989


www.WilkinsonPM.com

Thank You for Choosing Climatic Heating & Cooling as The Best Heating & Air Conditioning Company in Loudoun County for the Past Seven Years!



CLIMATIC
HEATING & COOLING, INC.

Loudoun Times-Mirror
2019
BEST OF LOUDOUN



24 Hour Same Day Service

\$25 OFF ANY SERVICE CALL
NEW CUSTOMERS

UP TO \$1,100 REBATE
FOR NEW SYSTEM INSTALLATIONS

36 MONTH, 0% FINANCING
ON QUALIFYING SYSTEMS WITH CREDIT APPROVAL

100% Satisfaction Guaranteed!

like us on facebook
/ClimaticVa

Family Owned & Operated | Request an appointment at www.climaticva.com or 703-779-7455

Residential Inspections
Pre-Listing Inspections
Commercial Inspections
Structural Inspections
New Construction Inspections
Radon Testing
Lead Based Paint Testing

Air Quality Mold Screening with Carbon Monoxide Reading
Infrared Thermal Imaging
WDO/Termite Inspections (State of VA ONLY)
Pool Inspections
Stucco/Dry Vit Well Inspections (State of VA ONLY)



CONTACT US TODAY!




703-771-8374

www.donofrioinspections.com
schedule@donofrioinspections.com

LICENSED, INSURED & BONDED #3380000548

RP AMERICA'S BEST REAL ESTATE AGENTS
RECOGNIZED



BE PART OF THE NATIONAL REAL PRODUCERS MOVEMENT
FOLLOW US ON INSTAGRAM TODAY

@realproducers

OLD REPUBLIC HOME PROTECTION

Your clients deserve the best home warranty coverage!



Visit ORHP.com or contact me to learn more

Molly Flory
Senior Account Executive
800.282.7131 Ext. 1428
MollyF@orhp.com
my.orhp.com/mollyflory



People Helping People

OUTDOOR LIVING,
INDOOR COMFORT!



TRI-STATE SCREENS



PHANTOM
SCREENS

MOTORIZED SCREENS
MOTORIZED SHADES
MOTORIZED VINYL PANELS
RETRACTABLE DOOR SCREENS

www.TriStateScreens.com | 540-751-1269 | Colby@nectarp.com

Growing Family? First-Time Home Buyer? Looking to Refinance Your Home?

Contact **The Pede Mortgage Team** to help your client's find the **right home loan** for their needs!



Todd Pede
Branch Sales Manager

NMLS ID 846737
443-764-7648
tpede@firsthome.com

www.toddpede.com



PEDE MORTGAGE TEAM
— PROFESSIONAL MORTGAGE ADVISORS —



POWERED BY
FIRST HOME
MORTGAGE

TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	227	\$135,511,840	415	\$242,464,624	642	\$377,976,480
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	394	\$181,564,448	229	\$101,047,232	623	\$282,611,680
3	Debbie Dogrul	Long & Foster Real Estate, Inc.	215.5	\$128,310,304	199	\$113,436,656	414.5	\$241,746,960
4	Jennifer D Young	Keller Williams Chantilly Ventures LLC	233.5	\$106,616,088	96	\$47,757,492	329.5	\$154,373,584
5	Sue S Goodhart	Compass	73	\$64,883,328	81	\$61,587,980	154	\$126,471,312
6	Phyllis G Patterson	TTR Sotheby's International Realty	66	\$67,774,704	63	\$55,707,368	129	\$123,482,072
7	Jennifer L Walker	McEneaney Associates, Inc.	63.5	\$45,942,492	65.5	\$47,453,056	129	\$93,395,552
8	Martin K Alloy	SMC Real Estate Corp.	127	\$62,095,624	61.5	\$28,918,504	188.5	\$91,014,128
9	Cynthia Schneider	Long & Foster Real Estate, Inc.	105	\$52,822,540	72	\$36,565,148	177	\$89,387,688
10	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	38	\$52,416,700	25	\$33,602,200	63	\$86,018,896
11	Janet A Callander	Weichert, REALTORS	55	\$54,131,620	27	\$23,863,110	82	\$77,994,728
12	Lenwood A Johnson	Keller Williams Realty	93	\$40,245,296	70	\$30,524,728	163	\$70,770,024
13	Laura C Mensing	Long & Foster Real Estate, Inc.	38.5	\$44,854,000	25	\$25,763,100	63.5	\$70,617,104
14	Lilian Jorgenson	Long & Foster Real Estate, Inc.	45.5	\$54,093,832	11	\$13,104,905	56.5	\$67,198,736
15	James W Nellis II	Keller Williams Fairfax Gateway	61.5	\$29,286,278	75.5	\$37,525,344	137	\$66,811,620
16	Bruce A Tyburski	RE/MAX Executives	42.5	\$26,485,230	61	\$40,069,448	103.5	\$66,554,676
17	Kevin C Samson	Samson Properties	73	\$58,839,700	6.5	\$7,622,418	79.5	\$66,462,116
18	Jean K Garrell	Keller Williams Realty	52.5	\$37,791,600	46.5	\$28,352,860	99	\$66,144,460
19	Christopher Craddock	Keller Williams Realty	108.5	\$34,890,948	67.5	\$29,735,018	176	\$64,625,964
20	Khalil I El-Ghoul	Glass House Real Estate	52	\$28,280,800	45.5	\$35,225,972	97.5	\$63,506,772
21	Brian Wilson	EXP Realty	94	\$53,435,844	13	\$8,987,000	107	\$62,422,844
22	Carla C Brown	Toll Brothers Real Estate Inc.	95.5	\$58,176,954	3	\$2,688,700	98.5	\$60,865,658
23	Irina Babb	RE/MAX Allegiance	67	\$41,664,076	20	\$14,030,000	87	\$55,694,076
24	Damon A Nicholas	Coldwell Banker Residential Brokerage	66	\$38,963,092	28	\$14,895,433	94	\$53,858,524
25	Melissa A Larson	KW Metro Center	32.5	\$37,100,520	15	\$16,261,990	47.5	\$53,362,512
26	Tom Francis	Keller Williams Realty	20	\$29,481,080	24	\$23,330,270	44	\$52,811,352
27	Scott A MacDonald	RE/MAX Gateway, LLC	88	\$48,653,415	7	\$3,892,000	95	\$52,545,416
28	Piper Gioia Yerks	Washington Fine Properties, LLC	11.5	\$29,828,500	7.5	\$22,653,500	19	\$52,482,000
29	Janet Pearson	Pearson Smith Realty, LLC	88	\$52,256,784	0	\$0	88	\$52,256,784
30	Kay Houghton	KW Metro Center	55	\$28,003,250	47	\$23,897,088	102	\$51,900,340
31	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	31	\$34,660,460	14	\$15,381,800	45	\$50,042,260
32	Christopher J White	Long & Foster Real Estate, Inc.	39	\$27,602,004	22	\$21,905,292	61	\$49,507,296
33	Deyi S Awadallah	D.S.A. Properties & Investments LLC	118	\$47,538,668	3	\$1,840,000	121	\$49,378,664
34	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	113	\$47,317,916	4	\$1,770,900	117	\$49,088,816
35	Kimberly A Spear	Keller Williams Realty	45	\$25,097,628	38.5	\$23,223,896	83.5	\$48,321,524

Disclaimer: Information based on MLS closed data as of January 7, 2020, for residential sales from January 1, 2019, to December 31, 2019, in Virginia, Maryland, and Washington, D.C., by agents licensed in our northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Erin K Jones	KW Metro Center	30	\$11,576,725	82	\$35,245,584	112	\$46,822,308
37	Paul Thistle	Take 2 Real Estate LLC	39	\$19,198,500	45	\$27,461,500	84	\$46,660,000
38	Gregory A Wells	Keller Williams Realty	50	\$33,308,000	23	\$13,350,520	73	\$46,658,520
39	Raymond A Gernhart	RE/MAX Executives	36.5	\$21,979,364	45	\$24,475,178	81.5	\$46,454,544
40	Akshay Bhatnagar	Virginia Select Homes, LLC.	13	\$7,455,525	67	\$38,937,416	80	\$46,392,940
41	Eve M Weber	Long & Foster Real Estate, Inc.	40	\$23,596,256	42	\$22,748,956	82	\$46,345,212
42	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	12	\$5,710,600	64	\$40,176,056	76	\$45,886,656
43	Barbara G Beckwith	McEneaney Associates, Inc.	21	\$29,310,900	10.5	\$15,514,200	31.5	\$44,825,100
44	Patricia Ammann	Redfin Corporation	17	\$11,106,100	50	\$33,662,300	67	\$44,768,400
45	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	23	\$20,198,502	26	\$21,978,500	49	\$42,177,000
46	Daan De Raedt	RE/MAX Allegiance	66	\$30,265,853	26.5	\$11,631,908	92.5	\$41,897,761
47	Debbie P Kent	Cottage Street Realty LLC	68	\$36,500,628	9	\$5,357,100	77	\$41,857,728
48	Wes W Stearns	M. O. Wilson Properties	59	\$25,873,440	28	\$15,189,868	87	\$41,063,308
49	Christina M O'Donnell	RE/MAX West End	21	\$18,838,560	27.5	\$21,797,780	48.5	\$40,636,340
50	Nikki Lagouros	Keller Williams Realty	23	\$10,112,180	68	\$30,344,800	91	\$40,456,980
51	Anthony H Lam	Redfin Corporation	9	\$4,338,500	60	\$35,931,312	69	\$40,269,812
52	William F Hoffman	Keller Williams Realty	23	\$30,094,410	9	\$10,077,980	32	\$40,172,392
53	Roy Kohn	Redfin Corporation	75	\$38,107,812	2	\$1,610,000	77	\$39,717,812

Disclaimer: Information based on MLS closed data as of January 7, 2020, for residential sales from January 1, 2019, to December 31, 2019, in Virginia, Maryland, and Washington, D.C., by agents licensed in our northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

Professional Service
Competitive Products
Local Decision Making
Great Rates



Richard Early
Executive Vice President | NMLSR# 698683
1 Research Court, Suite 345, Rockville, MD | 301-332-2184
monarch1893.com/rearly | rearly@monarch1893.com



RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Steven C Wydler	Compass	24.5	\$27,955,400	8	\$11,628,580	32.5	\$39,583,980
55	Megan Buckley Fass	FASS Results, LLC.	18.5	\$15,676,350	25	\$23,354,800	43.5	\$39,031,152
56	Ana Lucia Ron	ANR Realty, LLC	127	\$38,618,700	0	\$0	127	\$38,618,700
57	Timothy D Pierson	Keller Williams Realty Falls Church	28	\$17,506,526	29	\$20,381,140	57	\$37,887,664
58	Bichlan N DeCaro	Westgate Realty Group, Inc.	19	\$13,061,500	40	\$24,284,390	59	\$37,345,888
59	Lisa Dubois-Headley	RE/MAX West End	21.5	\$16,931,700	23.5	\$20,119,800	45	\$37,051,500
60	Jeremy G Browne	TTR Sotheby's International Realty	28.5	\$19,511,450	22.5	\$17,065,320	51	\$36,576,768
61	Karen A Briscoe	Keller Williams Realty	23.5	\$22,235,670	14	\$13,730,274	37.5	\$35,965,944
62	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	17.5	\$24,829,500	8.5	\$11,128,265	26	\$35,957,764
63	Robert T Ferguson Jr.	RE/MAX Allegiance	27.5	\$19,426,176	19	\$15,658,485	46.5	\$35,084,660
64	Thomas R Moffett Jr.	Redfin Corporation	56	\$28,683,400	10	\$6,262,049	66	\$34,945,448
65	Michael I Putnam	RE/MAX Executives	50	\$23,493,500	23.5	\$11,315,990	73.5	\$34,809,488
66	Michael S Webb	RE/MAX Allegiance	25.5	\$15,848,645	38	\$18,862,250	63.5	\$34,710,896
67	Jillian Keck Hogan	McEneaney Associates, Inc.	14.5	\$10,720,411	34	\$23,454,416	48.5	\$34,174,828
68	Elizabeth A Twigg	McEneaney Associates, Inc.	25.5	\$25,030,750	10	\$9,043,000	35.5	\$34,073,752
69	Dinh D Pham	Fairfax Realty Select	23	\$12,736,888	43	\$21,126,600	66	\$33,863,488
70	Paramjit K Bhamrah	Redfin Corporation	62	\$32,496,294	2	\$1,186,800	64	\$33,683,096
71	Jennifer H Thornett	Washington Fine Properties, LLC	13	\$23,529,320	6.5	\$9,349,000	19.5	\$32,878,320
72	Natalie H McArtor	Long & Foster Real Estate, Inc.	33	\$18,389,000	23	\$14,439,230	56	\$32,828,230
73	Diana Morahan	Long & Foster Real Estate, Inc.	23	\$23,630,630	11	\$9,164,030	34	\$32,794,660
74	Lex Lianos	Compass	27	\$19,884,188	22.5	\$12,865,156	49.5	\$32,749,344
75	Elizabeth W Conroy	Keller Williams Realty	23.5	\$22,334,570	8	\$10,412,900	31.5	\$32,747,470
76	Jon B DeHart	Long & Foster Real Estate, Inc.	22	\$15,265,500	22.5	\$17,072,178	44.5	\$32,337,678
77	Deborah D Shapiro	TTR Sothebys International Realty	14.5	\$16,639,450	12	\$15,658,000	26.5	\$32,297,450
78	Victoria (Tori) McKinney	KW Metro Center	23	\$18,331,088	20	\$13,966,202	43	\$32,297,290
79	Ryan Rice	Keller Williams Capital Properties	31	\$13,368,900	32	\$18,774,440	63	\$32,143,340
80	Rheema H Ziadeh	Redfin Corporation	61	\$29,102,050	5	\$3,020,000	66	\$32,122,050
81	Derek J Huetinck	Beacon Crest Real Estate LLC	12	\$20,541,760	10	\$11,351,160	22	\$31,892,920
82	Mara D Gemond	Redfin Corporation	8	\$3,494,500	44	\$28,228,370	52	\$31,722,870
83	Darren E Robertson	Keller Williams Fairfax Gateway	15.5	\$6,264,650	60	\$25,338,416	75.5	\$31,603,066
84	Marianne K Prendergast	Washington Fine Properties, LLC	9.5	\$10,491,375	16	\$20,949,500	25.5	\$31,440,876
85	Katharine R Christofides	Century 21 New Millennium	14.5	\$9,063,100	46.5	\$22,275,644	61	\$31,338,744
86	Cathy V Pongmalai	Frankly Real Estate Inc	38	\$23,964,920	13	\$7,230,284	51	\$31,195,204

Disclaimer: Information based on MLS closed data as of January 7, 2020, for residential sales from January 1, 2019, to December 31, 2019, in Virginia, Maryland, and Washington, D.C., by agents licensed in our northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Deborah L Frank	Deb Frank Homes, Inc.	36	\$26,940,000	5	\$4,167,740	41	\$31,107,740
88	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	40.5	\$24,487,604	10.5	\$6,612,525	51	\$31,100,130
89	Kristen K Jones	McEneaney Associates, Inc.	12	\$13,781,905	15	\$17,148,900	27	\$30,930,806
90	Brian J Gaverth	Redfin Corporation	50	\$27,250,000	5	\$3,446,500	55	\$30,696,500
91	Jeddie R Busch	Coldwell Banker Residential Brokerage	19	\$13,591,640	26	\$17,029,040	45	\$30,620,680
92	Abuzar Waleed	RE/MAX Executives LLC	47	\$17,955,348	31.5	\$12,631,600	78.5	\$30,586,948
93	Christine R Garner	Weichert, REALTORS	23.5	\$19,797,300	14	\$10,748,000	37.5	\$30,545,300
94	Nathan Daniel Johnson	Keller Williams Capital Properties	56.5	\$19,749,364	30.5	\$10,741,379	87	\$30,490,744
95	Patricia Fales	RE/MAX Allegiance	26	\$20,303,100	14	\$10,095,000	40	\$30,398,100
96	Elizabeth Kline	RE/MAX Premier	27	\$14,368,224	29.5	\$16,014,750	56.5	\$30,382,974
97	Vicky Z Noufal	Pearson Smith Realty, LLC	35.5	\$25,332,676	7	\$4,929,645	42.5	\$30,262,322
98	Jill Judge	Keller Williams Realty	21.5	\$10,692,550	33.5	\$19,466,796	55	\$30,159,344
99	Sarah Harrington	Long & Foster Real Estate, Inc.	20.5	\$15,842,465	17	\$14,047,421	37.5	\$29,889,886
100	Branden L Woodbury	Redfin Corporation	65	\$25,786,296	9	\$4,063,000	74	\$29,849,296
101	Daniel MacDonald	TTR Sotheby's International Realty	28	\$27,459,020	7.5	\$2,312,000	35.5	\$29,771,020
102	Kate F Ryan	Long & Foster Real Estate, Inc.	29	\$18,440,200	17	\$11,099,219	46	\$29,539,420
103	Cheryl L Hanback	Redfin Corporation	0	\$0	48	\$29,468,698	48	\$29,468,698
104	Andrew J Biggers	Keller Williams Realty Falls Church	20	\$14,734,750	17	\$14,697,015	37	\$29,431,764
105	Kristina S Walker	Keller Williams Realty Falls Church	15.5	\$10,923,518	28	\$18,490,900	43.5	\$29,414,418
106	A. Casey O'Neal	RE/MAX Allegiance	31.5	\$21,391,632	11.5	\$8,017,200	43	\$29,408,832
107	Cristina B Dougherty	Long & Foster Real Estate, Inc.	22.5	\$12,870,440	29	\$16,483,250	51.5	\$29,353,690
108	Matthew R Elliott	Keller Williams Realty	22	\$10,285,700	31.5	\$18,805,250	53.5	\$29,090,950

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
109	Kendell A Walker	Redfin Corporation	15	\$6,179,750	48	\$22,768,044	63	\$28,947,792
110	Shaun Murphy	Compass	23	\$12,948,826	25	\$15,912,300	48	\$28,861,126
111	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	27	\$20,545,354	10	\$8,005,379	37	\$28,550,732
112	Ashley C Leigh	Linton Hall Realtors	49	\$22,265,084	10.5	\$6,208,135	59.5	\$28,473,220
113	Margaret J Czapiewski	Keller Williams Realty	50.5	\$20,203,700	19	\$8,262,725	69.5	\$28,466,424
114	Brad C Kintz	Long & Foster Real Estate, Inc.	39	\$20,535,000	12	\$7,715,800	51	\$28,250,800
115	Donna C Henshaw	Avery-Hess, REALTORS	23.5	\$15,033,500	17	\$12,967,900	40.5	\$28,001,400
116	Christine G Richardson	Weichert, REALTORS	28	\$18,062,050	17	\$9,799,400	45	\$27,861,450
117	Danilo D Bogdanovic	Redfin Corporation	50	\$24,988,864	5	\$2,865,000	55	\$27,853,864
118	Joan Stansfield	Keller Williams Realty	23	\$14,776,499	17.5	\$12,861,163	40.5	\$27,637,662
119	Mickey Glassman	RE/MAX Premier	40	\$21,197,300	11	\$6,300,500	51	\$27,497,800
120	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	13	\$18,504,900	7	\$8,950,000	20	\$27,454,900
121	Billy Buck	William G. Buck & Assoc., Inc.	16.5	\$12,796,026	15.5	\$14,643,359	32	\$27,439,384
122	Candee Currie	Redfin Corporation	50	\$27,363,700	0	\$0	50	\$27,363,700
123	Shahab Sariri	Redfin Corporation	50	\$26,132,476	3	\$1,193,150	53	\$27,325,626
124	Andrea M Hayes	Living Realty, LLC.	40	\$19,091,398	16	\$7,732,800	56	\$26,824,198
125	Merlin Crist	Redfin Corporation	70	\$25,745,532	3	\$973,000	73	\$26,718,532

Disclaimer: Information based on MLS closed data as of January 7, 2020, for residential sales from January 1, 2019, to December 31, 2019, in Virginia, Maryland, and Washington, D.C., by agents licensed in our northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



JK MOVING SERVICES

JK Moving focuses on What Matters Most to you, everything from treasured family photos to your favorite chair. Care and respect for the community – including our customers – are at the heart of what we do.

Our 24-hour customer service and 5-star rated customer mobile app help make your move easy, straightforward, and efficient.

Trust your household goods to the residential mover of diplomats and presidents – and enjoy VIP service from door to door.



What Matters Most To You, Matters Most To Us.

JKMoving.com | 703-260-3031 LOCAL | LONG DISTANCE | GLOBAL | PACKAGING | STORAGE



400+ Products Including 18 Renovation Loan



Cindy Small
Loan Originator, NMLS: 329508
Mobile: 703-863-6868
cindy.small@primelending.com
lo.primelending.com/cindy.smal



12150 Monument Drive, Suite 125, Fairfax, VA 22033

All loans subject to credit approval. Rates and fees subject to change. ©2019 PrimeLending, a PlainsCapital Company. (NMLS: 13649) Equal Housing Lender. PrimeLending is a wholly owned subsidiary of a state-chartered bank and is an exempt lender in VA. V010918



TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Heather E Heppe	RE/MAX Select Properties	27	\$18,384,372	12	\$8,235,820	39	\$26,620,192
127	Toby M Lim	Compass	5.5	\$2,797,150	31.5	\$23,779,570	37	\$26,576,720
128	Jennifer Mack	Pearson Smith Realty, LLC	22	\$11,982,002	25	\$14,578,886	47	\$26,560,888
129	Katie E Wethman	Keller Williams Realty	12	\$6,300,600	25	\$20,153,436	37	\$26,454,036
130	George M Mrad	KW Metro Center	9.5	\$13,433,790	12	\$13,019,790	21.5	\$26,453,580
131	Laura R Schwartz	McEearney Associates, Inc.	17	\$12,513,036	17	\$13,894,070	34	\$26,407,106
132	Dennis P Lee	Douglas Realty of Virginia LLC	16	\$7,948,500	40	\$18,385,150	56	\$26,333,650
133	Lyssa B Seward	TTR Sotheby's International Realty	16	\$13,518,250	18	\$12,765,100	34	\$26,283,350
134	MaryAshley Rhule	Compass	14.5	\$12,677,000	18	\$13,563,895	32.5	\$26,240,896
135	Bhavani Ghanta	Long & Foster Real Estate, Inc.	7	\$3,415,500	41.5	\$22,777,522	48.5	\$26,193,022
136	Jack D Work	RE/MAX Preferred Prop., Inc.	27.5	\$14,010,130	25	\$12,094,422	52.5	\$26,104,551
137	Mark R Sirianni	Ayr Hill Realty	12	\$12,777,950	13	\$13,324,450	25	\$26,102,400
138	Benjamin J Grouby	Redfin Corporation	45	\$22,366,424	5	\$3,625,000	50	\$25,991,424
139	Desiree Rejeili	Samson Properties	12.5	\$4,614,500	52	\$21,375,826	64.5	\$25,990,326
140	Linh T Aquino	Redfin Corporation	53	\$24,602,530	2	\$1,230,000	55	\$25,832,530
141	Cricket Bedford	Thomas & Talbot Real Estate	12	\$16,777,500	4	\$9,030,000	16	\$25,807,500
142	Brittany Lambrechts Camacho	Century 21 Redwood Realty	19.5	\$9,458,918	26	\$16,325,034	45.5	\$25,783,952
143	Dina R Gorrell	Redfin Corporation	46	\$25,688,548	0	\$0	46	\$25,688,548
144	Yony Kifle	KW Metro Center	7	\$2,611,700	64.5	\$22,976,096	71.5	\$25,587,796
145	Marcia Burgos-Stone	Redfin Corporation	38	\$23,410,600	5	\$2,121,000	43	\$25,531,600


RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
146	Jon P Blankenship	Pearson Smith Realty, LLC	29.5	\$15,898,388	14.5	\$9,627,510	44	\$25,525,898
147	Kristie A Zimmerman	RLAH Real Estate	10	\$5,920,174	35.5	\$19,460,776	45.5	\$25,380,948
148	Venugopal Ravva	Maram Realty LLC	10	\$5,074,000	39	\$20,239,772	49	\$25,313,772
149	Katherine D Colville	Century 21 Redwood Realty	34	\$17,456,710	15	\$7,707,000	49	\$25,163,710
150	Kevin J Carter	RE/MAX Select Properties	19	\$8,452,300	26	\$16,576,939	45	\$25,029,240
151	Ahmad T Ayub	Redfin Corporation	11	\$6,164,000	36	\$18,797,742	47	\$24,961,742
152	Lyndie Votaw	Redfin Corporation	34	\$17,211,520	13	\$7,713,000	47	\$24,924,520
153	Peter J Braun Jr.	Long & Foster Real Estate, Inc.	26.5	\$16,503,869	13.5	\$8,392,499	40	\$24,896,368
154	Mansoor Dar	KW Metro Center	11	\$15,832,000	7	\$9,025,500	18	\$24,857,500
155	Brad Kiger	KW Metro Center	35.5	\$15,079,648	19	\$9,746,850	54.5	\$24,826,498
156	Micah A Corder	Washington Fine Properties, LLC	11	\$19,034,820	4.5	\$5,684,000	15.5	\$24,718,820
157	Donna R Lutkins	Keller Williams Realty Dulles	29	\$15,240,500	20	\$9,320,650	49	\$24,561,150
158	Ashraf Morsi	Keller Williams Realty	22	\$13,422,399	16	\$11,109,144	38	\$24,531,544
159	Diane V Lewis	Washington Fine Properties, LLC	10	\$13,054,250	10.5	\$11,476,400	20.5	\$24,530,650
160	Jason Quimby	KW Metro Center	17	\$13,576,700	14	\$10,795,580	31	\$24,372,280
161	Joel S Murray	Focal Point Real Estate, LLC	9	\$15,944,060	6	\$8,416,920	15	\$24,360,980
162	David R Mayhood	The Mayhood Company	10	\$17,414,400	4	\$6,830,880	14	\$24,245,280
163	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	34	\$18,980,600	7	\$5,258,799	41	\$24,239,400
164	John Murdock	Keller Williams Realty	35	\$15,408,250	15.5	\$8,791,636	50.5	\$24,199,886
165	Megan Thiel	Long & Foster Real Estate, Inc.	12	\$6,061,349	32	\$18,093,888	44	\$24,155,236
166	Guy F Golan	Redfin Corporation	4	\$2,020,000	44	\$22,113,578	48	\$24,133,578
167	Barbara J Ghadban	Weichert, REALTORS	25	\$18,580,026	8	\$5,506,903	33	\$24,086,928
168	Brian P Whritenour	Living Realty, LLC.	25.5	\$11,830,401	20	\$12,238,500	45.5	\$24,068,900
169	Ruth W Boyer O'Dea	TTR Sotheby's International Realty	8	\$7,844,450	8.5	\$16,161,840	16.5	\$24,006,290
170	Anna Vidal	Keller Williams Realty	39	\$14,140,000	24	\$9,858,081	63	\$23,998,080
171	Douglas Ackerson	Redfin Corporation	7	\$3,099,650	36	\$20,801,450	43	\$23,901,100
172	Kathleen LoGiodice Fong	KW Metro Center	16.5	\$12,640,077	10	\$11,250,200	26.5	\$23,890,276
173	Gitte Long	Redfin Corporation	35	\$15,648,300	16	\$8,232,000	51	\$23,880,300
174	Dean P Yeonas	Yeonas & Shafran Real Estate, LLC	8.5	\$10,735,450	10	\$13,131,000	18.5	\$23,866,450
175	Pamela V Alcantara	Impact Real Estate, LLC	16	\$5,427,000	62.5	\$18,424,400	78.5	\$23,851,400
176	Tammy L Loop	Century 21 New Millennium	41	\$17,408,900	16	\$6,296,500	57	\$23,705,400
177	Constantine S Anthony	Pearson Smith Realty, LLC	32	\$16,681,120	10	\$7,018,015	42	\$23,699,136
178	Heather Carlson	RE/MAX Allegiance	21	\$10,605,500	24	\$13,027,500	45	\$23,633,000
179	Lizzie A Helmig	Pearson Smith Realty, LLC	13.5	\$5,431,000	44	\$18,167,350	57.5	\$23,598,350

Disclaimer: Information based on MLS closed data as of January 7, 2020, for residential sales from January 1, 2019, to December 31, 2019, in Virginia, Maryland, and Washington, D.C., by agents licensed in our northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

WE CLOSE ANYWHERE, ANYTIME.

With a wealth of knowledge on all things real estate, Eastern Title & Settlement has been serving the Maryland, DC and Virginia areas for over 45 years.

Quick responsiveness and trustworthy service, that's our signature way. Closing more deals is just a phone call away.




EASTERN

TITLE & SETTLEMENT

easterntitle.net

240.403.1285



Become A Real Estate Top Performer

Subscribe to our YouTube Channel Today!

TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Edward R Lang	RE/MAX Premier	30	\$16,266,130	15	\$7,318,700	45	\$23,584,830
181	Kristin M Francis	Keller Williams Capital Properties	14	\$9,234,000	22.5	\$14,268,724	36.5	\$23,502,724
182	Colette LaForest	Redfin Corporation	45.5	\$21,290,400	4	\$2,119,900	49.5	\$23,410,300
183	Richard J DiGiovanna	RE/MAX Allegiance	39.5	\$17,611,050	11	\$5,747,800	50.5	\$23,358,850
184	Raya Fridental	Redfin Corporation	6	\$2,980,500	34	\$20,318,288	40	\$23,298,788
185	Marilyn K Brennan	Long & Foster Real Estate, Inc.	25	\$14,999,900	13.5	\$8,267,125	38.5	\$23,267,024
186	Sue G Smith	RE/MAX Premier	23	\$14,459,300	15.5	\$8,687,026	38.5	\$23,146,326
187	Mark G Goedde	Long & Foster Real Estate, Inc.	17	\$14,513,675	9	\$8,553,000	26	\$23,066,676
188	Michelle A Sagatov	Washington Fine Properties	13	\$12,801,784	10	\$10,212,450	23	\$23,014,234
189	Kristy Moore	Local Expert Realty	30	\$12,952,184	14	\$9,985,380	44	\$22,937,564
190	Karen E Close	Century 21 New Millennium	17.5	\$16,843,456	8	\$5,990,100	25.5	\$22,833,556
191	Sheila A Zelghi	Samson Properties	10	\$5,987,195	31.5	\$16,802,208	41.5	\$22,789,402
192	William R Davis	Century 21 New Millennium	22	\$14,523,900	7	\$8,257,500	29	\$22,781,400
193	Ann M. Wilson	KW Metro Center	19	\$17,215,800	8	\$5,531,000	27	\$22,746,800
194	Richard M Mountjoy Jr.	Keller Williams Realty	26.5	\$14,551,949	11	\$8,190,583	37.5	\$22,742,532
195	William S Gaskins	Keller Williams Realty Falls Church	21.5	\$17,380,090	4	\$5,350,000	25.5	\$22,730,090
196	Thomas Arehart	Samson Properties	29	\$13,971,922	13	\$8,754,850	42	\$22,726,772
197	Lisa A Wallace	Keller Williams Fairfax Gateway	38	\$17,791,390	8	\$4,908,900	46	\$22,700,290
198	Sridhar Vemuru	Aragami, LLC	7	\$3,191,000	31	\$19,474,476	38	\$22,665,476
199	Jason Curry	KW Metro Center	19	\$10,891,600	17	\$11,717,013	36	\$22,608,612
200	Josh Dukes	KW Metro Center	21	\$8,842,800	29.5	\$13,614,914	50.5	\$22,457,714

We give you **more** than
efficient transactions—

**we give you
peace of mind.**



Wade Vander Molen
wvander@stewart.com
10505 Judicial Drive Ste 300,
Fairfax, VA 22030
480-203-6452
www.DCTitleGuy.com



stewart title
Real partners. Real possibilities.™

At Stewart, **honesty and integrity** aren't just words – they're the basis for the way we've always done business, and always will. From **title insurance**, to **closing and escrow services**, to **mortgage industry offerings**, we offer the expertise and solutions our customers need.

Want to grow your business?
Ask us about our offline and online marketing tools that help our clients gain exposure and do more transactions!

We have you covered!

Offices To Serve You in Virginia, Maryland, and D.C.

FAIRFAX • RESTON • WASHINGTON, D.C. • FREDERICK • CROFTON • TOWSON

You have goals.
We can help you
achieve them.

At SunTrust Mortgage, we focus on understanding your goals and helping you navigate your choices.

Our flexible mortgage options include access to larger loan amounts without the high interest rates typically associated with jumbo¹ financing. Plus mortgage insurance is not required.



The right mortgage should focus on who you are and where you want to go.
Let's have a conversation today.

Kathy Neal
Jumbo Loan Specialist
703.906.7039
NMLS # 169588
kathy.neal@suntrust.com
suntrust.com/kathy.neal

SUNTRUST
MORTGAGE

¹For loan amounts over \$453,100

Equal Housing Lender. SunTrust Bank. SunTrust Mortgage is a trademark of SunTrust Bank and loans are made by SunTrust Bank. ©2019, SunTrust Bank, Inc. SUNTRUST MORTGAGE is a trademark of SunTrust Banks, Inc. All rights reserved. Rev: 10.24.19

INTRODUCING

mellosmart**loan**
loanDepot

A HIGHER INTELLIGENCE
IN MORTGAGE LENDING



SEAN JOHNSON

BRANCH MANAGER • NMLS # 476388

(703) 606-3651

seanjohnson@loandepot.com

www.loandepot.com/loan-officers/seanjohnson

4114 LEGATO RD, STE 240 • FAIRFAX, VA 22033



loanDepot.com, LLC. All rights reserved. NMLS ID #174457 (www.nmlsconsumeraccess.org/). For more licensing information, please visit www.loanDepot.com/licensing. (021519 171774f)

**WE EXPECT THE UNEXPECTED
SO YOU DON'T HAVE TO.**



Every detail matters.
That's why choosing the right
settlement partner makes a difference.

With a seasoned in-house title search team,
well over 200,000 closings, and over 25 years of
experience MBH Settlement Group has seen its
share of the unexpected.

We know what to look for and how to look
past the obvious in order to provide the most
thorough, knowledgeable, and conscientious
service in VA, MD, and DC.

MBH
Settlement Group

Bethesda
301-571-9449

Rockville
301-571-9449

District of Columbia
202-749-8420

Alexandria (Old Town)
703-739-0100

Arlington
703-237-1100

Burke
703-913-8080

Chantilly
703-277-6800

Fair Oaks
703-279-1500

Fredericksburg
540-373-1300

Front Royal
540-878-4210

Gainesville
703-468-2020

Kingstowne
703-417-5000

Lake Ridge
703-492-7900

Loudoun County
703-840-2000

Manassas
703-393-0333

McLean
703-734-8900

Reston
703-318-9333

Stafford
540-658-0992

Vienna
703-242-2860

Warrenton
540-349-7990



PRSRT STD
US POSTAGE PAID
WILMINGTON, NC
PERMIT NO. 40

DC_REAL Producers

ANNOUNCING OUR NEW PARTNERSHIP WITH
CUTTING EDGE GIFTS
TO SERVE YOU ON AN EVEN HIGHER LEVEL!



CUTTING EDGE GIFTS
STRATEGIC GIFTING & CONCIERGE SERVICE



OUR GIFTS DELIVER THE **HIGHEST ROI** ON THE MARKET

✓ USED EVERY DAY...FOREVER! ✓ CLIENT RETENTION ✓ 100% TAX DEDUCTIBLE

919-747-8220

clientservices@cuttingedgegift.com