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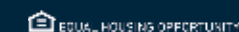
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—Christine W., Buyer's Agent

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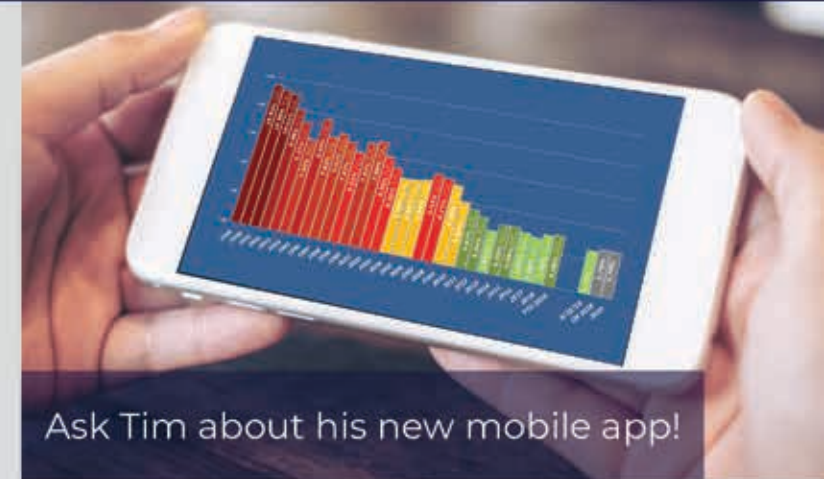
—Meredith G., Buyer's Agent

“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.”

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►► publisher's note



WE'RE IN THIS TOGETHER

Dear NOVA Real Producers,

This is a time in history that will be remembered. There are days I have wondered if we are in a sci-fi movie. Many of us have lots of contingency plans for lots of scenarios. I don't believe there were a lot of people prepared with a contingency plan for this.

There are three classic ways humans react to situations that inspire fear. Fight, flight, or freeze. I am personally proud of this community and the people in it. Many of you are fighting — for your family, community, and your businesses. I have seen a lot of community outreach and support by this, our *Real Producers* community. The quick pivot many of you made was, and is, impressive and inspiring.

This special issue shares our community's experiences during quaran-

time. We are in this together.

Our experiences during this pandemic can vastly differ. We have friends in the medical field living in RVs so as not to endanger their families. Friends who are unemployed, partners of *Real Producers* who have run amazing businesses of integrity and character, who are struggling, wondering if they will make it through. We have other *Real Producers* REALTORS® and Partners having their best months ever. There are businesses thriving, and others struggling.

The same can be said on a human level for our families. We have members who have lost family members to this pandemic. Take a moment to breathe and acknowledge what we, as a community and society, are going through. This is a marathon, not a sprint.

As entrepreneurs, we act and adapt. Our community has the ability and responsibility to be an example, and a shining light, in this time of change. During radiation and chemo, one of the lessons that emerged for me was, we control our mindset and the actions we take. That's it. If your thoughts were on a loudspeaker, would you be proud?

Wishing you all health, encouragement, and happiness as we move through and out of the pandemic. We appreciate and are inspired by you! Keep shining your bright light, and...

Have a wonderful Fourth of July!

With Gratitude,



Kristin Brindley

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What does Independence Day mean to you, and how do you celebrate it?



DANIEL SANDERS
FOUR SALES, LTD.

At our home, we believe that Independence Day is a celebration of the American experience, resilience, and dream. It is a yearly refresher of America's promise. We love to celebrate with friends and family by getting together for a day on the water and punctuate the day with a family BBQ.



DAWN WILSON
TTR SOTHEBY'S INTERNATIONAL REALTY

It has always been a fun holiday and an opportunity to spend a nice time with friends and family. We usually go to see fireworks and have a picnic. Sometimes we stay local, and other years we travel over the holiday. It is a nice time to celebrate and participate in community events.



ARIANA GILLETTE
PEARSON SMITH REALTY

When I think about Independence Day, I remember our hometown heroes, like teachers, police officers, and hospital staff. Without these incredible people dedicating their lives to our communities, we would not be able to live with so many freedoms. I am thankful for our schools, our safety, and our health because of them.



MOLLY FLORY
OLD REPUBLIC HOME PROTECTION

As the 13 colonies formed their independence, they established the actual birth of the United States to allow us the freedoms that we are privileged to have as Americans. I love the fireworks, gatherings, and parties that celebrate the Fourth of July!



JEAN GARRELL
GARRELL REALTY GROUP
AT KELLER WILLIAMS REALTY

We can see two separate sets of fireworks right off of our back deck! We love celebrating here with family and friends. Especially in these uncertain months ahead, I'm even more grateful to live in our awesome country, knowing that we will get past this as well!



JULIE NIRSCHL
LONG & FOSTER REAL ESTATE

Independence Day is a celebration of the birth of this great country, the UNITED STATES OF AMERICA, and the many freedoms we enjoy living here. In addition, it is a day to remember the brave men and women who made it happen, and those who support, defend, and protect those freedoms today. I celebrate by proudly flying my American flag high, wearing patriotic colors — red, white



and blue — and giving thanks to God. God bless America, land that I love.

Happy Fourth of July!

KELLY KATALINAS
FAIRWAY INDEPENDENT
MORTGAGE CORPORATION

I come from a family of veterans, who all have a flag in front of their homes 365 days a year. It's a day of gratitude for family and freedoms we often take for granted. Fireworks and fun, but most of all gratitude for each other and this great country of ours.



PHYLLIS PATTERSON
THE PATTERSON GROUP
AT TTR SOTHEBY'S INTERNATIONAL REALTY

On the Fourth of July, we always celebrate with friends and family on the river and enjoy crabs and BBQ. We are thankful to live in the U.S. and have the freedom to enjoy this beautiful country.



RICHIE HANNA
KELLER WILLIAMS REALTY

Independence Day means to me...simple... America! We are lucky to live in this country and can never take it for granted. For those



who fought for this country and who make it better, God Bless and thank you!

LYNNE MCCABE
KELLER WILLIAMS CAPITAL PROPERTIES

My father was in the Army and served in every conflict beginning with World War II through Vietnam. As kids, we had so many extraordinary, patriotic opportunities — front row seats at the D.C. Fourth of July fireworks, Twilight Tattoos, Changing of the Guards, Army Drill Team performances, military concerts. One time, while stationed at the Pentagon, Dad called my mom to bring the kids down. John F. Kennedy was coming to the Pentagon and they wanted families to greet him! I was so fortunate to both travel the world and to land in Washington, D.C., which became my home, from age 10 to now. My family members are the penultimate patriots, and even as seniors, we are drawn to fireworks and events that touch our patriotic hearts! God bless the USA!



DAVID NOROD
WJD MANAGEMENT

Independence Day, to me, means the discovery of the word "pyrotechnics" because in my hometown of Phelps, New York, I was arrested on that day for illegally discharging "pyrotechnics" on the streets of said Phelps, New York. And a good time was had by all.



DEBRA MCELROY
CENTURY 21 NEW MILLENNIUM

1. Sacrifice
2. Freedom



SHERI GRANT
TTR SOTHEBY'S INTERNATIONAL REALTY

I'm lucky enough to live in Lyon Village. We have a wonderful community that comes together on the Fourth of July to walk together in a parade. Firetrucks, police motorcycles, old cars and bikes, wagons, and pets are covered in red, white, and blue. We end up at our neighborhood park for a picnic. My family has been in charge of the cakewalk for the past 10 years. It is one of my favorite holidays!

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VIRTUAL MASTERMINDS

As soon as the shutdown began in early March, *NOVA Real Producers* quickly made the shift to virtual events. We held our first big, virtual mastermind on Zoom in mid-April, and just held “Mastermind 2.0” on June 4th.

“Mastermind 2.0” — June 4, 2020

We had a nice turnout of top Real Producers and preferred partners who participated live, and a couple hundred people who viewed the Mastermind on Facebook. We appreciate so many in our community who took the time to watch the Masterminds on Facebook ... and hope next time you'll join us on the Zoom for the valuable personal interaction and exchange of ideas, best practices, and insider secrets on topics relevant to Real Producers and their business.

We especially want to thank our fantastic panelists: Scott MacDonald, of RE/MAX Gateway, and Christine Richardson, of Weichert, REALTORS®. They shared insights and tips on surviving and thriving in today's challenging climate, and we received great feedback from participants after the event. Thank you, Scott and Christine, for sharing your time and expertise with us!

Exclusive Mini Masterminds

In addition to these larger Mastermind events, we have been holding mini masterminds for select participants whom we invite to an even more personal exchange. Future get-togethers, before we are fully out of the shutdown and able to hold live events again, will be these select mini masterminds, which are a wonderful opportunity to participate virtually in smaller, more collaborative groups for interactions with powerful gains.

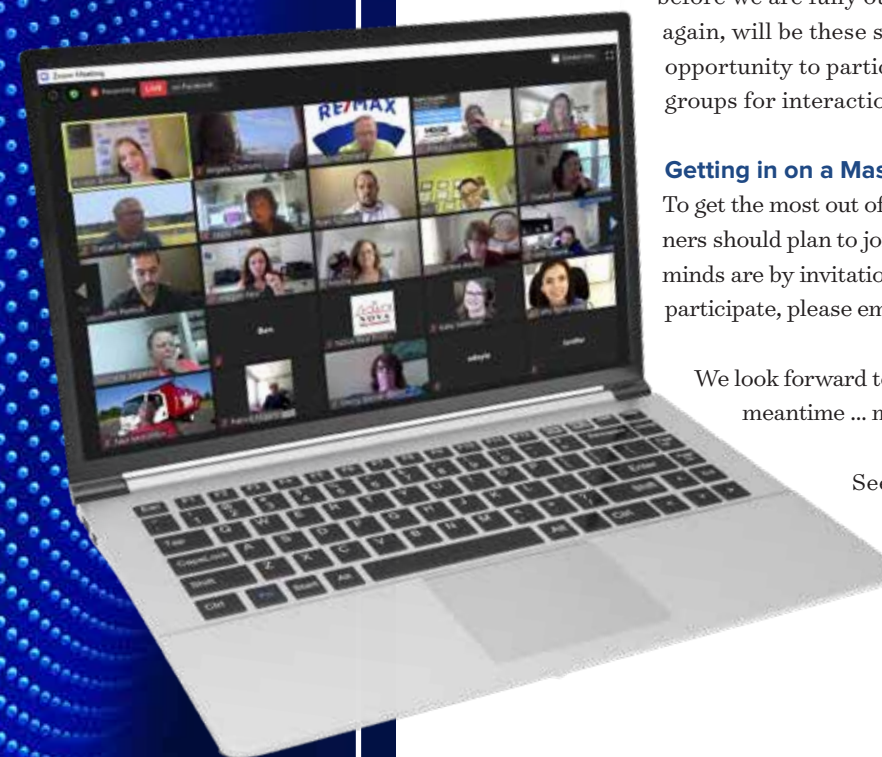
Getting in on a Mastermind

To get the most out of the *Real Producers* platform, Realtors® and Partners should plan to join us for a virtual mastermind. Future mini masterminds are by invitation; if you haven't heard from us yet and would like to participate, please email us at events@novarealproducers.com.

We look forward to seeing you all in person sometime very soon. In the meantime ... maybe we'll see you at an exclusive mini mastermind!

See you on Zoom!

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words by wade ◀◀
By Wade Vander Molen

are you *losing real estate business* because of **SOCIAL MEDIA?**

Real estate agents lose business all the time, and one big culprit is social media channels — especially Facebook. I've personally learned this lesson the hard way, and it was not fun.

Losing business on Facebook almost always stems from the belief that your “friends” and “followers” on social media have the same thoughts and feelings that you have. Those thoughts and feelings can apply to religion, politics, social issues, and more. It's very easy to type up a status or tweet quickly and hit “send” or “update.”

We might view ourselves as clever because we let our friends know what we stand for and why that stance is correct (in our opinion). But not so fast. Doing this over and over can and will cost you business — not to mention referrals — eventually. Here is the worst part: You won't even know that business is lost.

Be like Switzerland

As a real estate agent, you are a small-business owner. Yes, you work for your real estate company, but you are your business. When it comes to social media channels like Facebook, Twitter and Instagram, roughly 50 percent of your friends and followers could have different beliefs and views regarding a variety of political and social issues. There is nothing wrong with having strong opinions and beliefs, but blasting controversial content over

social media and making fun of the other side can be financially costly to your real estate business.

It is a bad idea to alienate half of your social media base when all of them are potential clients and referral sources. The old saying holds true here: “Business doesn't go away, it just goes somewhere else.” If you ramble about politics, social issues, or controversial topics, your social media base may not want to use your services as a real estate agent. And they undoubtedly will not refer you to friends and family. When it comes to these issues and posting to social media, it is best to be neutral — like Switzerland.

How to manage your social media moving forward:

- 1. Remain neutral on social media.** Your message is hitting your whole network.
- 2. Join Facebook groups that champion your politics and social agendas.** It is a lot more fun talking

to like-minded people than it is trying to convert others.

3. Think twice before hitting “send” or “update status.” Read your post again and consider whether it's appropriate. It might seem amusing to you right now, but others might not think so.

4. If you must chime in with comments and replies, offer valid points and present yourself well. Don't say anything that could discredit you, and resist the temptation to insult or belittle those who disagree with you, no matter what they post. Many other people see your social media comments and react to them.

5. You work hard to build your social media base and increase positive engagement. Never forget that everyone is a potential home buyer or seller who can also pass along referrals.

It can be tough to refrain from posting to let everyone know why you support a cause or to write a quick, snippy rebuttal to something you read online. The fastest way real estate agents lose business is by alienating parts of their social media base and driving that business away. Focus on positive social media engagement, and your base will grow and present more business opportunities.



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

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

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POWER OF ATTORNEY

By Janna E. Wolff, Esq.

— A Useful, But “Powerful” Tool

legal hotline

Powers of Attorney — Today, these documents have become almost commonplace in real estate transactions. With clients located all over the world, a Power of Attorney can be a useful tool in bringing a transaction to closing. However, as more people become familiar with this document, that familiarity can breed a careless disregard for it. In fact, a Power of Attorney is a very powerful document. It gives one person the authority to act for another in their stead. Powers of Attorney can be given very broadly, or they can be narrowly tailored. They can cover medical or financial decisions and can be indefinite or for a finite period. In one page, these documents can convey to another person extraordinary responsibilities. As

such, they should be approached with a significant degree of gravitas.

In real estate, we most often encounter the Power of Attorney (“POA”) when one party to a transaction is unable to attend closing. In that case, the Buyer or the Seller is requesting that they pass the responsibility for signing their documents on to a third party. The Buyer or Seller is called the Grantor. The person signing on their behalf is the Attorney-in-Fact (“AIF”). It is important to note that whatever document the AIF signs on behalf of the Grantor, the Grantor is now obligated to, in its entirety. It is as if the Grantor had signed the document themselves. In other words, the Grantor is really placing a lot of trust and faith in their AIF.

A Durable Financial Power of Attorney is a broad-based document giving the AIF power over all financial aspects of the Grantor’s life. They can give the AIF access to bank accounts, retirement accounts, real estate portfolios, and more. This type of POA may be given because the Grantor serves in the military and is on deployment. Their spouse is stateside and having to manage the joint financial aspects of their life. In other cases, the Grantor may be an elderly parent who is not entirely capable of managing their finances any longer. They may give this type of POA to an adult child, to help manage bills or avoid financial scams.

Specific Powers of Attorney are generally used when a party can-

not attend settlement. The Grantor gives their AIF the power to buy or sell a specific piece of real estate. The AIF is authorized to sign the purchase and loan documents or the sale documents. This type of POA should reflect the specific property by address or legal description and, in Virginia, should also reference the Virginia Code.

There are a few key pointers to keep in mind when utilizing a POA. All Lenders will want to approve a POA. This is the case, even if it is the Seller granting the POA. If it is a Buyer

granting a POA, the loan package will reflect this. Therefore, a POA should never be given as a back-up, as an option to pull out at the last minute should the Buyer decide not to attend. If the Buyer cannot attend settlement, the Lender and the title company will draft the loan documents to properly reflect the Buyer as the AIF on behalf of the Grantor. It is important to remember that Lender approval takes time. Therefore, early notice that a POA will be utilized is critical.

One other major point regarding Powers of Attorney is that all POAs are recorded in Land Records, alongside the Deed or Deed of Trust. Therefore, the title company will need to see the original POA. If the county electronically records, the title company

can convert the POA into a PDF and return it immediately. If the county does not electronically record its documents, then the original POA must be mailed to the Land Records office. This can be a challenge for the broad-based Durable POAs where the Grantor or AIF may only have one original POA.

The Power of Attorney is a valuable tool in our arsenal. However, it should not be taken lightly, and, when contemplating its use, let everyone know as soon as possible.



Janna Wolff has been a licensed attorney and settlement agent for over 20 years. She joined MBH Settlement Group in 2018 and has been leading their Fairfax office as the Managing Attorney. Janna also lives in Fairfax with her husband and two teenage sons.



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QUARANTINE SPECIAL FEATURE

NOVA REAL PRODUCERS TRIBE IN LOCKDOWN

Since the COVID-19 outbreak in early 2020, individuals around the globe were forced to make changes to almost every part of their daily lives, especially those in careers that thrive on conducting business in a personal, face-to-face manner, such as real estate.

Here's an intimate look at how members of our NOVA Real Producers community have adjusted — rising to the occasion, facing the challenges, pivoting, adapting, thriving...



Photo by A. Claire Vision Photography



Nikki on a hike at Loudoun Heights Overlook.

Nikki on a family Zoom call.



What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Leave groceries in car unless perishable, perishable wiped down before entering house. Finally, ordering delivery and emptying dishes from take-out containers to our clean ones while wearing gloves.

What are you focused on?

Gratitude and giving back.

What are you grateful for?

Time with my daughter, more in-depth conversations with old friends and family.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Connection with long-distance family, and time to read.

What does your daily routine look like now?

Now more normal. Wake and journal, prospect and care calls, followup, and market research.

What new challenges are you facing and navigating?

Showing in mask and gloves, and sellers wanting to wait.

How has the “good” of humanity shown up during this time?

People reaching out and checking in, and office supporting others.

NIKKI RYAN

Keller Williams Realty

How has the pandemic affected your business?

Lots of sellers waiting, business paused for while, now picking up.

How has the pandemic affected your family/home life?

As the mom, am dealing with everyone's feelings and anxiety and my own. Feeding my mind with positive and new habits.

Are you continuing to conduct business? If so, how?

Yes, business in mask.

What are you currently doing differently?

Virtual meetings and paperwork.



PJ MOORE Donofrio & Associates Inspections

How has the pandemic affected your business?

The pandemic has affected our business in being prepared to handle the changes in doing virtual inspections. We are definitely slower than usual, but folks are still buying and selling homes!

Are you continuing to conduct business? If so, how?

I am conducting business via phone, email, and virtually.

How has the pandemic affected your family/home life?

The pandemic has affected my home life by creating more at-home time, which allows for catching up on reading, TV shows, movies, being creative in the kitchen, walking and riding bikes, as well as more time to keep in touch with family and friends.

What does your daily routine look like now?

Coffee first! I check emails and the calendar for the day. I usually make a list of everything I want to accomplish. Shower, dress, and get to work!

What new challenges are you facing and navigating?

It is a challenge not to be able to get out and socialize.

What are you currently doing differently?

I wouldn't say I am doing much differently, other than it's more about how I am connecting with people. More one-on-one phone conversations, virtual meetings, presentations, webinars, masterminds, and happy hours.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

I have created some rest time by time blocking with 20 to 25 minutes of work, then a five-minute stretch, snack, drink, or closing-my-eyes break. Helps to keep me focused, since I am not used to sitting behind a desk all day!

What are you focused on?

I am focused on connecting to our clients, teams, and brokerages. Meeting new agents and telling them about our amazing inspections services.

What are you grateful for?

I am grateful for a good job with an amazing company and team, as well as the ability to work from home.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

It is a gift to learn how to set up and navigate new programs. I feel like I learn something new every day, which helps to keep me current and accomplish my job more efficiently. I feel like I am connecting better with people, since we are all going through the same thing.

How has the "good" of humanity shown up during this time?

Our neighborhood has a weekly drop-



PJ Moore (middle), her roommate, Kelly Whelan (front), and friend Susan Kinsinger (rear), on a beautiful bike ride on the C&O Canal on Easter Day, 2020.



off site for food pantries and donations to feed our local hospital and first responders.

PJ Moore is a valued NOVA Real Producers partner. To contact Donofrio Inspections, call 703-771-8374 or visit www.DonofrioInspections.com.






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Andrea continues doing business with several more safety precautions.

ANDREA SCHATZ HAYES

Schatz Hayes Homes
at Living Realty, LLC

How has the pandemic affected your business?

It has made me focus on contacts and hone in on what I do best, which is connecting without a sales pitch.

Are you continuing to conduct business? If so, how?

Yes, we are still working, with some slight variations to ensure we, as well as our clients, stay healthy.

How has the pandemic affected your family/home life?

For the most part, we are homebodies, however we like to be outside playing and chatting with neighbors. My par-

ents are always popping by, so we miss that too. We are trying to spend more time playing board games and watching shows together. The hardest part, other than less contact with friends, neighbors, and family, is balancing out the schoolwork with two working parents.

What does your daily routine look like now?

It looks more flexible, for sure.

What new challenges are you facing and navigating?

The newest challenge, for me, is figuring out how it is all going to look once everything returns back to the new normal.

What are you currently doing differently?

We have actually not been using lockboxes in occupied homes. We are having our clients open all doors and turn on all lights. This way, the agent is only walking through the doors, and the prospective buyers don't have to really touch a thing.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

I am walking at least 6K steps a day, and have pushed back my morning routine one hour later. I still keep a very similar routine, especially my miracle mornings.

What are you focused on?

Self-care and the mental wellbeing of my family.

What are you grateful for?

A home that I love, with people I adore in it!

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

The slowdown has some major perks. No rushing from work to school to practices, etc.

How has the "good" of humanity shown up during this time?

People that never waved, wave...people that never smiled, smile.



Andrea says there are lots of pluses with quarantine...like s'mores!



Andrea became a first- and second-grade teacher.

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Fred is happy that someone considers him “essential,” and still works out of MBH HQ every day, but it’s much more casual.

FRED WESTERLUND

MBH Settlement Group

How has the pandemic affected your business?

Fortunately, decisions we’ve made over the last three years positioned us well for this environment. We adopted our first eClosing platform two years ago, and our VPN infrastructure, eRecording, cloud-based software, mobile app, and remote EMD tool are all

essential and are enhancing the client experience every day.

Are you continuing to conduct business? If so, how?

The fundamentals haven’t changed; our goal has always been to put our clients, communities and colleagues first. The difference now is that

the COVID-19 crisis has inspired us to be incredibly creative and flexible in achieving these goals. Business has been booming, we really haven’t felt a downturn at all. My heart goes out to our neighbors and friends who’ve not been so fortunate.

How has the pandemic affected your family/home life?

Other than my high-school senior not getting to experience beach week, prom, varsity soccer, etc., we’ve adapted fairly well. We’ve spent more quality time together as a family. My wife and I are going on daily walks and we’re having more family card games, board games, puzzles, and movies. We even have my oldest home from his freshman year at college! Not sure that he’s happy about that, but we certainly are.

What does your daily routine look like now?

I still get up early to exercise and check the news and my goals for the day. However, with no events to host or attend, I have been driving into our main office every day. It’s very unusual for me not to be driving all over the D.C. metro area for meetings and other events. I’m arriving home earlier in the evening, and enjoying long walks and relaxing with the family at home.

What new challenges are you facing and navigating?

The initial challenge was to determine how to continue to serve our clients while keeping everyone safe. There was a constant inflow of information from what seemed to be an infinite number of sources, the information changed rapidly and was often contradictory. Things have settled down and we’ve deployed the technology and innovations we had already invested in in new ways.

What are you currently doing differently?

On a daily basis, more of our colleagues are working from home, and we’ve embraced video technology like never before. It’s not “business as usual,” obviously, and we’ve been impressed by the creativity of our clients, partners, and MBH colleagues. We have developed a full array of closing options from hybrid eClosings



Fred welcoming Marta Bingham to MBH, with the obligatory hand-sanitizer.

to parking lot and driveway closings and traditional office and power-of-attorney closings — with appropriate social distancing and deep cleaning, of course. We’re ready for full-blown 100% RON eClosings as well. We’re going above and beyond CDC guidelines to protect our clients, partners, and colleagues.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Personally, in addition to spending more time with the family, my fitness routine has been more consistent, and I’ve been reading more books. Professionally, my communication has been less task-oriented and more wellbeing-oriented, checking on people and ensuring our teams, clients, and partners have the information and assistance they need.

What are you focused on?

This is a very interesting time. From a business perspective, I’m excited about adopting some of the changes we’ve made during the crisis and using them going forward. For example, will eClosings become more commonplace? If so, we’re ready. This has been an opportunity for MBH to differentiate itself versus less nimble, less prepared, and less resourceful competitors. I’m focused on leveraging our advantages into the future, post-crisis world. Personally, I’m enjoying the increased family time and determining how I can be giving back to others less fortunate.

What are you grateful for?

Where do I begin? I’m grateful for the amazing team at MBH, my incredible family, the health of our friends, clients, and partners, and the resilience of our community — and, truthfully, of this entire nation. I’m also thankful for the fact that my elderly parents are being more careful than I had anticipated! My brother and I were a little concerned about their willingness to self-quarantine.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Without a doubt, for me, the big silver lining has been the increased amount of time I’ve been able to spend with my wife and four children.

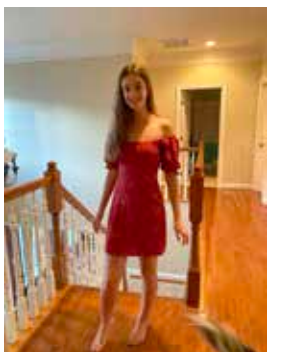
How has the “good” of humanity shown up during this time?

Every day, there are examples of heroism and generosity in our communities and across our country. It’s really beautiful and encouraging to be reminded of how selfless we can all be, and how we tend to band together in the face of great adversity.

Fred Westerlund is a valued NOVA Real Producers partner. To contact MBH Settlement Group, call 703-277-6806 or visit www.MBH.com.



Nick and John Westerlund getting too much screen time and not keeping the den clean.



Hailey Westerlund, happy that you can still order clothing online and have it delivered.



Joseph and John Westerlund violating social distancing requirements on the water.



John Westerlund building his first computer.

Annie makes sure she gets outdoors for some exercise and natural light.



ANNIE CEFARATTI

The Busy Blondes
at Keller Williams Realty

Annie is still working to serve her clients.



Annie taking time to taste the coffee and smell the roses.

How has the pandemic affected your business?
Serious buyers are out, and we are working harder than ever and transacting!

Are you continuing to conduct business? If so, how?
Carefully, but fully.

How has the pandemic affected your family/home life?
Closer than ever.

What does your daily routine look like now?
Care calls!

What new challenges are you facing and navigating?
Showings and in-person meetings.

What are you currently doing differently?
Mask, gloves, individual appointments, and virtuality.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?
Putting more disciplines in place!

What are you focused on?
Helping clients sell their homes. We are a listing team.

What are you grateful for?
Opportunity to help.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?
Growth.

How has the “good” of humanity shown up during this time?
Kindness prevails!

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JOSH GREENE & ROBERT DINH

Eastern Title & Settlement

How has the pandemic affected your business?

We have actually had to perform virtual settlements or RON closings, closings in parks, closings in the backs of cars, closings in garages. Check out our Instagram, Facebook, LinkedIn, and YouTube.

Are you continuing to conduct business? If so, how?

Yes, we are growing our business, so if you have an issue with a title company being closed or not being flexible, we are here, and we are open and thriving.

How has the pandemic affected your family/home life?

I actually am spending more time with my loved ones and am more present than I usually am. I am always working, so it's a nice shift — or pivot.

What does your daily routine look like now?

Thinking about next month, and what is going to

happen, and what we need to do to stay ahead of the curve.

What new challenges are you facing and navigating?

Conducting the settlements in a way that everyone is safe and feels safe.

What are you currently doing differently?

Everything. Every day, we are evolving.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Definitely staying away from people shaking hands, and making sure we have sanitizer, gloves, and mask to make sure our staff and clients are safe and stay safe.

What are you focused on?

Growing and helping our network of clients, friends, and family with what they need right now. We had a client looking for rubbing alcohol, and we found it and delivered it to them. We have sanitizer and gloves for anyone who needs them, while supplies last, though.

What are you grateful for?

To be able to help the community.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

We are actually becoming more virtual, if even possible, in our industry. We have access to video

conferencing clients when we weren't thinking about it before.

How has the "good" of humanity shown up during this time?

Our company has really come together and become stronger, and the commitment is showing to our clients.

Josh Greene and Robert Dinh are valued NOVA Real

Producers partners. To contact Eastern Title & Settlement, call 240-403-1285 or visit www.EasternTitle.com.



Robert Dinh, Account Executive/Settlement Agent with Eastern Title, is still hard at work during quarantine.



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BRYAN FELDER

TVRG Homes at RE/MAX Gateway

How has the pandemic affected your business?

Forced us to integrate more technology and work more virtually.

Are you continuing to conduct business? If so, how?

By supporting the team with launching an interactive virtual program and providing supplies (i.e., gloves, sanitizer, and wipes), we are able to still continue to sell homes.

How has the pandemic affected your family/home life?

Spending more time with my twin teenage girls...family breakfasts, dinners and Felder movie nights.

What does your daily routine look like now?

Wake up at 5 a.m., journal, meditate, change my voicemail, write 10 notes every work day, work out for an hour, shower/get ready, then make breakfast. Before 9 a.m., have to do 10 text videos to database. Calls to database for 30 minutes, then our team huddle (Mon., Tues., Thurs., and Fri.) or team meeting (Wed.). Calls to database, then Zoom call with business partner, break for lunch with Bethie (my wife), then back-to-back Zoom calls, then a webinar, and then work on cases. Wrap up with setting three B2B calls for the rest of the week or for the following week. Shut down around 6 p.m. and make dinner with family, then downtime with Bethie...go back to computer around 8:30/9 p.m. until 10 p.m.-ish.

What new challenges are you facing and navigating?

Continuing to keep the agents and staff engaged and motivated. Also, showing active clients that this is a season that will pass and to see that this is a good time to make a move. Financially — making sure we are cutting unnecessary costs and only invest in the tools and systems we need.

What are you currently doing differently?

Where 90 percent of my previous workday was outside the office, now 90 percent is in my home office. I also tripled my daily contacts touchpoints.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

My routine is fairly the same except it is more virtual. Still wake up at 5 a.m., work out, focus on proactivities and serving the team.



Bryan's TVRG Homes team at a client appreciation bowling event (Al Pham, Kristen Harlow, Kathy Truong, Janice Spearbeck, Sadie McGann, Bryan Felder, Heather Medina, Becky Green, and Andre Gutierrez).

What are you focused on?

Making sure I am creating mindshare to our database...teeing things up for when the levee breaks and we get back to being able to get engage more in-person with our clients and business partners.

What are you grateful for?

My family and my team...both are making the best of this situation.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Our business has seen a dip, but, overall, morale is up, and we



changed and continue to change how we serve. I also have been able to be more intentional and engaged with our brokerage. Best thing is, we have a strong company culture that is enduring, and is adopting this change with open arms. Nice to see the team get stronger, not weaker.

How has the “good” of humanity shown up during this time?

I've seen agents come together more and work harder to keep the transaction as smooth as possible. Also, investing in my business partners and supporting the local community has been very rewarding!



Bryan at a Mexican restaurant for a team-building event.

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Tony in front of a condo building he was about to do an inspection at.

TONY FERNANDEZ

Rn HomeTech Home Inspection Services

How has the pandemic affected your business?

Home Inspections have come to a virtual standstill. From an average of 10 to 12 weekly to perhaps one or two.

Are you continuing to conduct business? If so, how?

Reaching out to REALTORS® via email and social media.

How has the pandemic affected your family/home life?

I live alone and my kids, siblings, etc., are dispersed throughout the country and in Canada, so not really that much.

What does your daily routine look like now?

Trying to strike a balance between getting work done, learning, doing stuff that needs doing at home, getting some exercise, and staying in touch

with friends and family. Succeeding at not stressing out.

What new challenges are you facing and navigating?

Too much time on my hands.

What are you currently doing differently?

Controlling exposure during the inspection by wearing protective clothing, limiting attendance, disrobing in my garage once home. Cleaning equipment. Basically, just using common sense, following guidelines, and taking precautions.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Have gone to wearing an overall instead of my regular uniform at inspections to prevent contamination and potentially bringing virus spores into my home. Requesting buyers and REALTORS® to *not* attend the inspections. Having a video or conference call at the end of the Inspection to recap findings. And we are experimenting with the possibility of using body cams or other methods of filming a virtual inspection.

What are you focused on?

Staying healthy. Taking online courses, certifications, and CEUs to further improve our knowledge base. Learning new skills, such as filming inspections, vLogs, and other media. Exploring new avenues of growing business, such as having become part of the *NOVA Real Producers* family.

What are you grateful for?

My kids. My health. My kids' health.

What are the surprising gifts, blessings or silver linings in the midst of this crisis?

The opportunity to slow down, reas-

sess life, goals, and needs. And the time to act upon them.

How has the "good" of humanity shown up during this time?

The jury is still out on this one. Times of crisis typically increase peoples' empathy towards others and their generosity and willingness to help. And whilst that has been evident this time around too, we have also seen the less flattering side of human nature, perhaps because instead of a regional catastrophe we now face a worldwide threat.

And small but critical things like hoarding essentials, when supply lines and production is impacted, have increased rather than decreased. One can only hope that humanity learns that we are all so closely interconnected that we must rely on *everyone* else for our collective well-being. Hopefully, humans will finally embrace our humanity.

Tony Fernandez is a valued NOVA Real Producers partner. To contact Rn HomeTech Home Inspection Services, call 301-221-0357 or visit www.RnHomeTech.com.



Tony in his home office, writing inspection reports, wearing the latest in COVID stay-at-home inspector-wear.

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**Photo from Kelly's
blog post on her
website, titled
"COVID Update_
How Real Estate
Keeps Moving."**

so I've missed closings. I have always attended closings. I'm making it a point to send out my closing gifts in advance to the clients. I want them to continue feeling my presence all the way up to the day of settlement and beyond.

How has the pandemic affected your family/home life?

Not much affected. We both work from home, anyway. I've been able to get out daily for appointments, errands, and groceries, as needed.

What does your daily routine look like now?

Not much has changed. I am proud to say I kept my routine and my good eating habits. I know, from past experience, if I don't, my mental clarity and energy will suffer. So I'm up at 6 a.m. *every single day*, seven days a week. Two-mile dog walk, breakfast, shower, dress (in regular clothes), and be ready for video calls or meetings, should they arise. Even if my calendar is blank today, I do the same routine. I get "pop up" showings or listing appointment requests all the time. I'm happy to be the one they call because they know I'm ready. Always be ready!! I've used this pandemic as an excuse to challenge my normal courses and help me grow. I use any downtime to listen to podcasts or audio-books that give me inspiration.

What new challenges are you facing and navigating?

Just helping people realize the market will come back and that now is an excellent time to put the house on the market. We can work around all of your concerns. Once they understand that we can get those on the market who have hesitated, we'll see a large inventory coming on in a few months. I am trying to help those who want to be ahead of the big wave!

What are you currently doing differently?

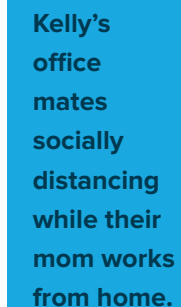
Scheduling virtual open houses, more interior property tours. I typically only do floorplans and virtual tours for the \$1M properties, but we are now doing it for every property. Pre-screening agents/buyers going to my listings to make sure they are pre-qualified and are not showing any symptoms. Asking all to wear masks and gloves. I provide shoe covers for all of my listings, so those are onsite.

How has the pandemic affected your business?

I've been busy, but not the typical "spring" busy. It's affected the number of in-person appointments I've had, and it's been slower than normal for me.

Are you continuing to conduct business? If so, how?

Yes, for sure conducting business. Wearing masks to any in-person appointments — listings, showings, appraisers, inspections. Some title companies ask agents not to attend,



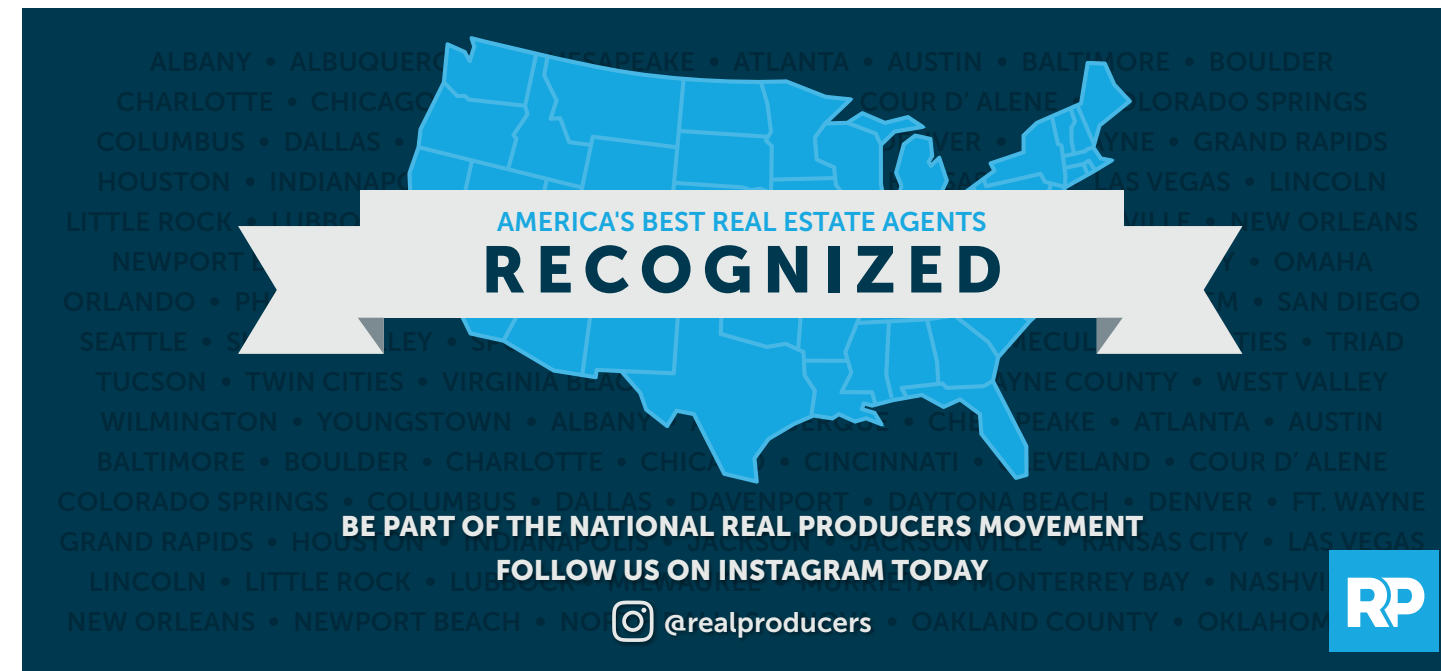
traffic, that we get online traffic, and they are made aware of the efforts and see the results. Keeping in contact with people now is more important than ever! — even if just to see how they are doing or if I can bring them anything.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Oddly, having time to do things. Before, I was so busy, work was always my excuse. Now, when I have some downtime, I'm seeking out Zoom conference calls to see people and hear them talk about challenges. Any calls — professional or with friends. I've been going on four to five calls a week when I can! I have a client who is also a scientist with NIH. She's been a huge help to me with education and information on the virus, and just a great friend. The benefit is on both sides. She lives alone, so I know she needs to talk to someone. I'm happy to be that friend. Our time is a gift we give to others.

How has the “good” of humanity shown up during this time?

The sacrifice and endurance of our medical community has astounded me.





KEVIN WHEELER 123JUNK

How has the pandemic affected your business?

It has definitely caused a slowdown in business. It has made us think outside the box and try to continue to innovate. As a company, we decided we can either sit back and let this pandemic take us down or we can face it head-on. We chose the former. We are fortunate to have amazing employees who are not only willing to work during this, but grateful to be employed.

Are you continuing to conduct business?

If so, how?

We are trying to limit human contact as much as possible. Business as usual, but keeping social distancing and discounting curbside or as garage pickups.

How has the pandemic affected your family/home life?

It has given me the opportunity to spend more time with my family, which is definitely a positive in all of this.

What does your daily routine look like now?

Wake up early. Work out, meditate, and read. Jump on our 8 a.m. sales call. Connect with clients throughout through calls, presentations, emails, and Zoom conferences. Run at lunch. Make dinner and spend time with the family.

What new challenges are you facing and navigating?

Being at home all the time with distractions. Also, I love seeing people face-to-face, so not having in-person meetings and networking events is tough.

What are you currently doing differently?

We are making sure to have all correspondence done virtually and have no exchange between staff and clients (including collecting payment). We are sanitizing the trucks every day. All staff are wearing new masks and gloves every day. We have multiple discount specials in place for all clients who place items outside the property or in the garage. We also are encouraging clients to not be there when we do the pickup, if at all possible.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

I have been trying to keep a routine, just as I would if the coronavirus was not around. Waking up early to read, meditate, and work out. Also trying to go on a run at lunch at least three times a week. Lastly, try to play golf at least once a week to get out in the fresh air and do something I really enjoy.

What are you focused on?

On bettering myself and looking out for the loved ones around me. My opinion is, you can sit back and sur-

render to this pandemic or use it as a opportunity to improve skills you might not have the time to in a busy market.

What are you grateful for?

For my fiancée and my family. Also, very grateful our company is still open and that we have an amazing staff that is willing to brave the current climate to help our clients.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

We have had the opportunity to win some new clients and really develop the way we do business. "Operation Curbside" and working with HOAs on bulk trash have been hugely successful for us!

How has the "good" of humanity shown up during this time?

People coming together! I really see the good in people every day. Talking to so many people on the phone, it feels amazing to have such a supportive community. What usually would be a two-minute conversation turns into a 30-minute conversation, and people genuinely care about your wellbeing!

Kevin Wheeler is a valued NOVA Real Producers partner.

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Kevin and his new puppy, Bella.



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For Kim, it's still business as usual.

I get online and check emails and text messages, make calls, and follow-up emails, then a little bit of housework and lunch with the family, then back to work for a few hours to tie up the day. I actually get offline after dinner, for the most part, when before, I would come home and jump online after dinner, working a full day, but now you have to have a schedule and follow it or it will all run together.

What new challenges are you facing and navigating?

Missing the personal touch! Zoom is great, but not the same. Giving

closing gifts in-person to see reactions. Feeling like I'm in a rut and need Starbucks and outside meetings.

What are you currently doing differently?

Oh yes, as stated above, almost 100% virtual. I use Matterport videos on my own listings and ask for pre-approvals from the buyers prior to entering. I also do a short interview with agents, just making sure this buyer is ready to write an offer. For my buyers, if other listings don't have good videos or Matterport for my buyers to see, I go out and FaceTime with them throughout the home. We do virtual home inspections, virtual walkthroughs, and virtual settlements (buyers must show up to sign, but they are in a room by themselves, with the closer in another room). I'm on the Zoom call for closing.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Being at home allows me to get things done around the house. I haven't used my housekeeper I so desperately needed before. I am noticing things that need to be done around my house, am doing the things I don't need a contractor for, and making a list for the other things.

What are you focused on?

Touching base with my large database. If people aren't ready now, we can make a plan for when the country reopens.

What are you grateful for?

My health, my family's health, our ability to work from home (except my husband), and grateful for a new perspective on doing business virtually and not feeling like I need to run around all over the place. Having more of a work-life balance.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

How much you can do virtually! How much you can get done when you start from home, remove the commute, and get things done.

How has the "good" of humanity shown up during this time?

When our country needs Americans to band together, we do what we need to do! We are so strong together and prove it in time of needs. Helping the elderly stay safe. Helping others find things that they need. Being a positive sounding board for those who are struggling. Feeding the people that need it most. We are busy as a country, but when we need to come together, we always do!

KIM CHAMBERLAIN

RE/MAX Allegiance

How has the pandemic affected your business?

It has changed the way I conduct my business.

Are you continuing to conduct business? If so, how?

Good! Still doing things, but I have changed things to be almost 100 percent virtual. I had four closing at the end of March, four at the end of April, and two so far in May.

How has the pandemic affected your family/home life?

It's just giving me more time with the family that I thought I didn't have. I was always stressed out trying to get business done and allocate family time.

What does your daily routine look like now?

Wake up to coffee and personal time. Ahh...Then



Lynne at a real estate closing in client home, where the attorney came to them, and they were distanced, masked, and gloved.

What does your daily routine look like now?

Getting up early to row on the Hydrow, then setting my schedule for the day, follow-up with sellers and buyers, online meetings, we are cooking more while at home, Joe is working hard on his garden...everything is pretty much the same, except more distanced.

What new challenges are you facing and navigating?

I am a people-person; isolation can be tough, so I spend more time on phone calls. I worry about keeping my sellers' homes safe, and spend more time prepping the home for a showing and then disinfecting it after. I worry that we will have a second round of virus when we do open, and how long it will take for the economy to recover...but for all my worries, I know that *He* is in charge and will be by my side.

What are you currently doing differently?

Conducting open houses by appointment only, only two adults per group.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

More electronic and virtual contact, taking precautions with clients.

What are you focused on?

Initially, we made contact with our clients to see if they needed anything. Now, we are busy helping our sellers prepare their homes for market, putting more systems in place while we work from home, and getting prepared for the delayed Spring Market to explode in June and July.

What are you grateful for?

The health of our first responder children, that we now can see a glimmer of sunshine in the re-opening of business, and that Real Estate is an essential business that allowed us to work safely through the quarantine.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

We connected more with family and friends using technology, we had time to take a breather and get our business more organized, that I purchased a Hydrow rower that has become my escape and daily workout.

How has the "good" of humanity shown up during this time?

Many good things — online Mass (our priest writes a daily newsletter that inspires and keeps us strong), really kind and grateful clients, friends and family. Because our family is doing well in our business, we are able to be more generous in return.

LYNNE MCCABE

Keller Williams
Capital Properties

How has the pandemic affected your business?

We have stayed very busy, I am carefully showing homes nearly every day and have listings coming on the market. Good homes are selling in days with multiple offers.

Are you continuing to conduct business? If so, how?

I am capitalizing on technology to market my listings — virtual tours, drones, social media. When I show property to buyers, wearing masks, using Lysol-sprayed paper towels to open doors and clean hands. Contracts and closings are handled electronically and virtually.

How has the pandemic affected your family/home life?

I love to be out among people, so staying home is hard. Also, our house is not really conducive to three adults living so close.



Natalie and Curt with their three fur baby shih tzus, Coco, Casey, and Mandy.

NATALIE MCARTOR

Long & Foster Real Estate

How has the pandemic affected your business?

Sales in units are down about 40 percent.

Are you continuing to conduct business?

If so, how?

Safely showing properties and adding gloves, booties, and masks to homes I am listing.

How has the pandemic affected your family/home life?

Made relationships with husband and clients stronger.

What does your daily routine look like now?

Same as before — meditate, read, work out, and get dressed for Zoom calls.

What new challenges are you facing and navigating?

Finding more listings.

What are you currently doing differently?

Covering up with masks and gloves.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Sanitize my hands 20 times a day.

What are you focused on?

Communicating with my database.

What are you grateful for?

Being healthy and my Buffini coach.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Stronger relationships.

How has the “good” of humanity shown up during this time?

People wanting to connect.

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RITU DESAI

Samson Properties

How has the pandemic affected your business?

The impact on the housing market and my personal real estate has been mixed in the Northern Virginia area. My buyers, who are looking for a long-term commitment to living in the home, have not frozen their home search. Similarly, the sellers who are looking to cash out and move on to their next chapter of life are listing their homes. It is not the same as pre-COVID and/or manic Spring Market. But I am personally loving it. It is a very balanced marketplace.

Are you continuing to conduct business? If so, how?

My mom was a nurse... It brings back memories of her coming back from the hospital and scrubbing to avoid spreading germs/infection.

How has the pandemic affected your family/home life?

Definitely a lot of anxiety. Every time I am out showings homes, my family has worried about my health and safety. Having been blessed with a healthy and supportive family, I have continued to serve my clients. I am also helping fellow REALTORS® with their clients who cannot go out due to their health challenges. Things are not normal, but taking a day at a time.

I keep a small set of clothing I can throw in the washer every time I go out and show homes. Wearing a face mask, hand gloves, and using hand sanitizer every time I walk in and out of a home. Shoes get wiped down. The jacket stays in the garage. And the drill continues every day I go out and come back home.

Hosting lots of virtual appointments!

What does your daily routine look like now?

I tried to keep up with the similar pre-COVID routine. Still waking up early, exercise, meditate, keep up with the market, marketing, reach out and check on family far away, and ensuring I do one thing every day to support someone or something in the community. It could be a fellow REALTOR® who needs help, or going out to buy groceries for a neighbor who is high risk, or just calling and checking on friends to see how they are.

What new challenges are you facing and navigating?

Answering the unknown. What will be the Northern Virginia real estate market post-COVID-19? This is uncharted territory. The economic uncertainty of not knowing how and what will happen next. Being mentally healthy and taking a day at a time.

What are you currently doing differently?

Definitely ensuring the buyers and sellers I am working with are very well qualified and serious about their selling or buying decision. It is not a time for browsing or just to test the market.

I have added numerous tools, like virtual tours, virtual open houses, and 3D tours for the safety of the public to all my listings. Hosting virtual listing appointments for my home sellers. Buyers relocating out of state, who cannot visit a listing during lockdown, I have hosted Zoom meetings for them.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Real estate was never a stagnant business. Being in the industry for 16 years, I have evolved, and the midst of pandemic is no differ-

ent. Adding technology, learning online classes, and being extremely mindful of the safety and wellbeing of our clients/family.

What are you focused on?

Being mindful of the times we are in. Volunteering and supporting people in need.

What are you grateful for?

Very grateful to have a supportive and healthy family. Truly grateful to technology to help us navigate during the tough time. So grateful to be able to pause and spend time with loved ones.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

How empathetic and compassionate human beings are. In the midst of crisis, seeing friends and family support those in need. Community drives that are helping those in utter need. With all the stressful news around us, keeping some sort of sense of humor and positive perspective.



Ritu staying strong and working through rain, shine, or COVID-19.

How has the “good” of humanity shown up during this time?

Everywhere. Seeing a friend sew masks for essential workers, fundraising, donating food to those in need, being mindful. A lot of Zoom time with family I would have not seen or talked to from various continents.

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LAURIE MENSING

Long & Foster | Christie's International Realty

How has the pandemic affected your business?

It has become more streamlined, and I am not wasting time doing things I don't have to do. It's not because I "should," but rather because it is required or necessary.

Are you continuing to conduct business? If so, how?

As I always have, but using gloves,

masks, and hand sanitizer in my car! My buyers drive in their own vehicles.

How has the pandemic affected your family/home life?

Thankfully, no one has gotten sick in my home or nucleus of "my tribe." So I can say it has been somewhat positive, in a way. I am more conscious of my sleep, physical activity, eating habits, and have had a bit of time to

actually read and do some needle point! My time schedule is more consistent because I am not jumping to try to be everywhere and be everything to everyone.

What does your daily routine look like now?

Sleeping in a little longer in the morning.

What new challenges are you facing and navigating?

Conducting a home inspection without physically being inside the house. This was a first!

What are you currently doing differently?

I have introduced more video.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Set up my work station from home, more casual dress, and not engaging face-to-face unless I have to.

What are you focused on?

Routine.

What are you grateful for?

My health and family.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Eating at home, walking my dog, less stress, truthfully.

How has the "good" of humanity shown up during this time?

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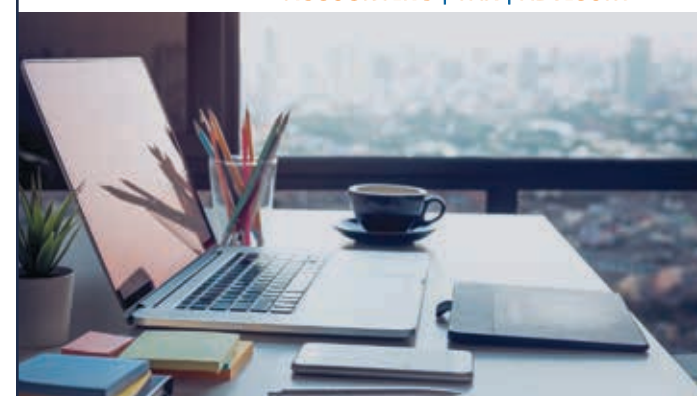
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KRISTIN BRINDLEY NOVA Real Producers

How has the pandemic affected your business?

As a serial entrepreneur, my businesses have been affected. We doubled our efforts for a couple months and pivoted quickly, so, fortunately, most haven't slowed too much. Another business emerged from the change occurring. Change creates opportunity.

Are you continuing to conduct business? If so, how?

Virtually, on Zoom.

How has the pandemic affected your family/home life?

Home life for me has been mostly a blessing. More quality time with family from lack of transit time. Kellie has been able to work at NASA from home, and I have been able to do all of my appointments via Zoom or over the phone. We are extremely fortunate to have an au pair during this challenging time. I can only imagine the challenges I have seen most parents navigating. Both parents at home working and doing their best to educate and pay attention to their children. We are humans; cannot split ourselves in two. Being okay with doing our best has to be enough.

The biggest challenge, for me, has been seeing Avery and Kellie home and staying in my office working. The challenge isn't in doing it. It is in the disappointment they have of not spending time with me. If I treat my business and personal development as a calling, it

flourishes. If I take advantage of the freedom my position affords, I may risk the security of my employees and all the people that depend on what we do for their livelihood. There comes a point when it is no longer just about you and your family. It is about all the families you also affect.

What does your daily routine look like now?

Same. Up at 5 a.m., miracle morning, Avery time, let's go.

What new challenges are you facing and navigating?

Family wanting to spend time during the workday. Leadership fatigue sometimes. Feeling like I am needed to lead in mindset and help people with a positive perspective. How might we do this? How can we act now? Action is immediate medicine for melancholy.

What are you currently doing differently?

I am habit stacking, as normal. Routine hasn't changed, to a great extent.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Fifty-minute appointments and 10 minutes between, to finalize actions from the last meeting, and prep for the next meeting.

What are you focused on?

Growth, adding value to all those I touch.

What are you grateful for?

The ability to adapt and grow. Very fortunate to be able to adapt and grow.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

With the new venture, I have reached out to people from many phases of my life. I have found a very humbling



theme. We have heard a few times, "If Kristin is involved, I'm in." There are people from all stages of my life with this theme. I have been humbled, and am very committed to continuing to do all we set out to do. This feeds the fire that is my resolve. I always laugh, and yet...#blessed.

How has the good of humanity shown up during this time?

In so many ways. Communities supporting the local restaurants and hospitals, PPE being bought and sent to front-line workers. Food being delivered to those in need.

People are stepping up in many ways. Communities of support are being founded.

Kristin Brindley is the Owner and Publisher of NOVA Real Producers.

To contact Kristin, call 313-971-8312 or visit www.novarealproducers.com.



Photo by Ryan Corvello Photography

WE
CAN
DO
THIS

cover story NOVA REAL PRODUCERS TEAM IN LOCKDOWN

The Team: Angela Clemons, Ellen Buchanan, Wendy Ross, Michael Abella, Kristina Richardson, Yhan Rivera, and Mark Celeste.

What new challenges are you facing and navigating?

Angela: The constant adjustments to the unknown, while maintaining some normalcy.

Ellen: Finding peace amidst a lot of news, noise, worry, social media craziness, and stressed-out loved ones. I try to practice positivity to not only help those around me...but to help (and convince!) myself.

Wendy: Of course, I could say the PC thing and state that I face the challenge of working around my family now, but the reality for everyone in this country is the amount of food we go through with everyone home. I never realized how much my kids can eat!

Michael: What will be the “new normal”? How will the RE market react to not only COVID-19, but the downturn in the oil and gas industry, and many other things? With a few changes in our everyday routines, I feel we can overcome the challenges.

Kristina: Technical issues, and the programs for keeping up with the masses sharing the same bandwidth.

Yhan: The bills are piling up, and packages and shipments are being delayed.

Mark: Just trying to stay positive and find new ways to keep my family safe and healthy through this pandemic.

How has the pandemic affected your family/home life?

Angela: It has given me more tolerance and compassion as to one's personal space and desires.

Ellen: My elderly, widowed mother was mostly left by herself during the pandemic, which has been sad and bad for her. I live at a distance, so can't get over as often as I'd like. Now (late May, as I write this), with things opening up, my sibs are feeling braver and have started seeing Mom again. Thank goodness!

Wendy: We definitely spend more time together as a family since everyone is now at home full-time.

Michael: Life is good. Our family is just the five of us (me, my parents, younger sister, and Champee, our

...



“Our team, sticking together even with the fear of uncertainty. Our family members, each stepping up to help others adjust and keep moving forward in new ways.”

beagle). Nothing much has changed. I actually enjoy not having to go out so much. Grocery shopping is my biggest challenge. I’m not used to buying/getting pretty much everything needed by everyone.

Kristina: Fortunately, it hasn’t affected our home life as much as it has others. We have been some of the lucky ones, and we try and remember others who are in need. We focus on the good and keep watching for the helpers in the dire circumstances. We help where we can, and ask others how they are doing often to see who we can assist. We’ve been a lot more conscious about sanitizing and keeping people outside of our family at a distance, while still keeping open lines of communication. We have found new ways to interact with others and help others to stay safe and in good spirits.

Yhan: It’s had a big impact. We get to eat together all the time, it’s hard to get a haircut, it’s hard to go outside, the lockdown here gave us only two days every week to get food and go out to do errands.

Mark: Some of my siblings got their work suspended because of the lockdown. We are a big family of 12 members, but only me and my older sister are currently working to support our family. I’m grateful that

I’m still working and I’m happy that I am able to help with our daily expenses.

What are you currently doing differently?

Angela: I am continuously trying to be more available to the constant change of workflow because of the pandemic and social distancing.

Ellen: I’ve started taking a ton of vitamins and supplements that support the immune system. I spend a lot of time reading about how to bullet-proof ourselves against the coronavirus.

Wendy: I am more hyper-aware of any possible noise, so I make sure everyone is aware when I am making a call or getting on a Zoom.

Michael: More time to sleep! Not worrying much about the things I would do over the weekend.

Kristina: Virtual meetings and lots of phone calls, as opposed to sitting

down with someone for coffee. We have virtual coffee dates!

Yhan: I sleep a lot now. Every weekend, I’m taking online classes to enhance my knowledge.

Mark: I do extra work on weekends. Need to have extra income to support my family.

What are you grateful for?

Angela: The wake-up!

Ellen: Grateful for God, my health, my family, friends, teammates, and my country.

Wendy: That I still have a job and income, while many do not.

Michael: I’m so grateful for my family, and my team, who work hard alongside me every day. And that no one in my family, team, or friendship circle is sick. There are so many people that are hurting right now. Grateful to everyone in the medical industry who are working so hard to keep us healthy and safe and who are putting their own families at risk by showing up for work every day.

Kristina: Our team, sticking together even with the fear of uncertainty. Our family members, each stepping up to help others adjust and keep moving forward in new ways.

Yhan: I’m grateful for my work, since I’m still employed while others have lost theirs.

Mark: “I am very grateful for my family’s health. Grateful that they are all safe and no one in my family, friends, and our team got the coronavirus.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Angela: I am grateful to be able to

offer words of comfort or condolence to those who are troubled in this pandemic.

Ellen: Families have been drawn back together — college students are home, traveling professionals are home ... everyone is home. I think revisiting the importance of family has been a huge gift that this pandemic has given. Humans are *social* creatures ... families are essential!

Wendy: The surprising gift is that my kids have not killed each other yet and are actually learning to get along better. The silver lining is that since we are all bored, we now walk two to four miles daily, go on hikes, and my kids and I have a nightly workout routine. We are all getting healthier.

Michael: Being able to spend more time with family and other family members whom I haven’t spoken to for years. Also, really savoring the time with my younger sister as we know once she graduates she will be off doing great things in our world.”

Kristina: The people who are typically overlooked for the most part — grocery store clerks, janitors, drivers, healthcare workers. Those who are typically interacted with, but not thanked, for all that they

do. Instead of focusing on superstars or the wealthy, people are realizing without the everyday people, our world wouldn’t function. I’m thankful those on the front lines of our world are finally being thanked for everything they do for everyone else.

Yhan: Support from the government.

Mark: I’ve been more connected with my family and get to spend more quality time with them.

How has the good of humanity shown up during this time?

Angela: It warms my heart to see people coming together to help others less fortunate or in crisis.

Ellen: Challenging times can sometimes drive people apart, but this pandemic seems to have brought people together, with more concern for others being demonstrated all around.

Wendy: I see people coming together for a common cause. Whether it be to

fight the lockdown or agree with it ... people are helping people.

Michael: There are thousands of stories of people helping people — just look around online and you can find them everywhere. We are all in this together and will get through this together!

Kristina: People are more thankful for others and the time we’ve typically spent with them. During this time, we realize how much we appreciate our friends and ability to move freely throughout our world.

Yhan: Lots of people are doing good deeds. In my town, lots of people are sharing their blessings to help others be safe. Lots of food and necessities are being donated.

Mark: Seeing many amazing people come together to help each other makes my heart melt, and that, I think, is the best part of this crisis.



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“Look for the helpers. You will always find people who are helping.” How have you, or others you know, shown up as “The Helpers” during the coronavirus pandemic?



TOM MILLAR
CENTURY 21 NEW MILLENNIUM

We connected a local Cajun restaurant, Okras, with a donation group so they could take meals to frontline workers. It helped the restaurant with business and connected paid meals to the frontline workers.



GREG WELLS
THE GREG WELLS TEAM

I've been helping my elderly nextdoor neighbors. I've made runs to the store, bank, and pharmacy for them. I take their trash and recycling out too. What a great feeling it is to help!



MEG CZAPIEWSKI
HONORABLE SERVICE REALTY GROUP
AT KELLER WILLIAMS REALTY

We treated all our clients who are in the medical profession to a delivered dinner for their whole family from the restaurant of their choice. We have also done weekly video spotlights for local small businesses and purchased/distributed gift cards each week from these businesses.



ALICIA BROWN
SCALABLE RES & THE VIRTUAL ADVANTAGE

We did a small part in making a bright spot in the days of these nurses!



MOLLY FLORY
OLD REPUBLIC HOME PROTECTION

One of my REALTOR® Associations is collecting goodies for baskets and delivering them to local nursing homes. I feel like I am doing something helpful in putting together toiletries and other goodies for the residents. We are including a handwritten note of cheer and encouragement for every resident.



TONYA GLENN
JUDY ON THE SPOT

During the COVID-19 pandemic, my husband and I have started the **#reachoutandtouchmovement**. The purpose of the movement is to get people to check on their friends, families, coworkers, and neighbors.

We are specifically concerned about people who feel hopeless, and are possibly falling into depression. This could be anyone, but we mostly focus on single parents, essential workers, individuals who live alone, and elderly, as well as anyone in need.

We began to send care packages that included various things, like adult coloring books and puzzles, adult games, children's games, snacks, a bottle of their favorite wine if we know it, a framed photo of a special moment we've shared, masks, toilet paper, gift cards for Door Dash, etc., as well as a written note or letter for people to read and touch.

The goal is to give something tangible that they can actually touch to let them know we are there and we are thinking of them. We want people to reach beyond their own walls and personal challenges and touch the hearts of others.

Additionally, we are helping the DC Dream Center this week to clean up the grounds at their site.

Furthermore, we've started a couples game night on Zoom. We play a game of Know Your Spouse (KYS), similar to the Newlywed Game.

These are the things that have kept us going. It has been very rewarding for us, and our hearts melt every time we receive a response from someone who received a package unexpectedly either from us or someone else.



DANIEL SANDERS
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Our dear friend, Shirley Ginwright, who is the Chair of the Fairfax County Communities of Trust Committee, working together with Grace Covenant Church, has mobilized a network of crafty individuals with sewing skills to make thousands of face masks and distribute them to healthcare workers, local area first responders, economically-challenged communities, homeless shelters, and the area children's hospitals. Shortly after initiating this effort, she arranged with One Stop Awards and Apparel in Woodbridge, Virginia, to cut material to size for free so the fabric can be kitted with other necessary components. These kits are delivered to the crafty men and women who are making the masks. Once each volunteer has completed a 20-piece kit, the finished masks are dropped off and a new kit picked up.

Shirley has been accepting donations of fabric and elastic material and cash donations, which she uses to make more kits and buy more materials. The mission of the Communities of Trust Committee (<https://communitiesoftrust.com/>) is to enhance relationships between law enforcement and other public safety agencies and the communities they serve.



HOLLY BILLY
TTR SOTHEBY'S INTERNATIONAL REALTY

I've been using this time to check in and check on past clients to ask how they are doing and feeling. Once I know how they are feeling, I've gently offered some market insight to reassure them that their home values remain strong and that the market has remained strong. I've found that, in all cases, this reassurance has been a bright spot in an otherwise uncertain time in our world. I've learned that most clients think that my world has come to a grinding halt. They are happy to learn that the metro area still has a very strong real estate market.

With current clients who are income-secure, we are proceeding with safety top-of-mind, as the market hasn't stopped and interest rates are presenting great opportunities for buyers. I've been utilizing more technology than ever to maximize exposure of my listings and bring as many buyers as possible to my sellers.



TANVIR AZIZ
EASTERN TITLE & SETTLEMENT

At Eastern Title, we have adopted timely business practices during this trying time. Important ones are ensuring keeping safety procedures in place, as well as extending services to our ecosystem. We have reached out to our community even 50 miles away with Real Estate Protective Gears (REPG) when they needed our support. This enabled us to educate everyone who continues their business that falls under essential services. We believe this was a call for us "beyond Title."

We have found ourselves to evolve during this pandemic. Out-reaching to our entire sphere through video messages as part of AWARENESS is one effort. Offering PPEs or REPGs to many essential professionals, to the best of our ability, is an effort to be beside them — SUPPORT. As much as we accept this is the most vulnerable time in history, we have learned that it made us more efficient, developing a posture of community-focus. It is indeed a time for Human Call. And we are confident to continue our services in the same manner.



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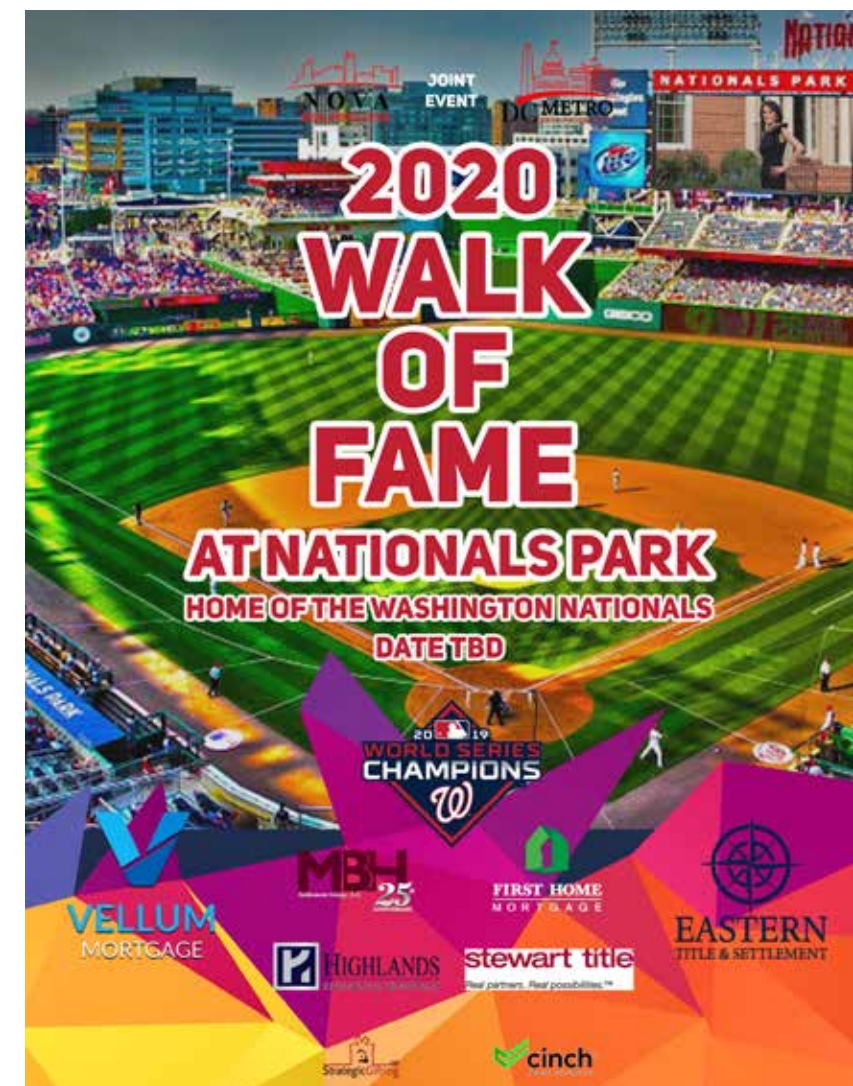
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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1-May 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	91	\$59,785,636	183	\$122,804,648	274	\$182,590,272
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	206	\$103,944,000	121.5	\$54,454,296	327.5	\$158,398,288
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	123	\$59,086,560	33	\$15,677,032	156	\$74,763,592
4	Sue S Goodhart	Compass	27	\$26,006,188	29.5	\$26,185,650	56.5	\$52,191,840
5	Debbie J Dogrul	Long & Foster Real Estate, Inc.	44	\$27,308,364	30	\$16,066,888	74	\$43,375,252
6	Phyllis G Patterson	TTR Sotheby's International Realty	22.5	\$22,954,900	17	\$16,358,740	39.5	\$39,313,640
7	Martin K Alloy	SMC Real Estate Corp.	56	\$28,684,164	17	\$8,070,185	73	\$36,754,348
8	Debbie Dogrul	Long & Foster Real Estate, Inc.	28.5	\$16,514,450	29	\$17,528,654	57.5	\$34,043,104
9	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	15.5	\$18,911,110	13	\$14,186,000	28.5	\$33,097,110
10	Janet A Callander	Weichert, REALTORS	25	\$26,683,000	7	\$6,125,000	32	\$32,808,000
11	Khalil Alexander El-Ghoul	Glass House Real Estate	25	\$16,186,473	18.5	\$16,412,963	43.5	\$32,599,436
12	Christopher Craddock	Keller Williams Realty	55	\$17,481,510	29.5	\$13,258,300	84.5	\$30,739,810
13	Cynthia Schneider	Long & Foster Real Estate, Inc.	31.5	\$15,469,139	24.5	\$14,457,941	56	\$29,927,080
14	Scott A MacDonald	RE/MAX Gateway	45	\$27,078,496	4	\$2,595,250	49	\$29,673,748
15	Bruce A Tyburski	RE/MAX Executives	19	\$11,912,878	23.5	\$16,826,456	42.5	\$28,739,332
16	Jennifer L Walker	McEneaney Associates, Inc.	21	\$16,474,112	13.5	\$10,863,200	34.5	\$27,337,312
17	Lenwood A Johnson	Keller Williams Realty	35	\$15,591,785	29.5	\$11,207,168	64.5	\$26,798,952
18	Casey C Samson	Samson Properties	22	\$19,270,050	8	\$7,423,300	30	\$26,693,350
19	Michael I Putnam	RE/MAX Executives	32	\$15,656,765	20	\$10,577,565	52	\$26,234,330
20	Laura C Mensing	Long & Foster Real Estate, Inc.	18	\$19,870,000	8	\$6,020,000	26	\$25,890,000
21	Kay Houghton	KW Metro Center	25	\$12,203,751	24	\$12,643,150	49	\$24,846,900
22	Jean K Garrell	Keller Williams Realty	22	\$17,361,000	11	\$7,085,990	33	\$24,446,990
23	James W Nellis II	Keller Williams Fairfax Gateway	21.5	\$11,213,400	26.5	\$13,201,917	48	\$24,415,316
24	Nikki Lagouros	Keller Williams Realty	15	\$6,107,950	39	\$17,887,500	54	\$23,995,450
25	Damon A Nicholas	Coldwell Banker Residential Brokerage	25	\$14,998,000	16	\$8,877,000	41	\$23,875,000
26	Deyi S Awadallah	D.S.A. Properties & Investments LLC	45	\$22,352,318	1	\$619,450	46	\$22,971,768
27	Eli Tucker	RLAH Real Estate	11.5	\$9,761,100	14	\$12,898,600	25.5	\$22,659,700
28	Carla C Brown	Toll Brothers Real Estate Inc.	40.5	\$22,432,456	0	\$0	40.5	\$22,432,456
29	Barbara G Beckwith	McEneaney Associates, Inc.	10	\$13,265,600	5	\$8,655,600	15	\$21,921,200
30	Daan De Raedt	Property Collective	30	\$15,188,899	11	\$6,396,441	41	\$21,585,340
31	Erin K Jones	KW Metro Center	15.5	\$7,629,542	30	\$13,927,640	45.5	\$21,557,182
32	Janet Pearson	Pearson Smith Realty, LLC	38	\$21,098,824	0	\$0	38	\$21,098,824
33	Anthony H Lam	Redfin Corporation	6	\$3,035,000	26	\$16,909,000	32	\$19,944,000
34	Karen E Close	Century 21 New Millennium	12	\$13,675,500	4	\$6,232,400	16	\$19,907,900
35	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	11	\$11,401,115	8	\$8,363,000	19	\$19,764,116

Disclaimer: Information based on MLS closed data as of June 8, 2020, for residential sales from January 1, 2020, to May 31, 2020, 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.

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1-May 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	6	\$3,424,085	26	\$16,185,936	32	\$19,610,020
37	Ryan Rice	Keller Williams Capital Properties	16	\$7,589,000	20	\$11,840,000	36	\$19,429,000
38	Tom Francis	Keller Williams Realty	8	\$13,149,170	3	\$5,515,170	11	\$18,664,340
39	Akshay Bhatnagar	Virginia Select Homes, LLC.	5	\$3,098,200	27	\$15,295,552	32	\$18,393,752
40	Irina Babb	RE/MAX Allegiance	25	\$13,404,700	9	\$4,925,000	34	\$18,329,700
41	Patricia E Stack	Weichert, Realtors	15	\$13,688,000	4	\$4,300,780	19	\$17,988,780
42	Robert T Ferguson Jr.	RE/MAX Allegiance	15	\$11,993,400	9	\$5,698,500	24	\$17,691,900
43	Victoria(Tori) McKinney	KW Metro Center	10	\$11,318,000	6	\$5,770,306	16	\$17,088,306
44	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	4	\$3,279,000	4	\$13,800,000	8	\$17,079,000
45	Margaret J Czapiewski	Keller Williams Realty	22.5	\$10,428,900	13.5	\$6,615,450	36	\$17,044,350
46	Ashley C Leigh	Linton Hall Realtors	28.5	\$12,599,000	6	\$4,012,500	34.5	\$16,611,500
47	Patricia Ammann	Redfin Corporation	5.5	\$2,826,012	18	\$13,732,000	23.5	\$16,558,012
48	Jennifer H Thornett	Washington Fine Properties, LLC	4	\$10,208,685	1.5	\$6,334,600	5.5	\$16,543,285
49	Steven C Wydler	Compass	7.5	\$8,595,000	4	\$7,835,900	11.5	\$16,430,900
50	Melissa A Larson	KW Metro Center	9	\$13,360,450	2	\$2,698,250	11	\$16,058,700
51	Lisa T Smith	Pearson Smith Realty, LLC	14	\$10,741,600	7	\$4,834,280	21	\$15,575,880
52	Brian D MacMahon	Redfin Corporation	6	\$3,313,000	17	\$12,067,600	23	\$15,380,600
53	Paul Thistle	Take 2 Real Estate LLC	15	\$8,611,650	13	\$6,689,225	28	\$15,300,875

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	35	\$15,260,400	0	\$0	35	\$15,260,400
55	Lisa Dubois-Headley	RE/MAX West End	9.5	\$9,719,400	8	\$5,293,000	17.5	\$15,012,400
56	Raymond A Gernhart	RE/MAX Executives	8	\$4,891,390	17.5	\$10,080,820	25.5	\$14,972,210
57	Ruth W Boyer O'Dea	TTR Sotheby's International Realty	6	\$7,390,000	4	\$7,260,000	10	\$14,650,000
58	Lisa E Thompson	Hunt Country Sotheby's International Realty	11	\$12,895,998	1	\$1,750,000	12	\$14,645,998
59	Elizabeth A Twigg	McEnearney Associates, Inc.	9	\$11,216,500	2	\$3,360,000	11	\$14,576,500
60	Julie A Zelaska	Smith & Schnider LLC	5	\$7,035,000	4	\$7,470,000	9	\$14,505,000
61	Christina M O'Donnell	RE/MAX West End	7	\$6,213,000	10	\$8,247,700	17	\$14,460,700
62	Aaron Podolsky	Compass	10	\$5,490,162	11	\$8,875,500	21	\$14,365,662
63	Joan M Reimann	McEnearney Associates, Inc.	7.5	\$4,802,908	14.5	\$9,538,936	22	\$14,341,844
64	Elizabeth Kline	RE/MAX 100	12	\$8,721,255	10.5	\$5,569,530	22.5	\$14,290,785
65	Eve M Weber	Long & Foster Real Estate, Inc.	12	\$8,034,170	11	\$6,240,901	23	\$14,275,071
66	Christopher J White	Long & Foster Real Estate, Inc.	17	\$12,016,400	3	\$2,185,000	20	\$14,201,400
67	Marianne K Prendergast	Washington Fine Properties, LLC	8	\$9,572,250	4	\$4,617,300	12	\$14,189,550
68	Megan Buckley Fass	FASS Results, LLC.	9	\$7,298,155	10	\$6,823,500	19	\$14,121,655
69	Thomas E Luster	Century 21 New Millennium	33	\$14,049,600	0	\$0	33	\$14,049,600
70	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	8.5	\$9,961,975	4	\$4,009,025	12.5	\$13,971,000
71	Candee Currie	Redfin Corporation	19.5	\$13,926,900	0	\$0	19.5	\$13,926,900
72	Diane U Freeman	Redfin Corporation	4	\$1,921,001	21	\$11,902,500	25	\$13,823,501
73	Kimberly A Spear	Keller Williams Realty	9	\$4,903,076	15	\$8,689,363	24	\$13,592,439
74	Elizabeth W Conroy	Keller Williams Realty	8.5	\$9,959,750	3	\$3,575,000	11.5	\$13,534,750
75	Katie E Wethman	Keller Williams Realty	5	\$3,192,250	13	\$10,288,031	18	\$13,480,281
76	Laura R Schwartz	McEnearney Associates, Inc.	5	\$6,426,875	6	\$7,028,345	11	\$13,455,220
77	Timothy D Pierson	Keller Williams Realty Falls Church	5.5	\$2,896,700	15	\$10,506,400	20.5	\$13,403,100
78	Albert D Pasquali	Redfin Corporation	2	\$1,057,500	22	\$12,331,784	24	\$13,389,284
79	Bichlan N DeCaro	EXP Realty, LLC.	3.5	\$3,296,000	14.5	\$10,087,300	18	\$13,383,300
80	Micah A Corder	Washington Fine Properties, LLC	4	\$10,208,685	2.5	\$3,105,840	6.5	\$13,314,525
81	Elizabeth L Kovalak	Keller Williams Realty	6	\$3,633,000	14	\$9,664,000	20	\$13,297,000
82	Karen A Briscoe	Keller Williams Realty	8.5	\$10,766,250	4	\$2,393,977	12.5	\$13,160,227
83	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	7	\$8,012,800	2	\$5,133,270	9	\$13,146,070
84	Danilo D Bogdanovic	Redfin Corporation	22	\$10,444,600	4	\$2,585,799	26	\$13,030,399
85	Daniel MacDonald	TTR Sotheby's International Realty	12.5	\$11,389,200	3	\$1,572,400	15.5	\$12,961,600
86	Abuzar Waleed	RE/MAX Executives LLC	14	\$6,010,800	17.5	\$6,921,999	31.5	\$12,932,799

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1-May 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Wes W Stearns	M. O. Wilson Properties	21	\$9,749,250	7	\$2,980,000	28	\$12,729,250
88	Gitte Long	Redfin Corporation	19	\$10,180,033	4	\$2,509,400	23	\$12,689,433
89	Vicky Z Noufal	Pearson Smith Realty, LLC	14	\$11,663,800	2	\$1,015,000	16	\$12,678,800
90	Fouad Talout	Long & Foster Real Estate, Inc.	3.5	\$6,402,500	6	\$6,148,687	9.5	\$12,551,187
91	Kendell A Walker	Redfin Corporation	8	\$4,070,000	15	\$8,469,980	23	\$12,539,980
92	Josh Dukes	KW Metro Center	10	\$4,546,300	17	\$7,922,450	27	\$12,468,750
93	Cathy V Pongmalai	Frankly Real Estate Inc	11	\$7,019,037	9	\$5,313,800	20	\$12,332,837
94	Natalie Wiggins	Redfin Corporation	23.5	\$10,509,040	3	\$1,805,000	26.5	\$12,314,040
95	Marion Gordon	KW Metro Center	12	\$8,818,900	4	\$3,477,500	16	\$12,296,400
96	Mercy F Lugo-Struthers	Casals Realtors	4.5	\$1,509,000	26.5	\$10,771,100	31	\$12,280,100
97	Katharine R Christofides	Century 21 New Millennium	5	\$2,192,500	17	\$10,067,975	22	\$12,260,475
98	Lizzie A Helmig	Pearson Smith Realty, LLC	4	\$1,843,000	20	\$10,400,440	24	\$12,243,440
99	Brian Siebel	Compass	1	\$755,000	12	\$11,399,750	13	\$12,154,750
100	Patricia Fales	RE/MAX Allegiance	11	\$8,539,150	5.5	\$3,615,145	16.5	\$12,154,295
101	Kevin E LaRue	Century 21 Redwood Realty	12	\$7,187,880	6	\$4,903,000	18	\$12,090,880
102	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	11.5	\$8,941,845	5	\$2,991,700	16.5	\$11,933,545
103	Matias Leiva	Keller Williams Chantilly Ventures LLC	8	\$4,401,400	13	\$7,475,500	21	\$11,876,900
104	Robyn B Bomar	Compass	9	\$7,169,800	5	\$4,665,000	14	\$11,834,800
105	Jon P Blankenship	Pearson Smith Realty, LLC	9.5	\$6,273,750	9	\$5,341,000	18.5	\$11,614,750
106	Anna Vidal	Keller Williams Realty	8	\$3,572,395	19	\$8,038,470	27	\$11,610,865
107	Gabriel Deukmaji	KW Metro Center	12	\$9,359,202	2	\$2,249,900	14	\$11,609,102
108	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	11	\$7,851,500	5	\$3,603,525	16	\$11,455,025

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
109	Jillian Keck Hogan	McEnearney Associates, Inc.	5	\$2,266,500	14	\$9,137,500	19	\$11,404,000
110	Spencer R Marker	Long & Foster Real Estate, Inc.	12	\$8,641,200	4	\$2,717,900	16	\$11,359,100
111	Dinh D Pham	Fairfax Realty Select	11	\$5,692,400	11.5	\$5,608,538	22.5	\$11,300,938
112	Ana Lucia Ron	ANR Realty, LLC	42	\$11,212,100	0	\$0	42	\$11,212,100
113	David L Smith	Coldwell Banker Residential Brokerage	1.5	\$624,500	18	\$10,587,500	19.5	\$11,212,000
114	Sheri Grant	TTR Sotheby's International Realty	2	\$3,795,000	4	\$7,410,000	6	\$11,205,000
115	Thomas R Moffett Jr.	Redfin Corporation	18	\$9,964,850	2	\$1,236,000	20	\$11,200,850
116	Carolyn A Capalbo	Long & Foster Real Estate, Inc.	13	\$7,434,780	7	\$3,739,000	20	\$11,173,780
117	Andrew J Biggers	Keller Williams Realty Falls Church	9	\$6,956,365	6	\$4,171,525	15	\$11,127,890
118	Alexander J Bracke	Pearson Smith Realty, LLC	18.5	\$9,494,328	4	\$1,571,000	22.5	\$11,065,328
119	Lauren A Bishop	McEnearney Associates, Inc.	4	\$4,488,800	6	\$6,576,300	10	\$11,065,100
120	Paramjit K Bhamrah	Redfin Corporation	19	\$10,344,399	1	\$705,000	20	\$11,049,399
121	Deborah D Shapiro	TTR Sothebys International Realty	4.5	\$3,555,500	7.5	\$7,409,000	12	\$10,964,500
122	Rheema H Ziadeh	Redfin Corporation	19	\$10,144,400	1	\$790,000	20	\$10,934,400
123	Nathan Daniel Johnson	Keller Williams Capital Properties	16	\$6,632,800	8.5	\$4,299,600	24.5	\$10,932,400
124	Kamal Parakh	Customer Realty LLC	7	\$3,076,985	9	\$7,829,500	16	\$10,906,485
125	Brian J Gaverth	Redfin Corporation	18.5	\$10,174,545	1	\$680,000	19.5	\$10,854,545

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1-May 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Kevin J Carter	RE/MAX Select Properties	8	\$4,551,200	10	\$6,234,570	18	\$10,785,770
127	Gayle King	Century 21 Redwood Realty	7	\$5,581,579	9	\$5,201,079	16	\$10,782,658
128	Natalie H McArtor	Long & Foster Real Estate, Inc.	14.5	\$7,553,427	6	\$3,196,077	20.5	\$10,749,504
129	Michael McConnell	Redfin Corporation	4.5	\$1,830,950	18	\$8,891,477	22.5	\$10,722,427
130	Jon B DeHart	Long & Foster Real Estate, Inc.	10	\$5,866,810	9	\$4,828,000	19	\$10,694,810
131	Andrea M Hayes	Living Realty, LLC.	13	\$6,641,498	7	\$4,001,932	20	\$10,643,430
132	Michelle Walker	Redfin Corporation	6	\$2,805,000	15	\$7,834,289	21	\$10,639,289
133	Denean N Lee Jones	Redfin Corporation	3	\$1,733,150	17	\$8,880,020	20	\$10,613,170
134	Tracy L Vitali	Coldwell Banker Residential Brokerage	11	\$6,759,400	7	\$3,849,000	18	\$10,608,400
135	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	12	\$5,381,700	10.5	\$5,154,050	22.5	\$10,535,750
136	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	3	\$10,115,000	1	\$389,000	4	\$10,504,000
137	Jill Judge	Keller Williams Realty	7.5	\$3,952,100	13	\$6,498,300	20.5	\$10,450,400
138	Mara D Gemond	Redfin Corporation	4	\$2,333,000	13	\$8,071,400	17	\$10,404,400
139	Diane V Lewis	Washington Fine Properties, LLC	7.5	\$7,500,500	2	\$2,837,370	9.5	\$10,337,870
140	Douglas Ackerson	Redfin Corporation	6.5	\$3,090,027	13	\$7,198,500	19.5	\$10,288,527
141	Ryane Johnson	Keller Williams Capital Properties	14	\$6,340,250	8	\$3,915,000	22	\$10,255,250
142	Troy J Sponaule	Samson Properties	4	\$2,011,408	13	\$8,227,130	17	\$10,238,538
143	Cristina B Dougherty	Long & Foster Real Estate, Inc.	9	\$5,478,100	8	\$4,737,400	17	\$10,215,500
144	Anjanette I Murphy	TTR Sothebys International Realty	1.5	\$10,215,000	0	\$0	1.5	\$10,215,000
145	Ahmad T Ayub	Redfin Corporation	4.5	\$2,385,000	15	\$7,819,300	19.5	\$10,204,300

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
146	Kristina S Walker	Keller Williams Realty Falls Church	7	\$3,060,000	12	\$7,137,850	19	\$10,197,850
147	Cheryl L Hanback	Redfin Corporation	0	\$0	18	\$10,196,000	18	\$10,196,000
148	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	3	\$1,466,000	15	\$8,699,318	18	\$10,165,318
149	Lyssa B Seward	TTR Sotheby's International Realty	6.5	\$4,624,000	6	\$5,442,000	12.5	\$10,066,000
150	Ann Marie Wilson	KW Metro Center	6	\$6,150,010	4	\$3,880,000	10	\$10,030,010
151	Tracy B Dunn	McEneaney Associates, Inc.	7	\$4,745,000	7	\$5,194,500	14	\$9,939,500
152	Charlet H Shriner	RE/MAX Premier	9.5	\$5,371,408	6	\$4,565,900	15.5	\$9,937,308
153	Shahab Sariri	Redfin Corporation	15	\$9,370,646	1	\$565,000	16	\$9,935,646
154	Benjamin J Grouby	Redfin Corporation	17	\$9,918,750	0	\$0	17	\$9,918,750
155	Christine Rich	Long & Foster Real Estate, Inc.	3	\$2,890,000	7	\$7,017,512	10	\$9,907,512
156	Sean Ragen	Keller Williams Realty Falls Church	15	\$9,353,400	1	\$525,000	16	\$9,878,400
157	Margaret C Richardson	Washington Fine Properties	2.5	\$4,053,275	5	\$5,793,499	7.5	\$9,846,774
158	Ashraf Morsi	Keller Williams Realty	11	\$7,246,212	4	\$2,528,000	15	\$9,774,212
159	Michael B Dotterweich	RE/MAX Gateway, LLC	7.5	\$5,684,000	5	\$4,060,000	12.5	\$9,744,000
160	Deborah L Frank	Deb Frank Homes, Inc.	12	\$8,458,525	1	\$1,280,000	13	\$9,738,525
161	Brad Kiger	KW Metro Center	11.5	\$5,683,424	4	\$4,049,900	15.5	\$9,733,324
162	Mark R Sirianni	Ayr Hill Realty	6	\$5,733,300	3	\$3,935,800	9	\$9,669,100
163	Jon C Silvey	Pearson Smith Realty, LLC	8	\$5,937,000	5	\$3,707,760	13	\$9,644,760
164	Piper Gioia Yerks	Washington Fine Properties, LLC	3.5	\$6,582,500	2	\$3,000,000	5.5	\$9,582,500
165	Sue G Smith	RE/MAX Premier	12	\$6,706,500	4	\$2,869,000	16	\$9,575,500
166	William B Prendergast	Washington Fine Properties, LLC	4	\$5,192,250	4	\$4,342,500	8	\$9,534,750
167	Jason Quimby	KW Metro Center	9	\$7,633,200	2	\$1,878,500	11	\$9,511,700
168	Christine G Richardson	Weichert Company of Virginia	10	\$8,308,900	2	\$1,197,000	12	\$9,505,900
169	Brittany Floyd	Keller Williams Realty Falls Church	15.5	\$9,441,800	0	\$0	15.5	\$9,441,800
170	Katherine D Colville	Century 21 Redwood Realty	14.5	\$6,920,150	5	\$2,481,500	19.5	\$9,401,650
171	Roy Kohn	Redfin Corporation	15	\$9,364,118	0	\$0	15	\$9,364,118
172	Tammy L Roop	Century 21 New Millennium	18	\$8,078,400	5	\$1,284,800	23	\$9,363,200
173	Heather Carlson	RE/MAX Allegiance	8	\$4,278,400	7	\$5,077,240	15	\$9,355,640
174	William S Gaskins	Keller Williams Realty Falls Church	8	\$6,386,365	3	\$2,949,900	11	\$9,336,264
175	Merlin Crist	Redfin Corporation	25	\$9,176,999	1	\$145,000	26	\$9,321,999
176	Kristin V Burns	Century 21 Redwood Realty	10	\$4,530,000	9	\$4,791,934	19	\$9,321,934
177	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	6.5	\$2,804,000	14	\$6,505,900	20.5	\$9,309,900
178	Katherine Massetti	Keller Williams Realty	3	\$1,517,000	14	\$7,745,500	17	\$9,262,500
179	Peter J Braun Jr.	Long & Foster Real Estate, Inc.	11.5	\$6,496,750	5	\$2,752,500	16.5	\$9,249,250

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1-May 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Ruth D Henriquez	Keller Williams Capital Properties	15	\$5,490,899	15	\$3,718,800	30	\$9,209,699
181	Angela M Kaiser	Redfin Corporation	2.5	\$1,175,000	14.5	\$8,010,237	17	\$9,185,237
182	Scott C Shawkey	Keller Williams Realty	3.5	\$4,966,990	3	\$4,205,000	6.5	\$9,171,990
183	John E Grzejka	Pearson Smith Realty, LLC	8.5	\$4,939,450	6	\$4,224,000	14.5	\$9,163,450
184	Dina R Gorrell	Redfin Corporation	14	\$8,322,850	1	\$840,000	15	\$9,162,850
185	Lymaris Lee Hosage	Federated Realty, LLC	20	\$9,134,940	0	\$0	20	\$9,134,940
186	Lilian Jorgenson	Long & Foster Real Estate, Inc.	8	\$8,663,000	1	\$415,000	9	\$9,078,000
187	Kristy Moore	Local Expert Realty	11	\$6,350,449	5	\$2,713,759	16	\$9,064,208
188	Jacob Smith Hamilton	KW Metro Center	7	\$4,838,750	7	\$4,168,300	14	\$9,007,050
189	Catherine M Davidson	McEneaney Associates, Inc.	4.5	\$4,019,950	6	\$4,978,540	10.5	\$8,998,490
190	Suzanne T Parisi	Century 21 Redwood Realty	6	\$4,534,500	6	\$4,445,000	12	\$8,979,500
191	Charles Witt	Nova Home Hunters Realty	7.5	\$3,217,450	10	\$5,751,400	17.5	\$8,968,850
192	Kathryn F Graves	Weichert, REALTORS	7	\$4,750,500	5	\$4,133,000	12	\$8,883,500
193	Giang T Nguyen	Redfin Corporation	3	\$1,803,000	11	\$7,061,314	14	\$8,864,314
194	Lyndsey Smith	Pearson Smith Realty, LLC	4	\$1,660,000	12	\$7,171,540	16	\$8,831,540
195	Joshua Chapman	Compass	2	\$1,415,000	8	\$7,412,230	10	\$8,827,230
196	Lisa Bradford	Long & Foster Real Estate, Inc.	7	\$5,275,000	5	\$3,539,238	12	\$8,814,238
197	Sungjin S Kim	Keller Williams Realty	3	\$1,721,750	10	\$7,088,500	13	\$8,810,250
198	LeAnne C Anies	Property Collective	12	\$5,766,500	5	\$2,978,000	17	\$8,744,500
199	Nicole Hillyard	RE/MAX Gateway, LLC	4	\$2,294,000	9	\$6,414,920	13	\$8,708,920
200	Katharine Kratovil	Coldwell Banker Residential Brokerage	4	\$3,795,388	6	\$4,902,900	10	\$8,698,288

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