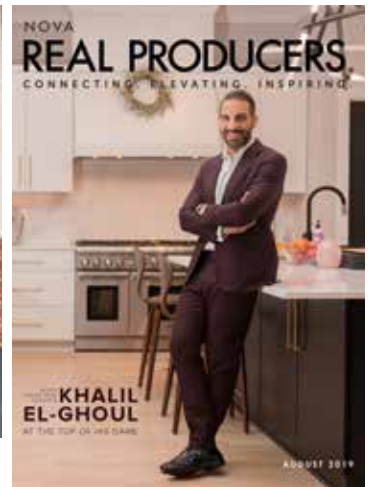
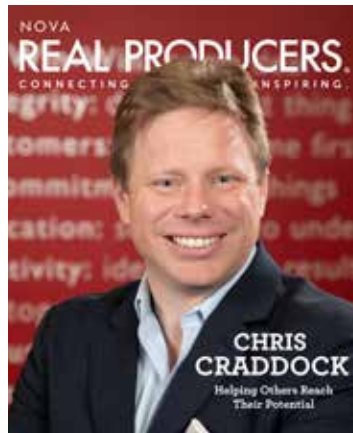
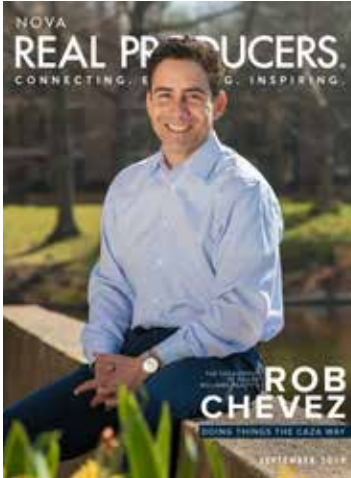


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Happy New Year, Real Producers!

Now that the new year is upon us, we can focus on our promised resolutions. Every year, we vow to make changes in order to better ourselves, our families and our lives. Regardless if it's quitting bad habits, weight loss, making more time for the family or a hobby or even taking on larger goals at work, there are a slew of reasons why we come to the conclusion that we should implement these goals. Sometimes, though, our goals are too drastic or difficult or maybe life had other ideas for you to focus on — and they end up falling through or fading out.

The new year brings change, which isn't always easy, and sometimes it can be hard to get motivated to embrace something new and different. Doing things "the way they've always been done" feels so much more simple and comfortable in many cases. Change can be good for us though, and sometimes even necessary.

The change concept can also be applied to your life in Real Estate. Maybe you have spent too much time operating in a certain direction or your business goals do not align with your personal goals. Change can be stressful and it has a rippling effect that touches everything that surrounds you. Sometimes change is unexpected and unwelcome — from rapidly evolving technology to new regulations and everything in between.

So how do we address change? The only answer is *change*.

Change keeps businesses competitive. Implement new technology to improve operations, make eco-friendly changes to save on costs, use software to better track customers — make these changes because, after the initial rough patch of transitioning from one method to another, you will very likely see improvement.

Of course, sometimes we have a choice in making the change, and other times changes are simply thrust upon us. In either case, it is important to focus on not just the desired goals of your operations, but the necessary changes—whether you choose them or they choose you—that you must make for overall productivity.

Rather than shy away from change, I encourage you to embrace it. Why? Because that change can make you competitive. It can improve a previously lengthy or complicated process. In some cases, it can save you money and time by increasing efficiency. Other times, change is simply the only option to stay afloat during a challenge in the industry.

Stepping out of your comfort zone can prove to be very rewarding.

We wish all our Real Producers a very Happy New Year and look forward to seeing you at our 2020 New Year Kickoff Mixer on January 16!

With Gratitude,

Kristin Brindley

Publisher,
NOVA Real Producers
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Kristin.Brindley@RealProducersMag.com





PRESENTS

Golden Nuggets



Kristen Jones
McEneaney Associates

"I love making connections. That's my biggest reason for loving real estate. I love helping...A few people told me early on that teachers make great real estate agents. I'm used to being patient and explaining things to people in ways that they can understand."



Susan Wisely
Berkshire Hathaway Home Services PenFed Realty

"Through all of this adversity, my real estate career has been my escape and my blessing, and has not only provided my income but also a distraction from the pain I have endured. I absolutely love what I do and am very driven to be successful and passionate about always doing what is best for my clients."



Sonny Swann
Climatic Heating & Cooling

"If excellence is possible, good is not enough. I think we have the best technicians in the area, but we keep the guys and ladies of the company working to be better. We aren't perfect, but always make sure we take care of our clients and employees. We have the motto painted on our training room wall to remind everyone of this daily."



Kristin Brindley
NOVA Real Producers

"The New Year brings change, which isn't always easy, and sometimes it can be hard to get motivated to embrace something new and different. Rather than shy away from change, I encourage you to embrace it. Why? Because that change can make you competitive... In some cases, it can

save you money and time by increasing efficiency. Other times, change is simply the only option to stay afloat during a challenge in the industry. Stepping out of your comfort zone can prove to be very rewarding."



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—Christine W., Buyer's Agent

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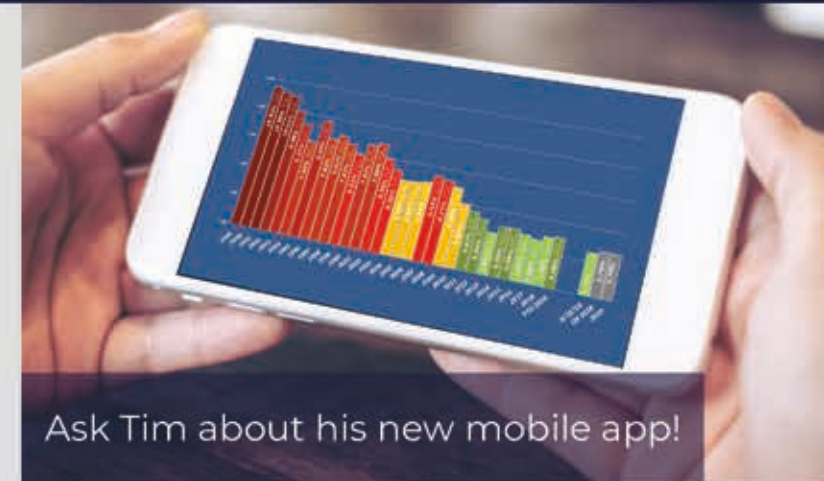
—Meredith G., Buyer's Agent

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

—Kate B., Buyer's Agent

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

—Sadaf A., Listing Agent



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What is the funniest holiday gift you've ever received?



HEIDI ROBBINS
BUCK & ASSOCIATES | BILLY BUCK & COMPANY
Last Christmas, my husband presented me with Travel Guides for Europe. You can imagine my excitement as I unwrapped the Complete Collection from Rick Steeves, just knowing that plane tickets were in the next box. As I looked up at him, giddy about receiving the best gift ever, I could see panic in his eyes. Alas, there were no plane tickets. He just assumed that I'd enjoy watching the DVDs and reminiscing about Europe since we were stationed there during his military career. It was a very sweet gesture, but the whole family laughed about Dad's fail for days!



LISA SMITH
THE LISA SMITH TEAM | PEARSON SMITH REALTY LOUDOUN STATION
The funniest holiday gift I ever received was a Homer Simpson Chia Pet. My son at 8 years old thought I would like it. I am not sure if I ever watched the Simpsons in front of him, but I went along with it and told him it was sooo cool and



that I was so excited to show it off I wanted to take it to work with me to put on my desk. At that time I worked for Toll Brothers in Sales, so buyers would come in and see Homer on my desk with Chia hair and all...Let's just say that was a conversation-starter! It was a funny gift for sure!

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A can of tomato soup.





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By Zachary Cohen
Photos by Ryan Corvello Photography



"I've been using Climatic for years, and they also serve many of my clients. Sonny is a 'hands-on' owner who really cares about the people he serves. He tells it like it is and has built one of the most reliable businesses I know. I am always happy to send him my referrals."—Greg Wells, Keller Williams Realty, Loudoun Gateway

Our motto is, "If excellence is possible, good is not enough," Sonny Swann begins. "I think we have the best technicians in the area, but we keep the guys and ladies of the company working to be better. We aren't perfect, but always make sure we take care of our clients and employees. We have the motto painted on our training room wall to remind everyone of this daily."

Twenty-six years ago, Sonny Swann's father-in-law, Harold Kemp, founded Climatic Heating and Cooling with a vision of doing HVAC work with integrity and heart.





Sonny earned a bachelor's degree in mechanical engineering from the University of Maryland after leaving the Marine Corps. After a few years in information technology, he decided to join his father-in-law at Climatic Heating and Cooling. As his father-in-law approached retirement, the next steps were clear: Sonny took over the business.

Over the past 15 years, Sonny has continued to build upon the legacy that his father-in-law began. Climatic Heating and Cooling focuses on doing business with heart and integrity, building lifetime customers, and nurturing industry relationships. The majority of their business is the service, maintenance, and replacement of residential HVAC systems. They also handle light commercial tenant fit-outs and are one of the largest Mitsubishi ductless system installers in Virginia.

"We simply don't see a real estate transaction as an opportunity to make a profit. We want the transaction to go smoothly, and the real estate agents to appreciate that," Sonny explains. "We don't see a home inspection report as a way to sell a system. Our job is to be ethical and help both parties get to closing. None of my technicians are on commission; they have no motivation to get a service ticket billing higher than it should be or talk anyone into replacing something that is not in their best interest. This is why we end up with more tenured technicians."

At work, Sonny is most fulfilled when he and his team are able to help someone who is fearful of getting taken advantage of. His goal is to calm his clients, ensure them that they will be 100 percent satisfied, and create clients for life.

Sonny and his wife, Jackie, have been married for 16 years and have three

amazing boys. Henry is 12, Thomas is 9, and Landon is 4. "The boys constantly ride with dad when not in school and hope to come work with the family (after they earn bachelor's degrees)," Sonny says with a smile.

Sonny also sits on the board for The Arc of Loudoun and Morven Park, two non-profits that are devoted to giving back to the community. "I get to run the development committee for The Arc, where 100 percent of the money we raise with events like Shocktober goes towards helping the disabled children and their families here in Loudoun County," Sonny explains. "Morven Park has an amazing civics program they provide free of charge to the students in Loudoun County schools."

Whether at work, with family, or in the community, the through-line for Sonny is integrity and heart. He's focused on doing things the right way.

"I like to think we run a great business. We have loyal employees, have been Best of Loudoun six years in a row, Loudoun Favorite four years running, and don't spend anything on advertising. We can keep prices low because we run an efficient operation. Then I come home to a wonderful family...What more could I ask for?"

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Making Home Management A Cinch, HMS National *Announces Rebrand*

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For more than 40 years, real estate professionals have looked to HMS National as a trusted partner, with thousands of agents and brokers around the country lauding the company's commitment to making selling and buying real estate an easier, more efficient process.

Now, Cinch Home Services — the HMS team's new brand image — is making things even more straightforward for consumers, while driving the entire industry forward.

Built upon more than four decades of proven experience and success, Cinch brings a refreshed approach to home management. Combining its predecessor's legendary customer-first philosophy with a host of modern tools, Cinch makes home care easy and pain-free, all while continuing to bring value to its countless national partners.

"Recent years have seen major changes in our industry, with turnkey, on-demand home management solutions becoming even more important to homeowners," said Steve Upshaw, CEO of Cinch. "We've dedicated considerable time and resources to meeting and anticipating these evolving needs, and now, after years of exponential growth, it was time to update our brand image to better match with our refreshed approach."

With long-standing connections and relationships with countless real estate organizations around the country, Cinch's real estate partners remain a key component of its business.

Boasting over 900 full-time staff members, Cinch has numerous highly specialized teams solely dedicated to ensuring agents and brokers win more and worry less. The company also makes things easier for real estate professionals and their clients through:

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24/7 customer service: online and over the phone

When asked about the significance of this brand change, Upshaw stated, "Cinch represents the start of a new chapter for our team and the industry as a whole. We've made some incredible strides in recent years and we look forward to continuing to advance as a company and provide stellar service and offerings.

To discover more about Cinch's approach to home protection, visit their Facebook, YouTube, and the *Easy Living by Cinch* blog. Real estate professionals can also go to www.cinch-homeservices.com/real-estate-pros to learn how Cinch can help grow your business.

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“ If you want to operate on all cylinders in this industry, finding partners who help you grow and give your clients a high level experience is essential. Vesta combines a warm and friendly bedside manner with all the diligence and knowledge a consumer deserves when making their largest investment. Recently, I came to appreciate just how great Vesta can be. My first time home buyers were as nervous as you should expect and the husband's father was an attorney in another state and decided to review the title policy during settlement. We paused closing so that he could discuss his concerns and explain the changes he wanted made. Though I've rarely ever seen changes made to title policies, Pam Greer at Vesta, took the time to review the policy with him in real time over the phone and within 30 minutes had explained what could not be changed and where some tweaks were possible. She sent over the new title policy, my clients finished signing, and were overjoyed to leave closing having all their nerves calmed. I love that Vesta responds quickly, is empathetic with my clients, and nimble with their approach. ”



Meg Marsh
Dwellus Group

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KRISTEN JONES

A Natural Fit

► rising star

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

"You've got to work hard and have luck. Lucky only enters if you do work hard." —Rick Nielsen

Growing up in a small farm town outside of Pittsburgh, Pennsylvania, Kristen Jones would often visit her grandparents' hardware store and lumber yard. At her home office, she still utilizes the antique roll-top desk that was in her grandparents' store — a reminder of a different life, and of the lessons that she still carries with her from her childhood. It was during these early years that the first seeds of discipline, work ethic, dedication, and entrepreneurship were sown. As the daughter of a retired United States Army Command Sergeant Major, Kristen was able to develop, from an early age, skills that would go on to be critical to her success in real estate.

Since joining the real estate industry in 2017, Kristen has proven to be a natural fit. She's committed to culti-



...

vating personal relationships at McE-nearney and Associates and, in only two full years in the business, has enjoyed tremendous early success. In 2018, Kristen was named a Washingtonian Top Agent, Top Producer, and *Northern VA Magazine* Top Agent. She closed over \$15 million in 2018, her first full year, and is on pace to close over \$30 million in 2019.

While she's a natural fit in real estate, Kristen's professional career began in a totally different world; she spent 11 years as an educator and almost a decade as a stay-at-home mom.

"I taught for 11 years, then stayed at home with my two boys for about nine years," Kristen reflects. "I've always had an interest in renovating and transforming my personal homes, and I love people."

As she looked to get back to work after nine years at home, Kristen recognized that real estate offered her a flexible schedule. "At least I thought so when I first started," she quips.

"I decided to go back to work for sanity. My boys were driving me insane," she continues with a laugh. "In seriousness — I wanted to go back to making a difference. I did that a lot when I was teaching. You influence,

“

I love helping...A few people told me early on that teachers make great real estate agents. I'm used to being patient and explaining things to people in ways that they can understand.



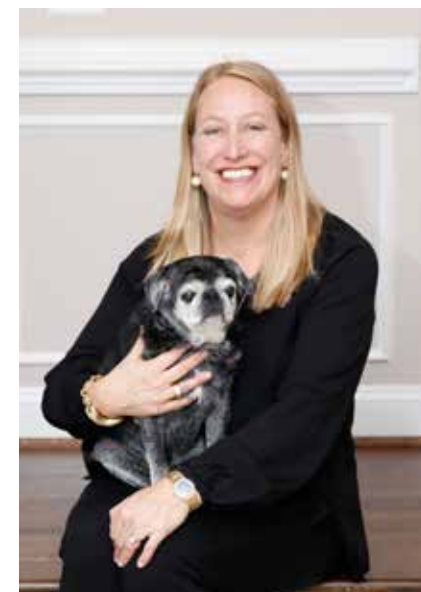
Kristen with her client, Denise Joseph

you shape, you mold. The same thing goes with real estate. You hold people's hands, really explain things. I really love what I do. I say it all the time, but I really do."

As a teacher, Kristen learned to be patient and creative. She built skills as a nurturer, a therapist, and a problem-solver. All of these qualities have proven to be beneficial to her success in real estate.

"I love making connections. That's my biggest reason for loving real estate," Kristen explains. "I love helping...A few people told me early on that teachers make great real estate agents. I'm used to being patient and explaining things to people in ways that they can understand."

In real estate, Kristen's biggest win-win is negotiating a fantastic deal for her clients. As an individual agent, she prides herself on keeping tabs of where a transaction stands at all times. She will take care of every step in a transaction, top to bottom, soup to nuts. Kristen's clients appreciate that she is willing to go the extra mile.



Kristen and her dog, Daisy

"If a client has a question or a concern, they talk to me directly," she explains. "I truly love what I do. Some of my clients have called me a 'boutique concierge real estate agent'

because of my attention to detail and the ability to meet their needs."

At home, Kristen's boys are now 9 and 11. She's been married for over 15 years and has lived in Alexandria for more than 22 years. "I love to cook, renovate, follow fashion, and support local businesses; I love all things Alexandria," Kristen smiles.

Admittedly, work-life balance is a work in progress, but Kristen wouldn't have it any other way. She loves being a mother and wife, and she loves being a real estate agent.

"My favorite part of being a real estate agent is talking to people and guiding them through the home selling or buying process," she explains. "[Success is] happy clients. I love people and getting them exactly what they want."

» words by wade
By Wade Vander Molen

Why Should REALTORS® Market To These PROFESSIONAL SOURCES?

As real estate agents, you are mostly taught to market back to your sphere of influence, friends, family, etc. You should be marketing to these people to get qualified buyer and sellers leads, but there is another segment of potential clients that REALTORS® don't think to market to. People who are vendors and professional referral sources in similar businesses who help to create business.

I'm going to discuss how to create another silo of inbound referrals from people you are more than likely neglecting. It's not a strategy most agents use, but when I have brought it up to my fellow clients, they raise their eyebrows and a light comes on.

Probate and Divorce Attorneys

As a REALTOR®, these people are great to know and building relation-

ships with them can yield a handful of transactions each year. When there is a death, in many instances it involves real estate. Property can be in wills and the children or family inheriting the home may want to sell. This can be a direct referral to you.

In divorce situations, there are many instances where homes sell due to the interest split down the middle. From a real estate perspective, this can get

interesting, because there could be a sale, and then one or two purchases if each spouse decides to buy.

As a REALTOR®, set up Lawyer CE credit classes in your real estate. Sponsor the classes and build relationships with the attorneys that attend. Realize they interact with many people over a year that have a need to liquidate real estate or purchase.

Financial Advisors and CPAs

These folks work directly with people, handling their money and providing advice on how to lessen their tax burden and grow money. They also give advice or recommendations on selling property or adding property to a financial portfolio. I know this first-hand, as I'm married to a person who works in wealth management, and we speak with our CPA on a regular basis throughout the year to get recommendations. Use LinkedIn, or get introductions from friends to their financial and CPA people. Get involved in referral-based groups such as BNI, Lead Share, and your local Chamber of Commerce. Ask to present, and do presentations to these people and gain their trust by showing your value.

Financial advisors and CPAs get asked a lot for referral recommendations regarding real estate. Making friends with these people can also create another silo of referral transactions in any given year.

Vendor Partners

This can include a vast array of people. The obvious are your favorite lenders and Title reps, but it also can include anyone in the home services or who you, as an agent, also refer business to. If you look at the people above and work out a strategy to get an extra five to 10 transactions a year from them, that is a great way to build on a prior year's success. Now, multiply this year over year and work these silos just as hard as your sphere. It will help take you to the next level!



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



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» a cool life story
By Katie Moore
Photos by Ryan Corvello Photography

SUSAN WISELY

OVERCOMING ADVERSITY

Susan Wisely has been a REALTOR® since the year 2000 and her career volume is over \$180 million. She is passionate about what she does and loves helping her clients. But it is what she has overcome outside of the real estate field that is truly awe-inspiring. This is her story in her own words.

I was raised in a military family, moving about every two years of my life. It was not until we moved to McLean, where I created life-long friends at Langley High and felt like this was home.

When I was a senior in college, I got the horrible call from my father letting me know my mom had passed away. It wasn't until much later in my life that I ever said out loud, "It was a suicide." This loss of my mom rocked me to my core as I loved her so much. After graduating while I was working in human resources, I put myself through graduate school at night/weekends to get my master's in education and became a teacher.

Soon after, I married my high school sweetheart and was given the biggest gift of all, becoming a mother to three amazing children. My REALTOR® mother-in-law had a surgical procedure and asked me to help her. I received my real estate license, did my first transaction and immediately became hooked! I feel extremely grateful for all of her assistance in getting me started.

I continued to be a top producer in Real Estate, but was quietly struggling for years in my private life with an un-



healthy marriage, which included a great deal of verbal abuse. I quietly watched my husband's debilitating depression become worse and worse. I suffered through this difficult time privately until a pivotal moment when one of my children spoke up during an awful situation and it became clear that this was not the example I wanted for our children and I didn't want them to grow up in this environment.

It was a difficult separation and divorce. I will never forget that cold day in January 2012. Our children ...



Ryan, Maddie, Susan, Kip, and Ben.

went over with their babysitter for what was supposed to be their weekend visit, only to walk into their father's home to find him after he had taken his life. Ben, Ryan and Maddie were only 12, 10 and barely 6 years old. It was horrific.

Immediately after, I wanted to protect my children and provide all the therapy they needed to deal with their loss and not to push it under the rug like what happened to me when my mom died. I needed to be their advocate and was determined to fight for them. It became my passion and mission to help my children overcome this tragic event, not by forgetting their father, but by taking something so awful and pushing through it in a healthy, positive way and to use the experience to help others. As many of my friends were shuttling their kids to sports practices, I was shuttling to multiple therapy appointments every week.

My daughter, the youngest, struggled so much; her little body couldn't handle all the trauma stored inside and she began to shut down. We hit a very dangerous point two years ago where we had to make a brutal decision to place her in a therapeutic boarding school to literally save her life. We felt we had to look at the situation from 30,000 feet

in order to provide her the tools she needed to move forward in her life.

Ben is now a junior Honor student at VA Tech with a double major in neuroscience and psychology and has a passion for sports. Ryan is also an honor student in his senior year of high school and loves technology. Maddie is graduating this December from her therapeutic school and is doing so much better. We still have a long way to go, but we are confident she will have a healthy life ahead. She is a very smart little girl and is a fighter.

Through all of this adversity, my real estate career has been my escape and my blessing and has not only provided my income but also the distraction from the pain I have endured. I absolutely love what I do and am very driven to be successful and passionate about always doing what is best for my clients.

Three years ago, I remarried to the love of my life, who is truly is my

rock, and feel incredibly blessed to have him in my life. He has also been an incredible stepfather and role model for my children.

I continue to have a strong interest in suicide prevention, PTSD and childhood trauma and continue to share my experiences and story. Without proper help, trauma can cause havoc on your body and your brain. I hope to see the stigma associated with mental illness decrease in the years to come and people to talk more freely about this subject. By telling my story, I hope somehow, I can continue to help others. Finding the right trauma specialists, therapists and programs out there to provide the help that may be needed is *key*. Don't be afraid to ask for help.

Susan can be reached at Susan@ChooseWiselyGroup.com. She is a REALTOR®, Luxury Specialist with BHHS PenFed Realty, Tysons/McLean.

“BY TELLING MY STORY, I HOPE SOMEHOW I CAN CONTINUE TO HELP OTHERS.”



Susan with her husband, Kip Killmon

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OUR STARS OF 2019

►► cover story

With 2019 in the rear-view mirror, we'd like to reflect on the very special, super successful Real Producers who have shared their inspiring stories with *NOVA Real Producers* over the last 12 months. We are pleased to bring you some of the many highlights from our 2019 cover stories. A big thank you to these amazing agents and, of course, to our *NOVA Real Producers* readers! If 2019 is any indication, there are great things to come in 2020!

January 2019

GREG WELLS Keller Williams Realty Loudoun Gateway

When you meet Greg Wells, it doesn't take long to discover what he is most passionate about. His eyes light up when he talks about real estate, sports, music, and especially his family.

Greg has been a Realtor® for more than 25 years and is the team leader of The Greg Wells Team at Keller Williams Loudoun Gateway. He and his team have served well over 1,000 families. Greg's total career volume is \$500 million, the team's 2017 volume topped \$45 million, and, in 2013, the team was recognized as one of the Top 100 RE/MAX teams in the world. Greg says the key to his success is simply hard work and outperforming other people.

"One thing that sets my team apart is my experience of being in the industry for 25 years and the sheer volume of the transactions I've done."

His advice to up-and-coming agents is to immerse themselves in studying everything they can and absorb information like a sponge. He has read and reread several of the Keller Williams books, specifically Gary Keller's *The Millionaire Real Estate Agent*, *The One Thing*, and *The Millionaire Real Estate Investor*. Greg stresses the importance of taking time to learn the inventory of the geographical area in which an agent is going to specialize and points out that prospecting and lead generation are imperative.

"You can be book smart and street smart, but without buyers and sellers, you'll quickly be out of business. You've got to devote time to talking to people, prospecting, networking, and marketing yourself."

When he does have free time, Greg is pursuing his goal to play all of the top 100 golf courses in the United States. "I'm up to 30 at this point!"



February 2019

CASEY SAMSON Samson Properties

Casey Samson likes to win. He was ranked the Number One Realtor® in Vienna, VA, from 2015 to 2018; The Casey Samson Team ranks number one out of more than 2,000 Samson Properties agents; and, in 2017, The Wall Street Journal named The Casey Samson Team the Number One Small Team in Fairfax, Loudoun, and Prince William Counties.

Casey embraced technology from its infancy, and started an internet company that gave consumers a centralized location to receive multiple loan offers. He also designed a propri-

etary pricing model that is one of the most accurate models in the industry — so successful that 65 percent of his team's homes sell in the first weekend, and 85 percent sell in the first 30 days.

Casey's competitive edge comes from his passion as a VYI Hall of Fame Football Coach. He has led his VYI football teams to 29 local, regional, and national titles. In Football 101, a book Casey published in 2011, he shares that Bill McGregor, legendary former head coach of the DeMatha Catholic football program, taught him some of the most important lessons that guide his life. He says, "One of his quotes, 'It's what you learn after you know it all,' is something I've based my entire life around."



March 2019

SCOTT MACDONALD RE/MAX Gateway

Scott MacDonald, president and owner of RE/MAX Gateway, has been in the real estate industry for more than 30 years. RE/MAX Gateway's reputation for providing unparalleled client service is matched only by Scott's steadfast commitment to his agents.

"I'm passionate about providing value to our agents. We offer an environment that is fun, friendly and fosters the sharing of ideas ... and we provide the education and training to help them achieve their goals. Knowledgeable, highly professional agents make more money."

Scott's core philosophy to invest in his agents and assemble a team of top professionals has produced an award-winning organization. "To be honest, I rarely pay attention to awards and production numbers. [Clients] just want to know that I am the best person to help them with their purchase or sale ... I'm most proud of the RE/MAX Brokerage of the Year Award and the NVAR Hall of Fame Award because neither of those were production awards — those are meaningful."

When asked what he believes sets him apart from others in his industry, Scott says, "I think it's because I care about people's success more than they care about it for themselves."

...

April 2019

JEN WALKER
McEneaney Associates

Jennifer “Jen” Walker, leader of The Jen Walker Team at McEneaney Associates Realtors®, has lived and worked as a Realtor® in the Del Ray neighborhood since 1999. Even though D.C. borders Del Ray, the community has been able to retain its small-town charm, and Jen has been an integral part of preserving it.

Jen’s devotion to the community is boundless, and she is well known for her generous philanthropy. Since 2005, she has been the host and sponsor of Cinema Del Ray, a free summertime

outdoor movie series bringing residents together for fun and fellowship. In the winter, you’ll find her shoveling the driveways of homebound residents as a member of the Snow Buddies, or she is delivering gifts to families for the Alexandria Holiday Sharing Program. Jen was given the 2010 Heart of Del Ray award by the Del Ray Business Association and named the 2018 Small Business Philanthropist of the Year. She serves on several organizations and volunteers, donates, and contributes to numerous charities.

Jen’s philosophy of service to others is summed up in her favorite quote from John F. Kennedy: “One person can make a difference, and everyone should try.”



May 2019

KELLY GAITTEN
Berkshire Hathaway HomeServices
PenFed Realty

Kelly Gaitten, associate broker at Berkshire Hathaway HomeServices PenFed Realty, is one of those people you meet and you immediately feel a connection. It’s easy to be charmed by her energy and passion for life because it comes from a genuine concern for others.

“Real estate is not sales,” she says, “it’s psychology. Figuring out someone’s needs, wants, and real reasons for buying or selling is the best way I can help them.”

Kelly has been around the real estate industry for most of her life and got her license at the suggestion real estate investor parents. She credits her success to the strong foundation they gave her. Now well known as one of the top producing real estate agents in Northern Virginia, Kelly specializes in luxury homes, horse properties, and historic homes. She attributes her success to the strong foundation her parents gave her and to living by The Golden Rule.

Kelly’s favorite quote by Maya Angelou is a perfect summary of how she says she lives her life: “I’ve learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.”

June 2019

CHRIS CRADDOCK
Keller Williams Realty

Chris Craddock, owner and team leader of The Redux Group at Keller Williams Realty, graduated from college with a degree in economics, after which he joined the staff of a Christian outreach organization, which eventually led to a position as a pastor.

Flipping homes to supplement his pastor’s salary ignited a passion for real estate. “As different as those two careers might sound,” he says, “there are plenty of parallels between real estate and ministry. I enjoy helping others, and helping others succeed helps me achieve my goals, as well.”

Chris became a licensed REALTOR® in 2012. In a little over six years, he has become a leading producer in the Northern Virginia, Maryland, and Washington, DC, real estate markets. In 2019, Chris will be honored as a Northern Virginia Magazine Top REALTOR®, a distinction he has received the past four years. He says that “even though, as team leader, I often get the glory, my amazing team deserves the credit. They are the not-so-secret secret to my success.”

And success, for Chris, is “not strictly financial gain. It’s living a life where you wake up excited every morning, grounded in faith and family.”



July 2019

BIC DECARO
Westgate Realty Group

Bic DeCaro’s family was living in Vietnam when Saigon fell and was just a baby when her family fled to the United States. In 2017, Bic, her husband, and their children travelled to Vietnam, giving Bic the opportunity to learn about her heritage.

“Like many other parents, mine sacrificed so much,” she says. “I believe my perseverance, grit, optimism, and never-give-up attitude are results of what my family had to endure. These traits have helped me in my career. Real estate can be tough and challenging at times...”

Although her team is relatively small, Bic DeCaro & Associates exceeded \$40 million in volume in 2018, and Bic’s total career volume is \$277 million. She is passionate about growing her team and says, “I want to provide a fun place for my team to work and grow, both personally and professionally.”

Bic recommends setting big goals and then tying the reward to a personal passion or purpose like her bucket-list trip with her family to Vietnam.

“It’s an incredibly rewarding feeling when you hit your goals, knowing that you positively impacted others and, as a bonus, you get to celebrate and make memories with the ones you love. That’s priceless.”

August 2019

KHALIL EL-GHOUL
Glass House Real Estate

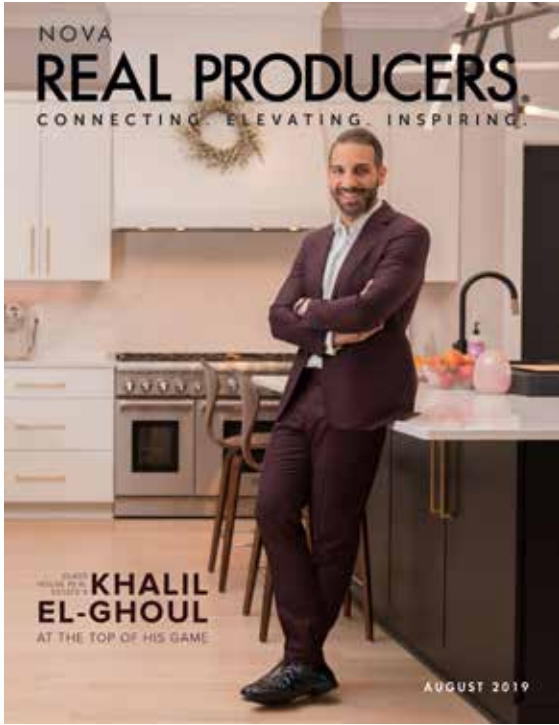
In 2010, Khalil El-Ghoul launched Glass House Real Estate with a bold concept — examining the idea that the only way to provide high-quality service was by charging a 6 percent commission.

“I was 25 years old when I got my real estate license ... it just didn’t make sense that buyers or sellers should pay me the same amount as the top agents in the industry. Buyers and sellers became more involved in the transaction, were thrilled that I did a good job at a

lower commission rate, and the business model was born.”

Today, Khalil has solidified himself as one of the top agents in the DC metro area. He was named 2017 and 2018 No. 1 Real Estate Agent in Sales Transactions for the DC metro area by REAL Trends/WSJ. His career volume exceeds \$500 million; and in 2017-2018, he averaged over \$100 million each year.

Khalil has learned through experience that it is possible to run a top-notch brokerage with lower fees. “Affordability doesn’t have to come at the expense of service ... we have a lot of believers now,” he says.



September 2019

ROB CHEVEZ
Keller Williams Realty

Passion and dedication have propelled Rob Chevez to the top of the industry. He is CEO and team leader of The CAZA Group of Keller Williams Realty—a powerhouse sales and marketing team with a total volume in 2018 of more than \$117.5 million. His total career volume is well over half a billion dollars.

Rob got his real estate license in 2005 and plunged into real estate investing full-time. He started The CAZA Investor Network (now GRID), and between 2005 and 2007, Rob and his

wife Kim purchased, renovated, and resold nearly 40 properties and had 200 units under management.

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

October 2019

CANCER AWARENESS
Inspiring Stories From
Our Community

October was National Breast Cancer Awareness Month, which reminded us to salute breast cancer survivors, as well as all those who have struggled with cancer. The courage and determination to beat the odds shown by cancer survivors in our Real Producers community is awe-inspiring. That many have forged ahead with their businesses regardless is simply stunning. In October

2019, we were privileged to have been able to share the cancer survivor stories of the following members of our Real Producers community:

- Charlene Bayes**, Berkshire Hathaway HomeServices PenFed Realty
- Annie Cefaratti**, Keller Williams Realty
- Brian McGuinness**, JK Moving Services
- David Norod**, WJD Management
- Brenda Stone**, eXp Realty
- Christy Stuart**, Keller Williams Loudoun Gateway
- Michelle E. Williams**, MMK Realty



November 2019

VETERANS APPRECIATION
Honoring Military Veterans In
Real Estate

November was National Veterans and Military Families Month. NOVA Real Producers proudly presented the following Veterans in our real estate community and their significant contributions as American service members, as well as their families and loved ones:

- Bo Bloomer**, CENTURY 21 Redwood
- Rock Booze**, Keller Williams Metro Center
- Christian Davis**, Keller Williams Realty McLean
- Gary Hughes**, CENTURY 21 Redwood
- Brian McGuinness**, JK Moving Services
- Bob Nelson**, Keller Williams Realty
- Rick Perry**, Samson Properties
- Andy Piedra**, Veterans Realty Group
- Dan Rochon**, Keller Williams Realty
- Troy Sponaugle**, Samson Properties
- Mark S. Williams**, Berkshire Hathaway HomeServices PenFed Realty

...

December 2019

MICHELLE SAGATOV
Washington Fine Properties

A lifelong athlete, Michelle Sagatov, of Washington Fine Properties, met her husband, Yuri, while she was coaching soccer. Yuri is the owner of Sagatov Design + Build, and introduced Michelle to building and selling homes. They worked on their first project together in 2001, and in 2006, they were married and Michelle went into real estate.

Michelle joined a small brokerage led by Laura Fall, where she says Laura taught her some core concepts, like how to invest in yourself, and how to

set goals and follow through. Now in her third year with WFP, Michelle did over \$30 million in sales last year.

Michelle says she is in a unique position. “One thing in my pocket — I have Yuri! He knows a lot about building and construction. When I talk to buyers and sellers, I tell them they are also hiring Sagatov Design + Build. It’s a pretty unique situation. Yuri is an advocate for my client; he can give a second opinion and a different perspective.”

Michelle and Yuri, dubbed Arlington’s “Love It or List It” couple, has helped many families decide if they should renovate or tear down and start from scratch.



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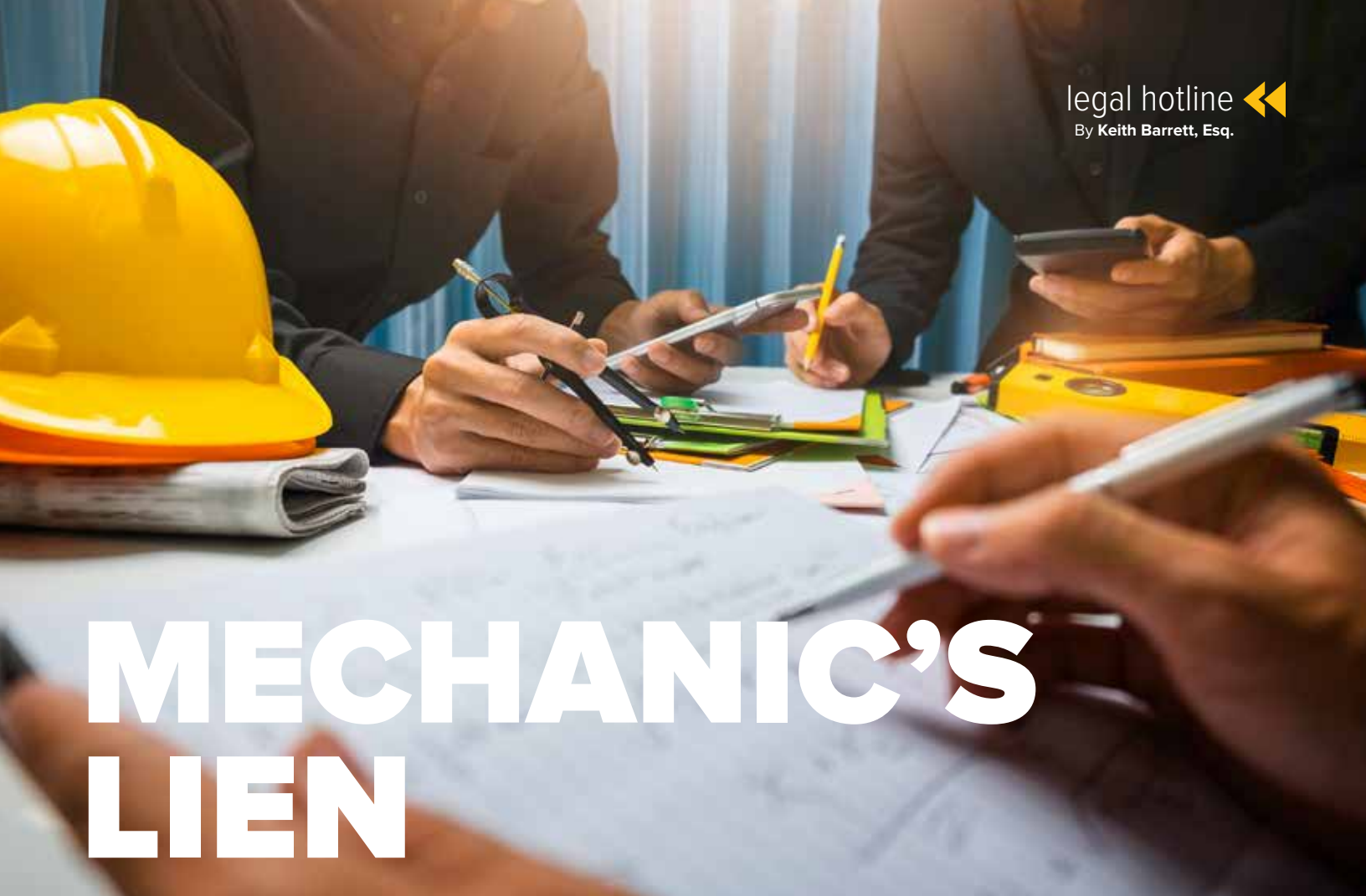
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By Keith Barrett, Esq.

MECHANIC'S LIEN

NO GOOD DEED GOES UNPUNISHED

Sam Seller and Betty Buyer enter into a contract for the sale of Blackacre (“the Property”). Sam agrees to provide Betty access to the Property and, as part of the contract paperwork, Sam and Betty execute the Buyer’s Limited Access to Premises Agreement. Prior to closing, Betty arranges to have contractors see the Property in order to make arrangements for planned work. In order to save time, Betty authorizes one of the contractors to install new carpeting in the home prior to closing. A few days after the carpet is installed, Betty is notified by her lender that she is rejected for her loan and she is unable to secure alternative financing. The real estate transaction does not close, and Betty

does not pay the carpeting contractor, who proceeds to file a mechanic’s lien against the Property.

This would certainly be an unfortunate situation. In analyzing this situation, we start with the Buyer’s Limited Access to Premises Agreement. This form states its purpose and says in relevant part, “No work is to be performed on or to Property by any of Buyer’s Representatives unless authorized by the Seller in writing.” Presuming Sam Seller did

not authorize the carpet installation, it appears clear that Betty had no right to have the carpeting installed. But she did, and the contractor filed a mechanic’s lien. Unfortunately, it appears Sam will have to act.

Here is the relevant provision in the Virginia Mechanic’s Lien Statute:

*§ 43-3. (Effective October 1, 2019)
Lien for work done and materials furnished; waiver of right to file or enforce lien.*

A. All persons performing labor or furnishing materials of the value of \$150 or more, including the reasonable rental or use value of equipment, for the construction, removal, repair or improvement of any building or structure permanently annexed to the freehold, and all persons performing any labor or furnishing materials of like value for the construction of any railroad, shall have a lien, if perfected as hereinafter provided, upon such building or structure, and so much land therewith as shall be necessary for the convenient use and enjoyment thereof, and upon such railroad and franchises for the work done and materials furnished, subject to the provisions of § 43-20. But when the claim is for repairs or improvements to existing structures only, no lien shall attach to the property repaired or improved unless such repairs or improvements were ordered or authorized by the owner, or his agent.

Luckily for Sam, unless the carpeting contractor can argue that Betty Buyer was the “agent” for the Seller, then the bold language seems to prevent a mechanic’s lien from attaching. But this is something that would have to be argued by the Seller, which will likely require the hiring of an attorney. So Sam is still out money in the form of attorney’s fees and perhaps court costs, not to mention plenty of frustration.

In looking back at the Buyer’s Limited Access to Premises Agreement, under provision number one, it states in relevant part, “Buyer agrees to release, indemnify, and hold Seller harmless from any claim, loss, fees (including all attorney’s fees incurred by Seller or claimed against Seller), damages for bodily injury, or personal property damage occurring to Buyer or any other person having access to Property as a result of this Agreement.”

Thus, in the end, Sam Seller should be made whole and enjoy re-listing the property with no mechanic’s lien and, perhaps, new carpeting!

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



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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1—Nov. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	206	\$125,560,848	376	\$213,923,088	582	\$339,483,936
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	359	\$167,994,848	205	\$89,839,504	564	\$257,834,352
3	Debbie Dogrul	Long & Foster Real Estate, Inc.	205	\$121,516,976	193.5	\$109,316,216	398.5	\$230,833,184
4	Jennifer D Young	Keller Williams Chantilly Ventures LLC	213.5	\$96,803,592	80	\$36,374,996	293.5	\$133,178,584
5	Phyllis G Patterson	TTR Sotheby's International Realty	61	\$63,959,700	61	\$54,335,368	122	\$118,295,072
6	Sue S Goodhart	Compass	62	\$52,287,328	79	\$59,202,980	141	\$111,490,312
7	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	37	\$50,816,700	24	\$33,303,200	61	\$84,119,904
8	Jennifer L Walker	McEneaney Associates, Inc.	58	\$41,782,540	50.5	\$37,362,560	108.5	\$79,145,096
9	Martin K Alloy	SMC Real Estate Corp.	114	\$54,984,504	51.5	\$24,002,354	165.5	\$78,986,856
10	Janet A Callander	Weichert, REALTORS	52	\$51,432,620	27	\$23,863,110	79	\$75,295,728
11	Cynthia Schneider	Long & Foster Real Estate, Inc.	97.5	\$48,622,760	47	\$22,326,110	144.5	\$70,948,864
12	Jean K Garrell	Keller Williams Realty	51.5	\$36,611,600	43.5	\$26,773,638	95	\$63,385,240
13	Lenwood A Johnson	Keller Williams Realty	85	\$36,426,324	65	\$26,857,728	150	\$63,284,056
14	Laura C Mensing	Long & Foster Real Estate, Inc.	34.5	\$39,624,000	23	\$23,238,100	57.5	\$62,862,100
15	Brian Wilson	EXP Realty	94	\$53,435,844	13	\$8,987,000	107	\$62,422,844
16	James W Nellis II	Keller Williams Fairfax Gateway	55.5	\$26,346,778	71	\$34,712,140	126.5	\$61,058,920
17	Carla C Brown	Samson Properties	95	\$58,081,988	3	\$2,688,700	98	\$60,770,688
18	Bruce A Tyburski	RE/MAX Executives	41	\$24,950,230	52.5	\$34,611,588	93.5	\$59,561,816
19	Christopher Craddock	Keller Williams Realty	96.5	\$31,413,046	59	\$25,309,518	155.5	\$56,722,564
20	Lilian Jorgenson	Long & Foster Real Estate, Inc.	39.5	\$46,880,900	7	\$9,421,000	46.5	\$56,301,900
21	Khalil I El-Ghoul	Glass House Real Estate	46	\$24,204,900	39.5	\$31,462,740	85.5	\$55,667,640
22	Piper Gioia Yerks	Washington Fine Properties, LLC	12	\$32,123,500	7.5	\$22,653,500	19.5	\$54,777,000
23	Irina Babb	RE/MAX Allegiance	62	\$37,746,276	21	\$14,036,599	83	\$51,782,876
24	Scott A MacDonald	RE/MAX Gateway	85	\$47,282,589	7	\$3,892,000	92	\$51,174,590
25	Tom Francis	Keller Williams Realty	19	\$28,056,080	23	\$22,430,270	42	\$50,486,352
26	Kay Houghton	KW Metro Center	52	\$26,480,250	46	\$23,444,088	98	\$49,924,340
27	Raymond A Gernhart	RE/MAX Executives	37	\$22,949,364	45	\$24,865,178	82	\$47,814,544
28	Damon A Nicholas	Coldwell Banker Residential Brokerage	58	\$34,181,092	24	\$12,753,763	82	\$46,934,856
29	Akshay Bhatnagar	Virginia Select Homes, LLC.	13	\$7,455,525	67	\$38,937,416	80	\$46,392,940
30	Christopher J White	Long & Foster Real Estate, Inc.	35	\$25,201,004	20	\$20,453,792	55	\$45,654,796
31	Janet Pearson	Pearson Smith Realty, LLC	77	\$45,541,280	0	\$0	77	\$45,541,280
32	Erin K Jones	KW Metro Center	29	\$11,251,725	79	\$33,859,768	108	\$45,111,492
33	Kimberly A Spear	Keller Williams Realty	41	\$22,932,738	35	\$22,034,896	76	\$44,967,632
34	Deyi S Awadallah	D.S.A. Properties & Investments LLC	106	\$42,303,168	3	\$1,840,000	109	\$44,143,168
35	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	103	\$42,279,568	4	\$1,770,900	107	\$44,050,468

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1—Nov. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Barbara G Beckwith	McEearney Associates, Inc.	21	\$29,310,900	9	\$13,714,200	30	\$43,025,100
37	Paul Thistle	Take 2 Real Estate LLC	36	\$17,566,588	41	\$25,273,600	77	\$42,840,188
38	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	9	\$4,163,900	61	\$38,629,352	70	\$42,793,256
39	Melissa A Larson	KW Metro Center	26.5	\$28,778,104	13	\$12,996,955	39.5	\$41,775,060
40	Gregory A Wells	Keller Williams Realty	46	\$30,330,600	18	\$11,137,540	64	\$41,468,140
41	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	20	\$17,791,502	26	\$21,978,500	46	\$39,770,000
42	Debbie P Kent	Cottage Street Realty LLC	64	\$34,087,128	9	\$5,357,100	73	\$39,444,228
43	Anthony H Lam	Redfin Corporation	9	\$4,338,500	58	\$35,029,312	67	\$39,367,812
44	Eve M Weber	Long & Foster Real Estate, Inc.	36	\$20,970,250	35	\$18,164,600	71	\$39,134,848
45	Wes W Stearns	M. O. Wilson Properties	55	\$24,185,440	27	\$14,902,868	82	\$39,088,308
46	Megan Buckley Fass	FASS Results, LLC.	18.5	\$15,676,350	25	\$23,354,800	43.5	\$39,031,152
47	Steven C Wydler	Compass	24	\$27,340,400	8	\$11,628,580	32	\$38,968,980
48	William F Hoffman	Keller Williams Realty	22	\$28,644,410	9	\$10,077,980	31	\$38,722,392
49	Kevin C Samson	Samson Properties	43	\$32,512,350	6	\$6,104,959	49	\$38,617,308
50	Christina M O'Donnell	RE/MAX West End	21	\$17,746,676	26.5	\$20,347,780	47.5	\$38,094,456
51	Nikki Lagouros	Keller Williams Realty	19	\$8,442,180	66	\$29,316,800	85	\$37,758,980
52	Daan De Raedt	Property Collective	56	\$24,978,953	25.5	\$11,409,908	81.5	\$36,388,861
53	Roy Kohn	Redfin Corporation	71	\$34,717,312	2	\$1,610,000	73	\$36,327,312

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Timothy D Pierson	Keller Williams Realty Falls Church	27	\$16,811,526	28	\$19,366,140	55	\$36,177,664
55	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	24	\$25,595,990	10	\$10,262,130	34	\$35,858,120
56	Patricia Ammann	Redfin Corporation	11	\$7,194,000	45	\$28,267,676	56	\$35,461,676
57	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	17	\$23,487,000	7.5	\$11,127,900	24.5	\$34,614,900
58	Jeremy G Browne	TTR Sotheby's International Realty	26.5	\$18,138,450	20.5	\$16,170,320	47	\$34,308,768
59	Bichlan N DeCaro	Westgate Realty Group, Inc.	18	\$12,226,500	37	\$22,079,390	55	\$34,305,888
60	Ana Lucia Ron	ANR Realty, LLC	114	\$34,297,400	0	\$0	114	\$34,297,400
61	Elizabeth A Twigg	McEearney Associates, Inc.	25.5	\$25,030,750	10	\$9,043,000	35.5	\$34,073,752
62	Lisa Dubois-Headley	RE/MAX West End	19.5	\$13,547,316	23.5	\$20,119,800	43	\$33,667,116
63	Robert T Ferguson Jr.	RE/MAX Allegiance	24.5	\$18,175,176	17	\$14,390,276	41.5	\$32,565,452
64	Michael I Putnam	RE/MAX Executives	46	\$21,962,500	21.5	\$10,505,990	67.5	\$32,468,490
65	Natalie H McArtor	Long & Foster Real Estate, Inc.	32	\$17,939,000	23	\$14,439,230	55	\$32,378,230
66	Karen A Briscoe	Keller Williams Realty	22	\$20,088,170	13	\$11,919,054	35	\$32,007,224
67	Jon B DeHart	Long & Foster Real Estate, Inc.	22	\$15,265,500	21.5	\$16,622,178	43.5	\$31,887,678
68	Paramjit K Bhamrah	Redfin Corporation	57	\$30,026,794	2	\$1,186,800	59	\$31,213,594
69	Deborah L Frank	Deb Frank Homes, Inc.	36	\$26,940,000	5	\$4,167,740	41	\$31,107,740
70	Dinh D Pham	Fairfax Realty Select	23	\$12,736,888	38	\$18,356,600	61	\$31,093,488
71	Jillian Keck Hogan	McEearney Associates, Inc.	12.5	\$8,970,411	30	\$21,618,286	42.5	\$30,588,696
72	Ryan Rice	Keller Williams Capital Properties	29	\$12,443,900	31	\$18,144,440	60	\$30,588,340
73	Michael S Webb	RE/MAX Allegiance	22	\$13,723,645	34	\$16,762,150	56	\$30,485,796
74	Elizabeth W Conroy	Keller Williams Realty	22.5	\$20,469,570	7	\$10,012,900	29.5	\$30,482,470
75	Thomas R Moffett Jr.	Redfin Corporation	49	\$24,698,900	9	\$5,342,049	58	\$30,040,948
76	Lex Lianos	Compass	26	\$19,461,438	20	\$10,469,211	46	\$29,930,648
77	Darren E Robertson	Keller Williams Fairfax Gateway	15.5	\$6,264,650	57	\$23,621,416	72.5	\$29,886,066
78	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	38.5	\$23,470,104	9.5	\$6,052,525	48	\$29,522,630
79	Jennifer H Thornett	Washington Fine Properties, LLC	12	\$22,518,320	5	\$6,849,000	17	\$29,367,320
80	Elizabeth Kline	RE/MAX Premier	25.5	\$13,745,724	28.5	\$15,564,750	54	\$29,310,474
81	Branden L Woodbury	Redfin Corporation	64	\$25,186,296	10	\$4,112,900	74	\$29,299,196
82	Mara D Gemon	Redfin Corporation	7	\$3,203,500	41	\$26,071,370	48	\$29,274,870
83	Nathan Daniel Johnson	Keller Williams Capital Properties	52	\$18,443,464	30.5	\$10,741,379	82.5	\$29,184,844
84	Jeddie R Busch	Coldwell Banker Residential Brokerage	19	\$13,591,640	23	\$15,424,040	42	\$29,015,680
85	Diana Morahan	Long & Foster Real Estate, Inc.	20	\$19,753,730	11	\$9,164,030	31	\$28,917,760
86	Brian J Gaverth	Redfin Corporation	48	\$26,263,500	4	\$2,636,500	52	\$28,900,000

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1—Nov. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Derek J Huetinck	Beacon Crest Real Estate LLC	11	\$18,787,870	8	\$10,076,160	19	\$28,864,030
88	Kristen K Jones	McEneaney Associates, Inc.	11	\$12,512,905	14	\$16,332,900	25	\$28,845,804
89	Vicky Z Noufal	Pearson Smith Realty, LLC	33.5	\$23,662,876	7	\$4,929,645	40.5	\$28,592,522
90	Marianne K Prendergast	Washington Fine Properties, LLC	9	\$10,103,875	14.5	\$18,474,500	23.5	\$28,578,376
91	Victoria(Tori) McKinney	KW Metro Center	18	\$15,001,407	19	\$13,525,201	37	\$28,526,608
92	Katharine R Christofides	Century 21 New Millennium	13.5	\$8,206,100	43.5	\$20,268,644	57	\$28,474,744
93	Patricia Fales	RE/MAX Allegiance	24	\$18,998,100	13	\$9,263,000	37	\$28,261,100
94	Rheema H Ziadeh	Redfin Corporation	54	\$25,124,052	5	\$3,020,000	59	\$28,144,052
95	Christine G Richardson	Weichert, REALTORS	28	\$18,062,050	17	\$9,799,400	45	\$27,861,450
96	Christine R Garner	Weichert, REALTORS	20.5	\$17,676,300	13	\$10,123,000	33.5	\$27,799,300
97	Cathy V POUNGMALAI	FRANKLY REAL ESTATE INC	35	\$21,252,920	11	\$6,512,284	46	\$27,765,204
98	Andrew J Biggers	Keller Williams Realty Falls Church	19	\$14,146,000	15	\$13,541,260	34	\$27,687,260
99	Daniel MacDonald	TTR Sotheby's International Realty	26	\$25,326,520	7.5	\$2,312,000	33.5	\$27,638,520
100	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	13	\$18,504,900	7	\$8,950,000	20	\$27,454,900
101	Jill Judge	Keller Williams Realty	18.5	\$9,222,650	30.5	\$18,226,796	49	\$27,449,444
102	Billy Buck	William G. Buck & Assoc., Inc.	16.5	\$12,796,026	15.5	\$14,643,359	32	\$27,439,384
103	Kendell A Walker	Redfin Corporation	15	\$6,179,750	44	\$21,173,044	59	\$27,352,792
104	Sylvia S Cowles	Builder Information Service	32	\$25,922,588	2	\$1,410,000	34	\$27,332,588
105	A. Casey O'Neal	RE/MAX Allegiance	31	\$20,910,132	8.5	\$6,265,200	39.5	\$27,175,332
106	Kristina S Walker	Keller Williams Realty Falls Church	15.5	\$10,923,518	25	\$16,195,900	40.5	\$27,119,418
107	Abuzar Waleed	RE/MAX Executives LLC	42.5	\$15,921,848	27.5	\$11,137,700	70	\$27,059,548
108	Mickey Glassman	RE/MAX Premier	38	\$20,662,300	11	\$6,300,500	49	\$26,962,800

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
109	Ashley C Leigh	Linton Hall Realtors	46.5	\$21,071,436	9.5	\$5,783,100	56	\$26,854,536
110	Sarah Harrington	Long & Foster Real Estate, Inc.	20.5	\$15,842,465	13	\$10,712,521	33.5	\$26,554,986
111	Donna C Henshaw	Avery-Hess, REALTORS	21.5	\$13,506,500	17	\$12,967,900	38.5	\$26,474,400
112	Kate F Ryan	Long & Foster Real Estate, Inc.	26	\$16,282,700	16	\$10,154,219	42	\$26,436,920
113	Candee Currie	Redfin Corporation	47	\$26,413,800	0	\$0	47	\$26,413,800
114	Laura R Schwartz	McEneaney Associates, Inc.	17	\$12,513,036	17	\$13,894,070	34	\$26,407,106
115	Matthew R Elliott	Keller Williams Realty	18.5	\$8,485,200	30.5	\$17,640,256	49	\$26,125,456
116	Mark R Sirianni	Ayr Hill Realty	12	\$12,777,950	13	\$13,324,450	25	\$26,102,400
117	Margaret J Czapiewski	Keller Williams Realty	45.5	\$18,243,700	17.5	\$7,823,725	63	\$26,067,424
118	Spencer R Stouffer	Miller and Smith Homes, Inc.	43	\$24,131,868	3	\$1,907,060	46	\$26,038,928
119	Cheryl L Hanback	Redfin Corporation	0	\$0	44	\$26,034,338	44	\$26,034,338
120	Benjamin J Grouby	Redfin Corporation	45	\$22,321,424	5	\$3,625,000	50	\$25,946,424
121	Dennis P Lee	Douglas Realty of Virginia LLC	16	\$7,948,500	38	\$17,695,150	54	\$25,643,650
122	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	24	\$17,610,354	10	\$8,005,379	34	\$25,615,732
123	Lyssa B Seward	TTR Sotheby's International Realty	15	\$12,738,250	18	\$12,782,600	33	\$25,520,850
124	Cristina B Dougherty	Long & Foster Real Estate, Inc.	19	\$11,374,640	26	\$14,132,250	45	\$25,506,890
125	Joan Stansfield	Keller Williams Realty	19	\$13,011,499	16.5	\$12,461,163	35.5	\$25,472,662

Disclaimer: Information based on MLS closed data for residential sales in Virginia, Maryland, and Washington, D.C., by agents licensed in our service area of Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County, in northern Virginia, as of Dec. 4, 2019, for sales from Jan. 1, 2019 to Nov. 30, 2019. 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.



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Teams and Individuals Closed Date from Jan. 1—Nov. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
146	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	33	\$18,737,600	7	\$5,258,799	40	\$23,996,400
147	Jennifer Mack	Pearson Smith Realty, LLC	18	\$10,649,502	23	\$13,328,886	41	\$23,978,388
148	Venugopal Ravva	Maram Realty LLC	8	\$4,160,000	38	\$19,789,772	46	\$23,949,772
149	Kevin J Carter	RE/MAX Select Properties	17	\$7,372,300	26	\$16,576,939	43	\$23,949,240
150	Dean P Yeonas	Yeonas & Shafran Real Estate, LLC	8.5	\$10,735,450	10	\$13,131,000	18.5	\$23,866,450
151	Constantine S Anthony	Pearson Smith Realty, LLC	32	\$16,681,120	10	\$7,018,015	42	\$23,699,136
152	Gitte Long	Redfin Corporation	34	\$15,625,300	15	\$8,043,000	49	\$23,668,300
153	Ahmad T Ayub	Redfin Corporation	11	\$6,164,000	34	\$17,487,742	45	\$23,651,742
154	Shaun Murphy	Compass	20	\$11,499,526	19	\$11,960,300	39	\$23,459,826
155	Toby M Lim	Compass	5.5	\$2,797,150	27.5	\$20,410,650	33	\$23,207,800
156	Ashraf Morsi	Keller Williams Realty	20	\$11,911,860	16	\$11,109,144	36	\$23,021,004
157	George M Mrad	KW Metro Center	9	\$13,348,790	7	\$9,635,690	16	\$22,984,480
158	Anna Vidal	Keller Williams Realty	37	\$13,428,000	23	\$9,523,081	60	\$22,951,080
159	Richard J DiGiovanna	RE/MAX Allegiance	38.5	\$17,202,550	11	\$5,747,800	49.5	\$22,950,350
160	John Murdock	Keller Williams Realty	32	\$14,543,350	14.5	\$8,404,636	46.5	\$22,947,986
161	Katherine D Colville	Century 21 Redwood Realty	32	\$16,886,810	12	\$6,012,000	44	\$22,898,810
162	Mark G Goedde	Long & Foster Real Estate, Inc.	16	\$14,190,950	9	\$8,553,000	25	\$22,743,950
163	Colette LaForest	Redfin Corporation	44.5	\$20,590,400	4	\$2,119,900	48.5	\$22,710,300
164	Jon P Blankenship	Pearson Smith Realty, LLC	24.5	\$13,527,138	13.5	\$9,177,510	38	\$22,704,648
165	Brad Kiger	KW Metro Center	32	\$13,807,649	17.5	\$8,749,350	49.5	\$22,557,000
166	Joel S Murray	Focal Point Real Estate , LLC	8	\$14,132,840	6	\$8,416,920	14	\$22,549,760
167	Sue G Smith	RE/MAX Premier	23	\$14,459,300	14.5	\$8,008,026	37.5	\$22,467,326
168	Megan Thiel	Long & Foster Real Estate, Inc.	12	\$6,061,349	28	\$16,315,898	40	\$22,377,248
169	Heather Carlson	RE/MAX Allegiance	20	\$10,150,500	22	\$12,180,000	42	\$22,330,500
170	Guy F Golan	Redfin Corporation	4	\$2,020,000	38	\$20,237,578	42	\$22,257,578
171	Sheila A Zelghi	Samson Properties	10	\$5,987,195	30.5	\$16,172,207	40.5	\$22,159,402
172	William S Gaskins	Keller Williams Realty Falls Church	20.5	\$16,791,340	4	\$5,350,000	24.5	\$22,141,340
173	Edward R Lang	RE/MAX Premier	28	\$14,808,230	15	\$7,318,700	43	\$22,126,930
174	Pamela V Alcantara	Impact Real Estate, LLC	14	\$4,877,000	58.5	\$17,247,400	72.5	\$22,124,400
175	Jason Quimby	KW Metro Center	16	\$12,776,700	12	\$9,320,580	28	\$22,097,280
176	Karen E Close	Century 21 New Millennium	16.5	\$15,967,455	8	\$5,990,100	24.5	\$21,957,556
177	Dawn A Wilson	TTR Sotheby's International Realty	10.5	\$6,313,600	21	\$15,629,900	31.5	\$21,943,500
178	Ann M. Wilson	KW Metro Center	18	\$16,295,800	8	\$5,531,000	26	\$21,826,800
179	Barbara J Ghadban	Weichert, REALTORS	23	\$16,962,026	7	\$4,863,903	30	\$21,825,928

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Jan. 1—Nov. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Brian P Whritenour	Living Realty, LLC.	24.5	\$11,305,501	16	\$10,513,500	40.5	\$21,819,000
181	Raya Fridental	Redfin Corporation	6	\$2,980,500	31	\$18,805,288	37	\$21,785,788
182	Sridhar Vemuru	Aragami, LLC	6	\$2,676,000	30	\$18,954,476	36	\$21,630,476
183	Julia Jiang	United Realty, Inc.	2	\$9,983,020	5	\$11,618,908	7	\$21,601,928
184	Kristin M Francis	Keller Williams Capital Properties	11	\$7,229,000	22.5	\$14,268,724	33.5	\$21,497,724
185	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	15.5	\$6,897,800	31.5	\$14,511,300	47	\$21,409,100
186	Kevin E LaRue	Century 21 Redwood Realty	22	\$14,034,890	13	\$7,320,575	35	\$21,355,464
187	Lisa T Smith	Pearson Smith Realty, LLC	25.5	\$16,923,800	8	\$4,345,945	33.5	\$21,269,744
188	Thomas Arehart	Samson Properties	26	\$12,494,922	13	\$8,754,850	39	\$21,249,772
189	Vladimir Dallenbach	TTR Sotheby's International Realty	7	\$3,437,500	27	\$17,751,824	34	\$21,189,324
190	Marilyn K Brennan	Long & Foster Real Estate, Inc.	23	\$14,156,400	11.5	\$7,012,125	34.5	\$21,168,524
191	Samantha I Bendigo	Berkshire Hathaway HomeServices PenFed Realty	18	\$9,062,945	27.5	\$12,097,200	45.5	\$21,160,144
192	Jason Curry	KW Metro Center	17	\$9,401,600	17	\$11,717,013	34	\$21,118,612
193	Ruth W Boyer O'Dea	TTR Sotheby's International Realty	8	\$7,844,450	7.5	\$13,251,100	15.5	\$21,095,550
194	Natalie U Roy	KW Metro Center	16.5	\$12,731,245	11	\$8,353,900	27.5	\$21,085,144
195	Richard M Mountjoy Jr.	Keller Williams Realty	21.5	\$12,879,949	11	\$8,190,583	32.5	\$21,070,532
196	Heidi F Robbins	William G. Buck & Assoc., Inc.	13	\$10,333,001	10	\$10,659,450	23	\$20,992,452
197	William R Davis	Century 21 New Millennium	20	\$12,950,150	6	\$8,039,000	26	\$20,989,150
198	Cricket Bedford	Thomas & Talbot Real Estate	11	\$11,927,500	4	\$9,030,000	15	\$20,957,500
199	Diane V Lewis	Washington Fine Properties, LLC	9.5	\$12,741,300	8	\$8,168,900	17.5	\$20,910,200
200	Dilyara Daminova	Samson Properties	5.5	\$2,200,000	41	\$18,672,250	46.5	\$20,872,250

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