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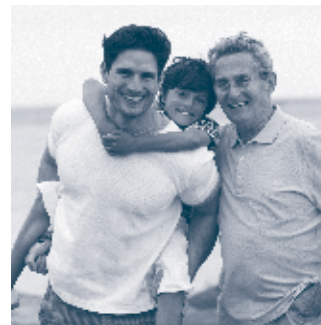
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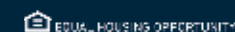
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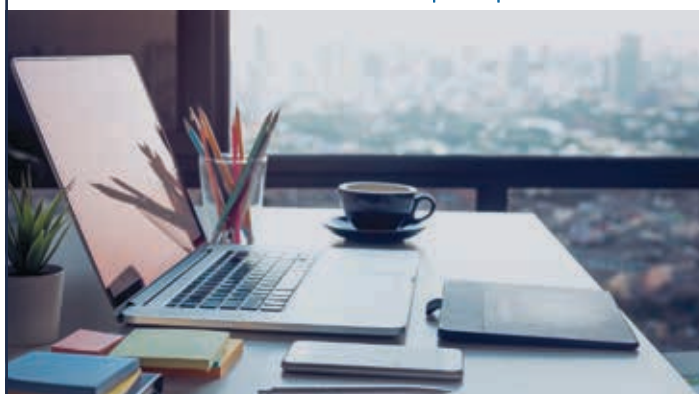
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Happy Father's Day

►► publisher's note

Dear NOVA Real Producers,

One of my all-time favorite quotes is: "Necessity is the mother of invention." Plato makes it sound so eloquent. In layman's terms, if you really need to do something, you will think of a way to do it. A follow-up quote, by author Johnny Flora says, "If necessity is the mother of invention, then adversity must surely be the father of re-invention." We have all experienced this in some form over the past couple of months.

In some ways, I feel more connected to our REALTOR® community than before. Countless REALTORS® and partners have reached out to simply check in to make sure our family was doing okay. Everyone has been so understanding of our delayed response times as we navigate our new business norms. Experiencing a pandemic has been very eye-opening, and it's made me come to appreciate many things that I once took for granted ... like our educational system and the teachers who make it all happen. Toilet paper and hugs. I didn't realize how much of a hugger I am. I get that from my father, David Brindley. He gives the best hugs. The picture is of my father and me, and one of Avery, my daughter, and my father. My father is a man of integrity, love, and laughter. Thank you, Dad.

This entire issue is dedicated to celebrating fathers. Happy Father's Day to all the fathers reading this. We encourage you to find creative and special ways to make the father figures in your life feel loved, and show gratitude for the impact they've had in your life.

Fighting the good fight,



Kristin Brindley

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"It's never been about me. It's always about the team, and real estate has

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Ryan Nicholas
Coldwell Banker
Residential Brokerage

"My dad was my basketball coach; he would always say that everything in life does relate to basketball. Soon after I got into real estate, he started relating everything in life to real estate. 'Dad, why do you have to relate everything to real estate?' 'Because everything *does* relate to real estate.' It really does."

"Now that I have a son, I just want to do everything I can to provide a great life for him and to set a good example for him."



Jeddie Busch
Coldwell Banker
Residential Brokerage

"I was commuting to Georgetown Pediatric Cancer Center and working as a REALTOR® from the basement of the building, with this sick child... I gained a new perspective on what

really matters in life. I grew more patient and compassionate, which has helped me both personally and professionally."

"I want [my clients] to be happy while living in their new home with their family, and feeling grateful about the process that brought them there."



Daniel Sanders
Four Sales, Ltd.

"I want to make a positive impact on the lives of those around me, whether those people be family, friends, associates, clients, or customers."

"We answer the burning question that keeps most people from listing their home for sale: 'What do I do with my

stuff?' Real estate agents that engage us early in the process of pursuing a listing are more successful in signing listings because we always make them shine."



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—Christine W., Buyer's Agent

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

—Meredith G., Buyer's Agent

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

—Kate B., Buyer's Agent

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

—Sadaf A., Listing Agent



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The Four Sales Team (Front row, left to right: Wendy Bailey, Mary Anne Seelinger, Mark Slone, Daniel Sanders; Back row, left to right: Robert Seelinger, Tia Wagner, Stuart Griffith, Helen Bard-Sobola).

Daniel Sanders & Four Sales, Ltd.



Helping Families in Transition

▶▶ partner spotlight

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

“I want to make a positive impact on the lives of those around me, whether those people be family, friends, associates, clients, or customers.”

“Four Sales, Ltd., is all about helping families in transition in a meaningful and practical manner,” Daniel Sanders begins. “The most significant factor in keeping people from transitioning to the next phase in their lives, whether that is retirement, downsizing, or dealing with the passing of a loved one, is the answer to the one simple question of what to do with the unwanted personal property in the home.”

Daniel and his team at Four Sales work with families, individuals, and executors to answer this question daily.

Four Sales, Ltd.

Four Sales, Ltd., was founded in 1972. During the past 48 years, they have conducted and presented over 3,000 estate sales in the greater D.C. metro area.

“We conduct about 125 onsite client events and serve more than 450 clients each year,” Daniel says.

These sales take place at small, large, and historic homes, as well as condominiums and townhouses in the District of Columbia, Maryland, Virginia, and West Virginia. When an estate sale is not the most appropriate solution, Four Sales offers auction services to satisfy the demand for smaller consignments. The company also has standing relationships with auction

houses around the country to handle high-end specialty or fine items.

“We pride ourselves on serving our clients with compassion and professionalism while offering our customers a pleasant estate-sale shopping experience.”

A Natural Fit

Originally from the Netherlands, Daniel took over Four Sales from the founders 15 years ago.

Daniel enjoyed a long career in the corporate world, where he ran a 32-country business for Minnesota Mining and Manufacturing (3M) in Europe, the Middle East, and Africa. After returning to the United States, he worked as director of marketing and sales for a Canadian start-up that was successfully sold, worked as a business consultant for start-up businesses in the United States and Canada to attract investors and accelerate business growth to realize their sales objectives, and, in the early 2000s, worked as the business development director for a government contracting company in the safety and security space.

When the opportunity presented itself to take over Four Sales, Ltd. from the original owners, it didn’t take long for all parties to realize that this business was a natural fit for Daniel’s expertise in improving operations, sales, marketing, and brand management.

Daniel has built Four Sales into a repeat recipient of the Angie’s List Super Service Award, and the company has twice been recognized on the INC 5000 list of fastest-growing privately held companies in the United States.

Partnering For Success

Almost every real estate agent encounters homes that need to be emptied — either to get it on the market or to get it empty for settlement.



Originally from the Netherlands, Daniel Sanders took over Four Sales from the founders 15 years ago.

...

“We answer the burning question that keeps most people from listing their home for sale: ‘What do I do with my stuff?’” Daniel says. “Real estate agents that engage us early in the process of pursuing a listing are more successful in signing listings because we always make them shine.”

Daniel and Four Sales regularly share with and receive referrals from their many real estate partners; the team visits about 25 new and potential clients weekly.

“Since we want to work with every real estate agent that needs our help, any referrals we generate come without referral fees or strings attached,” Daniel says.

“[Our biggest win-win is] any project where the seller is de-acquisitioning fun, interesting, and valuable items that allows us to be part of a family’s transition from their current situation to the desired one,” Daniel says. “Our clients are almost equally divided between those who are moving or downsizing from a primary residence to a new home and those who are dealing with the ‘true’ estate (someone has passed away) of a friend, client, or loved one. Our goal is always to help the persons themselves — or their representatives — both empty the home and generate a positive economic return for our efforts, at the lowest possible cost.”

Daniel and his team know that with each successfully completed project, they are making a difference for their clients.

“We absolutely love to hear those simple words: ‘Thank you.’”

For more information, please visit [FourSales.com](https://www.foursales.com).





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Striving For Greatness

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“Always strive to be greater than you are. You must surpass yourself, in each successive act, test, encounter, thought, try to be greater than in the one previous... You and I are the architects of the minutes. We build ourselves every moment... With every turnaround of the clock’s second hand, are you building yourself anew? Are you changing, altering, revising, remaking, increasing? Are you?”

—Og Mandino

These are the words Ryan Nicholas has not only built a career around, but a life.

He was born and raised in Clifton, Virginia, to parents who were both REALTORS®. They originally didn’t think Ryan was cut out for sales because, as a child, he was on the quieter side. After studying economics and psychology at the University of Virginia, though, Ryan became the district manager of Vector Marketing, in Fredericksburg, VA. Over the time he was there, he interviewed close to 5,000 people, trained over 800 sales people, and worked about 100 hours a week.

“I learned how to be an entrepreneur. I learned the value of working hard, how to overcome obstacles, and learned negotiation skills and people skills,” he affirms. His dad took notice, and told him that the same skill set is required in the real estate field. Ryan decided to start in real estate full time in 2014 and works on his parents’ team. They have been the number-one Coldwell Banker team in the state of Virginia for several years, and, for the last two years, they were the number-one Coldwell Banker team in the entire Mid-Atlantic region.

“I love it. I love working with my parents,” Ryan states. “They are great people and hard workers, and there re-

ally isn’t any family drama.” I asked him if they talked about real estate at the Thanksgiving table, and Ryan laughed. “Yes, we do talk about it. My dad was my basketball coach; he would always say that everything in life does relate to basketball. Soon after I got into real estate, he started relating everything in life to real estate. ‘Dad, why do you have to relate everything to real estate?’ ‘Because everything *does* relate to real estate.’ It really does.”

“My favorite part of being a real estate agent is probably helping buyers find and close on their perfect home,”

he enthuses. “Seeing the excitement in their eyes and body language as we walk the house, checking in with them in the days and weeks after closing, stopping by to see the renovations they did after closing, seeing them post photos on social media of them and maybe their kids enjoying the new house... It’s so rewarding. We don’t just sell houses, we help people find homes where they spend their time, entertain, relax, and raise their families.”

Ryan has been married to his wife, Cynthia, since 2017. Their son, Brooks, was born in August 2019, and life hasn’t been the same since. “Now that I have a son, I just want to do everything I can to provide a great life for him and to set a good example for him.” Aside from spending time with his family,



Ryan and Cynthia Nicholas welcomed son, Brooks, to the world in August 2019.



Ryan and Cynthia have always been big Washington Capitals fans, even drawing inspiration for their son, Brooks', name from two Washington Capitals players, Brooks Laich and Brooks Orpik.



My relationship with my wife and my son are everything to me, and I’m always looking to grow as a husband, father, and friend.

outside the office he enjoys playing basketball, golf, and poker, reading, serving at church, and traveling.

“I define success not by transactions or GCI or any of that, but by whether or not I’m 1) enjoying and am challenged by what I do, and 2) growing. In my business, am I enjoying myself? Is what I do rewarding? Am I challenging myself and stepping outside my comfort zone? Am I growing my business by the numbers? Am I growing my business by learning and implementing new strategies, tactics, and technologies? Am I growing my capacity?” Ryan states that he is always looking to improve. “In my personal life, am I enjoying my relationships, my hobbies? Am I complacent in them, or am I challenging myself to improve? My relationship with my wife and my son are everything to me, and I’m always looking to grow as a husband, father, and friend.”

What makes Ryan different is this inspiring, strong, inner drive to evolve and grow — a hallmark trait of those who strive for greatness. For this rising star, it is only just beginning.

Ryan can be reached at Ryan.Nicholas@cbmove.com.



After rising through the ranks at an international marketing company, Ryan joined his parents, Damon and Debbie Nicholas, at The DamonSellsHomes Team.

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How To Be A Productive Realtor® working from home

► words by wade

By Wade Vander Molen

If you are over the age of 30, you have lived through SARS, MERS, Ebola, 9/11, and the Great Recession. COVID-19 is another major issue our country and the world are going through, but it will pass. For now, many of us are working from our homes, with kids running around, and it's not necessarily the best recipe for productivity and success. I always say there is an opportunity in anything, and this holds true here. You are going to see much of your competition "freeze up" during this time, not knowing how to shift their business. Here are some great ways to be a productive REALTOR® from home and make the next 60 days the jump-start to your real-estate business.

Leverage Video Conferencing

Technology is your best friend during this crisis. Face-to-face meetings are hard to come by, and, frankly, most people have reservations about meeting in person right now. Zoom is one of the best tools out there to conduct meetings, presentations, or even show homes. It is highly effective and saves everyone time from traveling from point A to point B. Having the ability to share your screen with everyone makes it super easy to do listing and buyer presentations.

Use Zoom for listing presentations, face-to-face meetings, talking to your SOI, and much more. Now is the time that we really embrace technology, specifically video, to connect and keep our businesses moving forward.



Beef Up Your Online Presence

Now is a great time to work **in** your business. Usually, this is done in late fall and winter, but COVID-19 has graced us with its presence, keeping many of us at home. Promote your business, and educate your clients through social media, video, and doing virtual open houses.

Another way to promote your business and listings is to create online content on YouTube and your website. I know in the past you were too busy and didn't have time to take on YouTube or learn on-page SEO, but guess what? Now you do. Go to great sites like Skillshare.com, or just search YouTube for tutorials to get started building your YouTube page and maximizing your website. Right now, more than ever, content is king.

Exercise!

Working and dealing with your child's schooling constantly can be draining. A great way to become more productive is to get out and exercise. There are a lot of great workouts on YouTube, and many TV's link right to it. Take 15 minutes and go for a run or jog. Working out on a regular basis will give you more energy, so when you are working, it will be more productive.



Adopt Assistants

If you have kids at home (school age or older), and they need things to do, get them involved in some of your work efforts to lessen the load. I don't mean call your clients, but stuff envelopes, fold newsletters, or help with the technical aspects of YouTube and social media.

Use this time as an opportunity to improve your business and connect with your sphere, and you will reap the rewards of your efforts once COVID-19 passes us by.



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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Quarantine Togetherness: Harmony or Chaos?

What
Blessings or
Craziness Can
You Share About
Being Home With
Your Family 24/7?



DEBRA MCELROY
CENTURY 21 NEW MILLENNIUM

"Blessing is that I am still working. Enjoying time with my family by cooking and making my own Starbucks latte."



MICHELLE GORDON
LONG & FOSTER REAL ESTATE

"It is a blessing to be together as a family, playing games and enjoying wonderful meals together. We are super grateful we are safe and feeling well, but we must acknowledge the grief and fear we feel during this challenging time. Grief for what we've lost, whether it's the remainder of a school semester or business opportunities, or the fear of the unknown that is yet to come. Be well."



TROY J. SPONAUGLE
SAMSON PROPERTIES

"Actually, watching children's cartoons. I never realized a lot of the cartoons have educational value woven into the stories."



FRANCESCA KEITH
EVERYHESS, REALTORS®

"So far, blessing. We are not so rushed. Especially at dinnertime. We find our family sitting after the meal in conversation instead of the rush to get homework completed, showers, feed and let the dog out, etc."



DAWN WILSON
TTR SOTHEBY'S INTERNATIONAL REALTY

"Blessings: We have spent more daily family time together. We have had time to cook food from scratch almost every day and share a family dinner together every day, which includes my spouse and my two teenage boys. We have family game or puzzle night almost every night, and have played a lot of different games and done several large puzzles. I have taken a walk with my eldest son every day, and have been able to have some really interesting conversations. We did not have the time to do all of this so regularly before."



GREG WELLS
KELLER WILLIAMS REALTY

"I've been able to spend more time with my wife, which has been a blessing. I hope this message finds you and your family doing well and staying safe."



PIA TAYLOR
COMPASS

"With no sports or extracurricular activities to race to, we are spending much more time together. And sitting down as a family for dinner – we haven't done that consistently for years. I would say that is the best part of this whole situation."



JOAN STANSFIELD
STANSFIELD SIGNATURE REAL ESTATE

"Blessings: Drawn closer to God and His Word, returned to daily quiet time. Back to daily exercise. Meeting new neighbors every day on daily walks. More FaceTime, less texting. Launching my new podcast when more people will likely tune in! Listed4Love!"

"Craziness: Showing homes, listing homes — not for the faint of heart! It's now socially acceptable to go to church in your PJ's (virtual)!"



DEBORAH MCGUIRE
COMPASS

"It's been a big decision each morning as to what sweatpants to wear! All kidding aside, it has been the most spectacular spring in Washington that I can remember. Maybe it is just because I can appreciate every minute of it and contemplate the beauty that surrounds me."



CASEY MARGENAU
FINE HOMES AND REAL ESTATE

"The thing is, I have not been sitting home."

"I have not changed my daily routine at all. I go into the office every day at 9 am. Now, it doesn't mean that my business has not slowed down, it has; but I have not stopped working. There are deals that need to get to closing, there are clients who have vacant homes that need to still have them marketed and SOLD. There are clients who need help, and, as a part of the community, I feel that that falls on me as well. My day is not filled, as it should be, with listing appointments and showings, the way it would be in a normal spring market. But we need to stay on top of our business so that on the other side of this, we still have a business."

"On the personal side, I have spent a lot of time getting my son to do the same kinds of things. His schoolwork is his job, and keeping him on track is hard, with too much free time on his hands. It is important to teach him to work hard and play hard during hard times. We have had time for long walks and making dinner together and that is very important to us both."

"I have always said when things get tough, you work harder. It is too easy to just give up."



JEAN BEATTY
MCENEARNEY ASSOCIATES

"Overall, this extended time with my family has been a huge blessing. My college kids are home from school and taking online classes, much to their chagrin and my delight. Additionally, my son, who is in high school, and my daughters, in middle school, are trying to adjust to distance learning while maintaining their heavy course loads, which has brought its own set of unique challenges. With everyone home, we have a very active household. There have been some stressful moments, especially during these uncertain times, but it has also allowed for wonderful family bonding time. Since nothing in life is certain; I am choosing to count my blessings and enjoy this time that we have together while it lasts."



MOLLY FLORY
OLD REPUBLIC HOME PROTECTION

"Trying to learn 'virtual real estate' is a bit different. I am pushing myself to get away from my computer all day and at least get outside to do a little gardening. My dirt therapy!"



BETH YESFORD
E VENTURE REAL ESTATE

"During this time, I find myself noticing the simple things around me – the quiet, calm environment, the little things, like people taking walks and flowers beginning to bloom. Also, the kindness of friends and family, as we check in on each other more regularly. I have used this time to get caught up and organized, both personally and professionally. I have also noticed I am saving money without trying to buy things on the run. Entertainment is at home."



LENA PERALES
PEARSON SMITH REALTY

"Family dinners, walks, and games are back. An appreciation of simplicity is back."



TONYA MCKEE FINLAY
NEIGHBORHOOD REAL ESTATE

"I don't have anyone here right now. Girls are at school, and Tuck is visiting his dad for a month. I am missing them all. Life was not always perfect, but having them here made me feel like I had a huge purpose. Miss them and love them so much."



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Jeddie Busch

WHAT REALLY MATTERS IN LIFE



Jeddie is a giant-breed dog enthusiast and has both an English Mastiff and a Newfoundland. Shown here is the family's English Mastiff, Bruno.

► a cool life story

By **Chris Menezes**
Photos by **Ryan Corvello Photography**

When your child falls ill, everything can change in an instant. While your world can stop, life continues for everyone else. And the longer it goes on, the more adjustments have to be made. Jeddie Busch, and husband, Jeff, found themselves in this position when their middle child, Colin, born with an immune deficiency, was diagnosed with hydrocephalus (water in the brain) and a blood disease.

Up to that point, Jeddie had a long, successful career in banking and finance. Having received her B.S. from Virginia Tech and MBA from Marymount University, she worked for several Fortune 500 companies, including Freddie Mac and Hong Kong Shanghai Banking Corporation (HSBC).

When Colin was very young, Jeddie had to take him to an overwhelming number of doctors and specialists. Having to juggle the increasing needs

of her child, in addition to her existing job responsibilities, quickly proved to be impossible.

"I knew things had to change," says Jeddie. "My children are everything to me."

Knowing Jeddie's love of houses and design, and having heard the stories of her growing up and going to the McLean home tours every year with her mother, Jeff urged Jeddie to get into real estate. Although she was not convinced that she would enjoy being a REALTOR®, Jeddie obtained her license in 2011, but sat on it for two years.

"Thanks to some really good friends who believed in me, I sold my first home in 2013 and haven't looked back," she says.

However, the real turning point for Jeddie occurred as Colin took a turn for the worse. He was receiving treatments at home from a home-care nurse, when one day, it all proved to be too much on his body, and his veins collapsed. They had to install a full port-a-cath to continue treatment, which required them to spend 14 hours a month at Georgetown Lombardi Cancer Center, for over four years.

...



...

“I was commuting to Georgetown Pediatric Cancer Center and working as a REALTOR® from the basement of the building, with this sick child. I learned to be extremely grateful that we were able to leave and come back the next month, because many others were not afforded the same luxury. I gained a new perspective on what really matters in life. I grew more patient and compassionate, which has helped me both personally and professionally,” says Jeddie.

With a genuine care for the people in her life, Jeddie has built her real estate business by simply working hard and being “fanatical” about providing the best customer service to her clients. “I want them to be happy while living in their new home with their family, and feeling grateful about the process that brought them there,” she says.

Jeff and Jeddie also work together as business partners. So their time away from the business is spent cherishing their kids, Jay (14), Colin (12), and Preston (9), traveling, and spending time in the pool. Jeddie is a giant-breed dog enthusiast and loves being outside with their enormous English Mastiff, Bruno (6), and their playful Newfoundland, Henry (3).

“Since I have been working as a real estate agent, my life has become significantly more memorable than when I was working in the corporate world. I will never spend my time being micromanaged on a PowerPoint slide again,” jokes Jeddie. “My life is definitely not a straight line, but I am grateful for every single twist and turn that has brought me here.”



The Busch family. (From left: Colin, Jay, Jeddie, Jeff (in rear), and Preston.



Jeddie spent 14 hours a month at Georgetown Lombardi Cancer Center for over four years with her son, Colin, while he underwent treatment for an immune deficiency and blood disorder.



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A LISTING AGENT'S DUTY TO DISCLOSE

» legal hotline

By Ryan H. Stuart, Esq.



“Ryan – quick question for you. My seller mentioned something today about the condition of the property. Must I disclose it to the buyer?”



This is the age-old question. In fact, it's rare that a week goes by without being presented with this common concern. As with any negative fact, listing agents hope that there is no obligation to mention it to the buyer, and yet in

a regulated profession, we all want to be ethical and will do what's right.

At the center of this concern is Virginia Code §54.1-2131B, which provides, in part, that “a licensee engaged by a seller shall disclose to prospective buyers all material adverse facts pertaining to the physical condition of the property which are actually known by the licensee.”

With that as our foundation, let's look at a couple of hypotheticals and analyze the listing agent's obligation to disclose.

1. The property flooded once many years ago during a massive hurricane, but the seller has fixed all of the damage.

No need to disclose. Any disclosure analysis begins by questioning “what is the material adverse fact?” In this case, it's flood damage, and because the damage has been completely repaired, there is no need to disclose. This illustrates a very common question that I receive: Do I need to disclose a past fire, flood, termite infestation, etc. in the property if the damage has been completely repaired? The answer is no. (Contrast this with number two.)

2. The basement takes on water every time it rains, though the seller has fixed the resulting damage.

Yes, you must disclose. This hypothetical focuses not just upon the damage done, but also the cause of the damage. While the seller has repaired the damage, remember the agency concern is a “material adverse fact pertaining to

the physical condition of the property.” Here, the adverse fact is not water damage, but rather that this home takes on water every time it rains, and, of course, will flood again in the very near future.

3. The neighbors use their property for illegal activities.

No need to disclose. Here, we're in luck, as the Virginia Code is right on point. §54.1-2131B defines “physical condition of the property” and specifically states that it shall not include “(i) matters outside the boundaries of the land or relating to adjacent or other properties in proximity thereto.” When quantifying the scope of your disclosure obligation as a listing agent, always remember you need go no further than the four corners of the property.

4. The County plans to widen the street in the near future, creating a major thoroughfare (vs. the quiet street that currently exists).

No need to disclose. We know from number three that “physical condition of the property” does not include matters outside the four corners of the property. As if that were not sufficient, the Code further provides that “physical condition of the property” also does not include “(iii) matters relating to highways or public streets.”

5. The prior owner committed suicide inside the home.

No need to disclose. This is an easy one if you remember the rule: Virginia does not recognize stigmatized property. If a murder, robbery, rape, or suicide has occurred in the home, the listing agent need not disclose. Just one more reason that buyers should always research the property prior to writing the offer.

Bonus: The seller believes that the house has a ghost.

No need to disclose. Enough said.

If you have follow-up questions, don't hesitate to reach out to Ryan at rstuart@mbh.com, or to your local MBH Settlement Group title professional.



Ryan Stuart is manager of the Old Town Alexandria and Arlington offices of MBH Settlement Group, where he has served as Manager and Settlement Attorney since 2001. Ryan is also a managing partner of Grace Stuart PLC, has conducted over 15,000 closings during his 20-plus year career, and is active in teaching continuing education and post-licensing classes to the Northern Virginia real estate community.



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on him, and you knew if you ever had a problem, he took it on to help you in any way he could. I miss hearing him call me 'Molly McGhee.'"

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"My dad is supportive, positive, and a respected leader."



PAUL THISTLE
TAKE 2 REAL ESTATE
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JACK SHAFRAN
YEONAS & SHAFRAN REAL ESTATE
"My father, George P. Shafran, was always **Loyal**, to his friends, family, neighbors and colleagues. He was **Generous**, not only with sharing money, but with his knowledge and time. He was **Committed** to his relationship with God, his family, friends, and his businesses, which he liked to do belly-to-belly, and his handshake was his word."



LYNDA ROTHSCHILD
TOWN & COUNTRY MOVERS
"My 91-year-old father needs more than three words to describe what he means to me, but if I have to: my guiding light."



RAY GERNHART
RE/MAX EXECUTIVES
"My dad was a wonderful man who worked all his life to raise his four children. The three words I would use to describe him are tenacious, dedicated and loving."



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MONICA SULAIMANI
ATG TITLE
"My dad taught me solid principles as to respect everyone, save for a rainy day, be humble, be ethical. These principles have made me who I am today. Thank you, Don Pipo. Thank you."



CRICKET BEDFORD
THOMAS & TALBOT REAL ESTATE
"Never stop moving." Those are the three words that best described my father, Erskine Lott Bedford (1933-1998).

"If he wasn't going to work as a stock broker, then he was either taking the field for the Piedmont Fox Hounds, tending to his beloved 350-plus-acre farm, north of Upperville, or to the racecourse at Glenwood Park, where he was a Trustee until he passed in 1998. My father taught me an incredible work ethic. On weekends, you

wouldn't see him until after sunset, and one only hoped he was on a tractor with working headlights.

"But he also enjoyed making people feel welcomed into our area and was happy to tell you a little piece of history or a lesson about farming, land preservation, or fox hunting. He was an ambassador to the hunt country way of life. Sadly, he died in a fox-hunting accident at 63. And his funeral – the largest Trinity Episcopal Church in Upperville had ever had at that time – was a testament to the people he touched from all walks of life.

"I have big shoes to fill, but, like my father, I hope as a real estate agent, I provide my client with that same welcoming feeling to our hunt country way of life."

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REAL PRODUCERS® PRESENTS FANTASTIC FATHERS IN REAL ESTATE

David Cabo

Keller Williams Realty

What were the life events that led you to become a real estate agent?

Limits to what I could earn in medical sales.

What do you believe has been the biggest reason for your success?

The fact that I enjoy door-knocking, and the training and culture at Keller Williams.

Tell us about your family.

Wife, Rosina; Marianna (4 years); Sebastian (3 years); Veronica (11 months). Dance parties, crossword puzzles, and pray together.

How have you juggled the demands of fatherhood and a busy real estate career?

For sure, it is a constant struggle. One thing I do is to try very hard not to work on Sundays.

What have been the most rewarding aspects of being in real estate while raising children?

The freedom to have lunch or take a day off to help my wife.

Do you have stories about your own father and his influence on you that you would like to share?

He once told me to pick a job that I love, so longer hours wouldn't be too difficult.



The Cabo Family (David, his wife Rosina, Marianna, Sebastian, and Veronica).

What has been your happiest or proudest moment?

When my wife came up the aisle to marry me. I bawled my eyes out.

As a successful businessman, what legacy would you like to leave for your children?

I would love to leave them a real estate legacy if they should choose to accept it.

What is your favorite quote?

"There is no such thing as an atheist is a foxhole." —Winston Churchill

What has been the most challenging aspect of being home? How are you managing under the quarantine?

It is slightly challenging in that I am extroverted by nature and am unable

to interact in person as much as I would like. Otherwise everything is great. We bought and moved into a bigger house with a bigger yard, which we all love, especially the kids. I have a sister who is also a REALTOR®, and she texted me some meme which was a "REALTOR® line of the day: 'Can you see yourself quarantined in this house?'" It's a little off-color, but that really did work out for us. We are healthy and safe, and my business is not off last year by much, so I have been literally counting my blessings.

What has your family been doing to cope? Are you doing any new (or old) things together that everyone is enjoying?

My kids aren't in schools yet, and my wife is currently home with the three of them anyway on indefinite hiatus from being a physician's assistant. I work out of the house instead of the office and have had to start spending more time on the phone than in person for my lead generation, but otherwise things are really fine for us.

George Mrad

Red Door Metro of KW Metro Center

What were the life events that led you to become a real estate agent?

When completing my degree at George Mason University, I was presented with two incredible opportunities. I was at a crossroads to enter either the lending side of real estate or the sales side. The more personal interaction that you have on the sales side was my deciding factor.

What do you believe has been the biggest reason for your success?

I make sure I'm always in a learning mindset and striving for self-mastery in all things, both personal and professional. I am always trying to get better. I look for ways to innovate and disrupt my comfort. It's part of the passion. You cannot achieve success if you do not enjoy the climb.

Tell us about your family.

I have two amazing and inspiring sons. Nicholas is 12 years old, and Anthony is 10 years old. We love to enjoy the outdoors! Oftentimes on weekends, you will find us waking up early and going to the neighborhood pond to fish. They inherited the same love of sports that I have, so we love to spend time playing basketball and football. One of our favorite shows we watch is *Shark Tank*. I use it as a teaching tool. They have entrepreneurial souls ... so mid-sales pitch, we pause the show and discuss what went well, what didn't ... and take a guess at who will invest or if it is a loss! They never cease to amaze me.

How have you juggled the demands of fatherhood and a busy real estate career?

My sons understand what I do and the hard work that goes into it. Leveraging activities through my team has allowed me to have uninterrupted

quality time with my boys. However, there is the occasional shadowing they need to do. We make a fun time out of it always.

What have been the most rewarding aspects of being in real estate while raising children?

It's the little things, like the field trips and classroom parties. Having the flexibility to be able to participate in those activities is a blessing. Being able to create those moments are priceless. I want them to be able to grow up and remember me as a big part of their childhood. Another reward is their actual existence. They create a huge push to succeed within me. It is a reward in itself having them be my big WHY.

Do you have stories about your own father and his influence on you that you would like to share?

My father taught me the hustle and the art of negotiation. From a young age, I would watch him and the way he would deal with people. The way he would connect with people on a personal level was so genuine and real. He inspired me with passing down his moral legacy.

What has been your happiest or proudest moment?

At the beginning of the year I had the opportunity to take my entire family on a cruise. We spent an entire week together! The memories we created were absolutely priceless. To be able to enjoy every meal with my sons, parents, and sister's family was something that I will cherish forever. Our phones were limited, so I was able to truly indulge in the quality time. I have made it a yearly goal to be able



The Mrad Family. Back row, left to right: Jack Zegeer (brother-in-law), Rita Zegeer (sister), George Mrad. Front row, left to right: Anthony Mrad (son), Mark Mrad (father), Amelia Zegeer (niece), Amy Mrad (mom), Nicholas Mrad (son).

to be in a position to take my entire family on a vacation together.

As a successful businessman, what legacy would you like to leave for your children?

Always follow your heart and passion. Do right upon others and strive to always come from a place of contribution; everything else will fall into place. Integrity is your responsibility. Your moral compass is the most important guide in life.

What is your favorite quote?

"If you are willing to do only what's easy, life will be hard. But if you are willing to do what's hard, life will be easy." – T. Harv Eker

What has been the most challenging aspect of being home? How are you managing under the quarantine?

Being limited in your normal daily routine activities. We have managed well and have had the opportunity to get a jump on the yearly spring household activities.

What has your family been doing to cope? Are you doing any new (or old) things together that everyone is enjoying?

We have spent a lot of time outside, playing sports and working on their conditioning. We have fished more than normal and are exploring nature. I recently purchased a series of books called *The Great Brain* that I grew up reading at their age. They are preparing book reports for each of them and presenting their summary of the book to my family over a Zoom call.

James Andors

Keller Williams McLean/Great Falls

What were the life events that led you to become a real estate agent?

Growing up observing how real estate allowed my father to provide a lifestyle for me that aligned with the lifestyle I desired to provide for my family – a lifestyle of abundance and flexibility for travel.

What do you believe has been the biggest reason for your success?

Focusing on my clients’ goals above my own – if I do what they are looking to accomplish and do it very well, referring me to their sphere is a no-brainer. Our business has grown as a result of referrals, and we work hard to never compromise on the client experience.

Tell us about your family.

My wife, Laura, is a great supporter of my business and is working to open her own holistic health coaching business. Tommy is 5 years old, and loves his Waldorf school and playing with dinosaurs. Jackson is 2 and a half and loves anything Tommy likes, as well as trips to the park. Our baby, Maisy, is 15 months, and works all day long to keep up with her brothers. She enjoys stealing their toys and bossing her brothers around. I enjoy down time with my kids, pretending we’re doing construction or digging in the yard.

How have you juggled the demands of fatherhood and a busy real estate career?

It is not easy, ever. Remembering I am a father, first, still does not always help prioritize when client deadlines approach or the phone rings at odd hours. Ensuring the time I am working is spent as efficiently as possible on the right activities helps me spend my evenings more focused on my children. Leverage is key, delegating appropriately to my team and

knowing they can handle what I put on their plate.

What have been the most rewarding aspects of being in real estate while raising children?

Having the ability to say yes as often as possible. Yes, I can pick Tommy up from school. Yes, I can take you to see the house Dad is selling. Also, seeing my kids’ interest in what I do and how it works — real estate sales is over their heads, but they understand people need a place to live and that their dad helps his clients realize that dream.

Do you have stories about your own father and his influence on you that you would like to share?

My father has been a real estate agent almost my whole life. I joined his team eight years ago, and now I run the team. He taught me everything I know in real estate, and he likes to say that I’ve been in real estate since I was in a car seat. Growing up, I listened to his phone calls and interactions and appreciated what he was doing, the success he was experiencing, and the life he was providing for our family through success in real estate. I strived to be able to do the same for my own family and know that I got a lot of my work ethic from him.

What has been your happiest or proudest moment?

Having my wife and son in the audience when I earned my bachelor’s degree from VCU.

As a successful businessman, what legacy would you like to leave for your children?

I would like to leave my children with a conviction of pride in anything they do. If you’re not proud of what you’re doing, it’s likely not worth doing at all. I would love to leave them a business to grow into and then to grow themselves, but won’t force them



The Andors Family (James, his wife Laura, Maisy, Jackson, and Tommy).

into it. If my dad had forced me into real estate, I wouldn’t be in real estate.

What is your favorite quote?

“Pursuing your goals is incense, fired by internal motivation. Hence, you need a source of external motivation to keep things in balance.” —*Ben Robinson*

What has been the most challenging aspect of being home? How are you managing under the quarantine?

The most difficult part of being home is the expectation from my kids that I am here to play all day long. Balancing that expectation with the need to still work diligently on behalf of our many buyers and sellers has been tough. Thankfully, real estate doesn’t sleep, and that’s meant periodic trips out of the house for various client needs, as well as the grocery store to feed all these hungry mouths.

What has your family been doing to cope? Are you doing any new (or old) things together that everyone is enjoying?

We’re all enjoying a bit of a slowed pace of life, for the time being. Thankfully, the weather is nice, so lots of gardening in our backyard. Also, my two boys are eager to help with my honey-do list, especially if power tools are involved!

Tom Francis

Keller Williams Realty – McLean

What were the life events that led you to become a real estate agent?

I was very interested in real estate investing and got my license to find properties. I ended up loving all aspects of real estate and decided to pursue it full time.

What do you believe has been the biggest reason for your success?

My true motivation (big WHY) is my family. They depend on me, and they support and encourage me. Another big reason is I was willing to learn from others who had huge success in real estate and did what they said to do instead of trying to figure everything out on my own. Once I mastered a few things, I started to put my own spin on things.

Tell us about your family.

I have been extremely blessed with an incredible wife, Ann, and 10 children: Thomas, Elizabeth, Katie, Theresa, Claire, Mary Beth, Matthew, Rose, Maria, and Emma. I also have three sons-in-law and three grandchildren, with another wedding later this year. Never a dull moment!

How have you juggled the demands of fatherhood and a busy real estate career?

I do my best to keep things balanced. It was much harder to find that balance when it was just me. When I hired one of my daughters to work with me, it made a huge difference in keeping the balance. Now that there are four full-time team members (two agents, Chris Audino, and me) and two great ladies behind the scenes (Claire Wright and Diana Kost), keeping everything on track, it’s much easier to handle even more business but keep a balance. It’s really true what they say — leverage with the right people in the right positions makes all the difference. You can grow your business and still keep the balance between work and family. Did I mention? I also have the most supportive family ever!

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What have been the most rewarding aspects of being in real estate while raising children?

Real estate is a perfect fit for my goals because it allows me the opportunity to help others navigate one of the most important financial decisions they will make ... which is very rewarding. To be able to include my family in the business is the icing on the cake. Once you figure out being a REALTOR® means you own your own business, all you have to do is apply yourself consistently, and it can be a business without limits. A business without limits means you can not only include your family in the business, but you can also afford to make time for your family, which is number one for me.

Do you have stories about your own father and his influence on you that you would like to share?

My father was a family man who spent 31 years in the military, and after retirement ran a small business for another 33 years. His fatherly example taught me a few important lessons that likely shaped who I am today. My father taught his children to put God first, that family is important, and if you make a commitment, keep it. He taught us to work hard, to put others first, and to be humble and charitable in all that you do.

What has been your happiest or proudest moment?

There are so many, it’s hard to pick one. Some of my proudest real estate career moments have been getting ranked #25 of the top 50 top-producing Keller Williams individual agents nationwide in 2017, and being featured in a nationally distributed real estate magazine, as well as being the cover story in *NOVA Real Producers* magazine, both in 2018.

As a successful businessman, what legacy would you like to leave for your children?

I hope the legacy I leave for my children is knowing that the Francis Real Estate Group was built on serving others and coming from contribution. That success



The entire Francis family at Mary Beth Francis’ wedding to Kevin Norton, on March 7, 2020.

is defined by how many lives you affect in a positive way. I hope my children remember me as a loving husband, father, and grandfather who had a positive impact on the lives of anyone who knew me.

What is your favorite quote?

“Our focus is serving rather than selling.”

What has been the most challenging aspect of being home? How are you managing under the quarantine?

The most challenging aspect of being at home is not being able to be with my other team members and clients in person. Fortunately, I have space at home to work efficiently, so I’m staying very busy working from home. I just miss the “in person,” everyday relationships. My team is all working from home, except for showings and meetings that *must* be in person, with the necessary precautions, of course. We are definitely pushing the limits of technology to keep business going, and help serve as many people as possible with business and personally, if needed.

What has your family been doing to cope? Are you doing any new (or old) things together that everyone is enjoying?

My family is enjoying the time together, but we are all missing regular activities outside the home with co-workers, friends, and extended family. We are using Zoom a lot to connect with people virtually. Virtual relationships are better than no relationships, but definitely not the same. We have been playing a lot more board games than usual, doing large puzzles, watching home videos, etc. than we usually do. Of course, it’s been a great opportunity to get things done around the house that just don’t seem to get done on a regular basis. We are definitely coping, but can’t wait for things to get back to normal. We are very thankful that everyone in our family is healthy, and are saying extra prayers for those that are not so fortunate, and for the people on the front lines working long hours to keep the rest of us safe.

Scott Shawkey
Capital Area Homes Team of
Keller Williams

What were the life events that led you to become a real estate agent?

I’ve always been interested in real estate. It’s a fascinating business that is constantly changing. I love studying design, and I believe that great architecture can be fascinating on so many levels. In 2001, I was traveling in Indonesia on business, and I learned from my wife that our daughter had just taken her first steps. That’s when I immediately committed to having a business that was more local and allowed for more family time. It was one of the best decisions that I’ve made, and I’ve never looked back! The opportunity to help people with such important life decisions is incredibly rewarding.

What do you believe has been the biggest reason for your success?

Success, for me, is measured by satisfied clients, so I become personally invested in a wonderful outcome. If I can help someone take the next big step in their lives, and it turns out that I have exceeded their goals, then I’m really thrilled. So that becomes my goal for each transaction, and when the clients are happy, and share my name with their friends and family, then I feel satisfied and successful. The same is felt with my team. We have a very talented and skilled team of amazing agents, and when they are doing well, it’s a great feeling for me. Our team is like a big wonderful family, and when someone is enjoying success, we all celebrate together.

Tell us about your family.

I’m a really lucky guy! I’ve been happily married for 26 years to my awesome wife, Anne, who is a lawyer in D.C. for Veterans’ Affairs. We live in McLean and have four kids — our son, who is age 12, and our three daughters, who are 19, 21, and 23. We love being home together, watching our kids play sports, hiking, traveling, family games of tennis, visiting the

kids at college, heading to the beach, singing the classics, and lots of walks with our giant dog, Luna!

How have you juggled the demands of fatherhood and a busy real estate career?

Juggling fatherhood and a real estate career is not always easy. Having dinner together every night is really important to us. I may miss an event on occasion, however, I’ve figured out that I can take great care of my clients and still schedule the most important things in life: attending my kids’ soccer games, track meets, baseball games at McLean Little League, and even coaching soccer on Saturdays. My phone rings a lot, and my wife and kids expect that and really support me. A wonderful benefit of having a great team is that we help each other, so if one of us is away on vacation, our team has the systems and technology in place, with amazing team members who are always there to step in and take great care of the clients. A balanced family life is so important in this business.

What have been the most rewarding aspects of being in real estate while raising children?

Real estate gives me flexibility, and while I do treat my daily schedule with structure, if I want to pick up a kid early from school, leave town for a trip to a college, or take 10 days in Italy as we did last year, then I get to do that while knowing that my clients are well cared for. This allows me to put on my “dad hat” and really enjoy that special time with my kids and wife.

Do you have stories about your own father and his influence on you that you would like to share?

My dad’s name is Guy. He lives in Pennsylvania, and he is so cool! Father of three and grandfather of seven, he still influences me to this day. When I was young, he was so engaged, taking us fishing, camping, and traveling to about every state in the U.S. He’s a great listener and he tells the most amazing stories (sometimes more than



The Shawkey family. (From left: Julia Shawkey, Anne Shawkey, Scott Shawkey, Michael Shawkey, Carrie Shawkey, Emily Shawkey.)

once) and he laughs a lot. He has shown me how to be a father and how to be a great husband. And he’s an amazing grandfather! I’ll never admit it to him, but even to this day, when faced with a question of how to go about something, I often think about what he would do. I have so many great stories about my dad!

What has been your happiest or proudest moment?

This is a tough question. As a father of four, there are many events and moments that make me proud. All parents brag, but my kids work hard in school, and so I’m really proud when I see their grades. What has become surprisingly rewarding is watching my daughters become independent adults. Michael, Julia, and Emily are all amazing individuals, and they surprise and make me proud every day. My oldest daughter, Carrie, just graduated from Clemson last year and is working at Virginia Hospital Center. When some of the staff gave their notice for fear of the COVID-19 exposure, she really stepped up and is working so hard with many sick patients and taking on a lot of risk in her position. I’m so incredibly proud of her and of everyone in the healthcare industry this spring.

As a successful businessman, what legacy would you like to leave for your children?

A legacy that I would like to leave is the same that my father has left me. With a good sense of what is right and wrong, and with a desire to be successful. Building and creating a business is a strong legacy to leave, and I would love to see at least one of my kids work in the real estate industry. However, I would really just hope that my kids remember to work hard, have fun, treat others well, and laugh often. Most importantly, I want my kids to choose an industry or career that they love, because then it really doesn’t even feel like work.

What is your favorite quote?

Part of a famous quote from Eleanor Roosevelt that gives me confidence when I’m unsure about anything. I have it etched into a rock on my desk:

“You must do the thing you think you cannot do.”

What has been the most challenging aspect of being home? How are you managing under the quarantine?

More time with my wife and kids is wonderful. I’ve been adapting to our new way of working, and I like the challenge of finding new ways to stay in touch with clients. I’m a social person, and I like to talk with people every day. Not having coffee with clients, seeing my team members every day or chatting with co-workers has become my biggest adjustment. To not be so busy in the spring market is an adjustment for me. We’re still selling homes and helping people, but it’s such a significant shift in the way we do things and in the way we sell homes. I love my office and everyone there, and being home is also not so bad! In the end, we will get through this and become stronger for it.

What has your family been doing to cope? Are you doing any new (or old) things together that everyone is enjoying?

We are walking more, exploring the woods, playing lots of ping pong, pool, frisbee, Aggravation and Scrabble, just to name a few. Somehow, my son can beat me in ping pong ... very frustrating! At least we have Netflix and Prime and, fortunately, *Ozark* is back now! We are watching the news every night, hoping for some good news or any news of a vaccine. We are saying more prayers than ever, and we are so thankful that we are together and okay.

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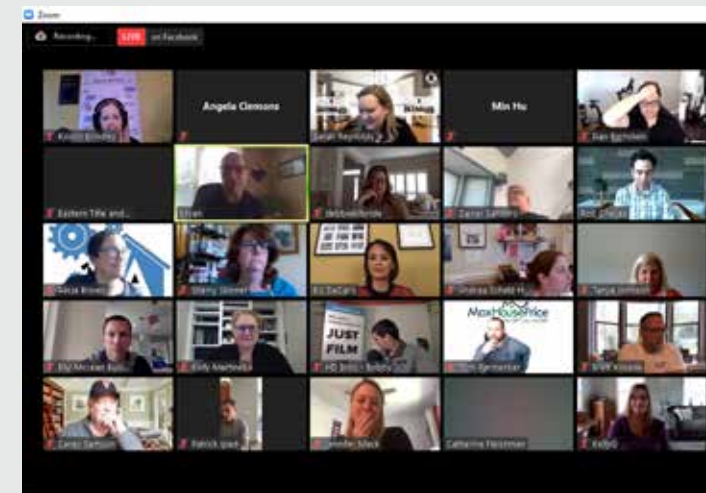
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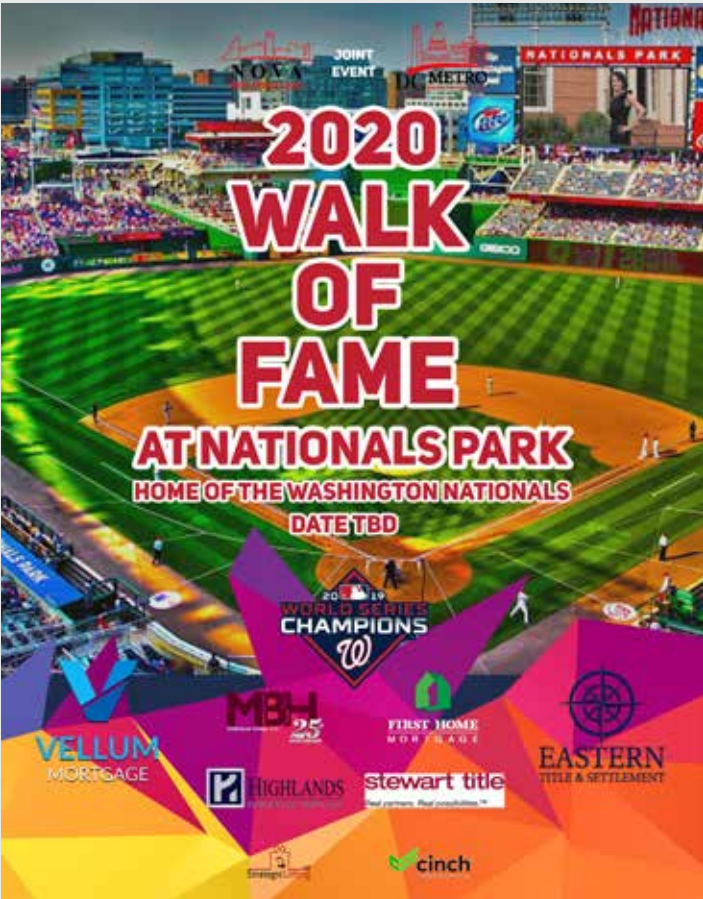
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BRYAN FELDER



TVRG Homes Team at RE/MAX Gateway. (From left: Al Pham, Kristen Harlow, Kathy Truong, Janice Spearbeck, Sadie McGann, Bryan Felder, Heather Medina, Becky Green, Andre Gutierrez.)

FAMILY FIRST

Bryan Felder insists on going north when the crowd is going south. If you are making a right, he's intentionally going left. He's all about counterculture. The team leader and associate broker from TVRG Homes of RE/MAX Gateway learned early on the value of thinking outside the box.

Cultivating this mindset started when he attended summer camp. There was a family weekend, and he found out his grandparents were attending. Since his grandfather was always someone he admired, and was in a wheelchair, Bryan wanted to make it special. He roped off an entire area and made signage for the Felders.

The other campers thought he was crazy; it was open seating. He ignored them all. This simple act amazed and touched his family, and the bond grew stronger with his grandfather. His takeaway: "Don't listen to the crowd and do what everyone else does. Think for yourself!" This drives him.

Another maxim he lives by: What are you doing today to bring you closer to where you want to be? Bryan is meticulous. Each weekend, he writes out seven goals for the week. He reads and reviews them regularly. His focus centers around "habitually serving my team members, our clients, our partners and anyone else we come in contact with."

Finding His Calling

Bryan's work ethic was cultivated young. When he was 16 years old, the family ran a vending company out of their garage, in Burke. At 21, he attended George Mason University, graduating in 1998. He spent some time in the banking and finance industry before investing in real estate.

Building a sizable portfolio with a partner eventually set him on a whole new trajectory. In 2003, he decided to get his real-estate license. This serial entrepreneur initially thought he'd do investments, but once he had a taste of the impact in selling residential, he was hooked. Almost immediately, he decided to get an assistant; he knew he found his real hustle.

The team started shortly thereafter. Bryan is adamant on keeping the focus on them instead of himself. "It's never been about me. It's always about the team, and real estate has allowed me to invest in them and give each member an opportunity to pursue and fulfill their dreams," he says. He gets stoked just talking

about the crew, which consists of six other agents and two administrators. He says the majority of his time is spent making sure they have the tools and resources they need. He is the support, not the other way around, and he is grateful for their hard work. Watching them thrive is his bonus. "Seeing an agent grow, or learn how to be a leader due to the culture we built, is over-the-top rewarding!" Bryan enthuses. Last year, they did nearly \$60 million in sales.

At TVRG Homes, differentiating themselves is more than a bullet point, it's a daily ritual. They refresh their voicemails regularly to keep those calls coming in, and bring fresh-baked cookies to client meet-

...



“

IT'S ALWAYS ABOUT THE TEAM, AND REAL ESTATE HAS ALLOWED ME TO INVEST IN THEM AND GIVE EACH MEMBER AN OPPORTUNITY TO PURSUE AND FULFILL THEIR DREAMS



...

ings, baking nearly 500 each month (they have an Otis Spunkmayer oven at the office).

Teamwork is what makes this dream work, and every quarter, Bryan orchestrates some sort of team-building activity. They've gone to Dave and Buster's, rented out movie theaters, and gone to escape rooms. Each month, they do what Bryan calls a "lunch lotto," where all names go into a bowl, and whoever's name gets picked chooses the next restaurant. They also do an end-of-year dinner, with a gourmet chef for the team and spouses.

In addition, they host four client events annually. These are pivotal in creating community. Bryan said one of his favorite things is when he sees clients mixing it up at these events who were complete strangers previously, but by the end of the day, they have become friends and are exchanging numbers. "Community is everything. All we do is create the environment for them to connect. It's a way for us to serve and give back."


This has become the team's way of life. They are constantly looking for and creating win – wins for all. As such, they've crafted a B2B business rewards program like no other. Not only does this help small businesses grow, but it also gives them a (value-added) reason to reach out and keep in touch every six weeks. They are particularly excited about MaxHousePrice, which they have seen success with. "Hearing from an agent who just helped their seller make an extra \$30,000-\$50,000 is awesome!" Bryan mentioned, noting the ease of this full-service system and full disclosure. He is an investor in this business.



TVRG Homes has an Otis Spunkmayer oven at the office and bakes almost 500 cookies each month to bring to client meetings.


"Family first" is this team's motto. Leading by example, Bryan makes it a point to put family time on the schedule. He is ardent about booking four trips at the beginning of each year to ensure work-life balance. He praises his wife, Beth, affectionately calling her Bethie, saying she is his backbone and the reason for his success. They will be celebrating their 20th anniversary this summer. They have twin girls, Mollie and Madison, who are 14 years old, and enjoy playing sports like lacrosse, swim, and dance. The Felder family goal: "We run hard during the week so each weekend we can spend time with the family."

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1-April 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	75.5	\$51,530,136	140	\$94,676,616	215.5	\$146,206,752
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	165	\$84,795,392	84.5	\$37,792,456	249.5	\$122,587,856
3	Debbie Dogrul	Long & Foster Real Estate, Inc.	56	\$34,023,440	52	\$29,800,554	108	\$63,823,992
4	Jennifer D Young	Keller Williams Chantilly Ventures LLC	94	\$44,376,908	27	\$12,532,082	121	\$56,908,988
5	Sue S Goodhart	Compass	21	\$21,724,172	19.5	\$17,295,250	40.5	\$39,019,424
6	Phyllis G Patterson	TTR Sotheby's International Realty	18.5	\$18,748,900	13	\$13,161,640	31.5	\$31,910,540
7	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	14.5	\$17,861,110	12	\$13,336,000	26.5	\$31,197,110
8	Martin K Alloy	SMC Real Estate Corp.	40	\$20,274,784	9	\$4,859,162	49	\$25,133,948
9	Janet A Callander	Weichert, REALTORS	17	\$19,665,000	5	\$5,025,000	22	\$24,690,000
10	Khalil Alexander El-Ghoul	Glass House Real Estate	19	\$12,391,673	14	\$11,545,000	33	\$23,936,672
11	Scott A MacDonald	RE/MAX Gateway, LLC	34	\$21,469,796	2	\$1,625,000	36	\$23,094,796
12	Christopher Craddock	Keller Williams Realty	44	\$14,099,834	19	\$8,794,850	63	\$22,894,684
13	Jennifer L Walker	McEneaney Associates, Inc.	17	\$12,823,660	12.5	\$9,903,200	29.5	\$22,726,860
14	Lenwood A Johnson	Keller Williams Realty	30	\$13,811,795	22.5	\$7,929,673	52.5	\$21,741,468
15	Jean K Garrell	Keller Williams Realty	19	\$15,854,000	8	\$5,575,990	27	\$21,429,990
16	Bruce A Tyburski	RE/MAX Executives	12	\$7,023,428	19.5	\$14,156,455	31.5	\$21,179,884
17	Barbara G Beckwith	McEneaney Associates, Inc.	9	\$12,290,600	5	\$8,655,600	14	\$20,946,200
18	Kay Houghton	KW Metro Center	21	\$9,917,301	21	\$10,984,650	42	\$20,901,952
19	Cynthia Schneider	Long & Foster Real Estate, Inc.	27	\$13,415,189	14	\$7,351,025	41	\$20,766,214
20	Deyi S Awadallah	D.S.A. Properties & Investments LLC	39	\$20,069,318	1	\$619,450	40	\$20,688,768
21	James W Nellis II	Keller Williams Fairfax Gateway	16	\$8,741,400	23.5	\$11,848,517	39.5	\$20,589,916
22	Karen E Close	Century 21 New Millennium	12	\$13,675,500	4	\$6,232,400	16	\$19,907,900
23	Laura C Mensing	Long & Foster Real Estate, Inc.	13	\$14,909,000	5	\$3,960,000	18	\$18,869,000
24	Daan De Raedt	RE/MAX Allegiance	26	\$13,360,899	8	\$5,357,941	34	\$18,718,840
25	Nikki Lagouros	Keller Williams Realty	13	\$4,658,050	29	\$13,778,000	42	\$18,436,050
26	Akshay Bhatnagar	Virginia Select Homes, LLC.	4	\$2,332,600	27	\$15,785,552	31	\$18,118,152
27	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	5	\$2,907,285	24	\$14,969,136	29	\$17,876,420
28	Eli Tucker	RLAH Real Estate	8.5	\$7,192,100	11	\$10,324,100	19.5	\$17,516,200
29	Carla C Brown	Toll Brothers Real Estate Inc.	29.5	\$17,259,852	0	\$0	29.5	\$17,259,852
30	Erin K Jones	KW Metro Center	13.5	\$6,925,542	23	\$10,172,790	36.5	\$17,098,332
31	Ryan Rice	Keller Williams Capital Properties	14	\$6,787,000	16	\$9,922,000	30	\$16,709,000
32	Damon A Nicholas	Coldwell Banker Residential Brokerage	14	\$8,320,000	15	\$8,190,000	29	\$16,510,000
33	Victoria (Tori) McKinney	KW Metro Center	9	\$10,236,500	6	\$5,770,306	15	\$16,006,806
34	Casey C Samson	Samson Properties	12.5	\$11,603,200	4.5	\$3,860,900	17	\$15,464,100
35	Michael I Putnam	RE/MAX Executives	22	\$10,308,865	11	\$4,984,565	33	\$15,293,430

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Teams and Individuals Closed Date From Jan. 1-April 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	9	\$8,791,115	6	\$6,326,000	15	\$15,117,115
37	Melissa A Larson	KW Metro Center	8	\$12,005,940	2	\$2,698,250	10	\$14,704,190
38	Raymond A Gernhart	RE/MAX Executives	7.5	\$4,723,890	17	\$9,946,320	24.5	\$14,670,210
39	Julie A Zelaska	Smith & Schnider LLC	5	\$7,035,000	4	\$7,470,000	9	\$14,505,000
40	Irina Babb	RE/MAX Allegiance	20	\$11,039,700	7	\$3,450,000	27	\$14,489,700
41	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	2	\$1,572,000	3	\$12,700,000	5	\$14,272,000
42	Janet Pearson	Pearson Smith Realty, LLC	24	\$14,261,474	0	\$0	24	\$14,261,474
43	Marianne K Prendergast	Washington Fine Properties, LLC	8	\$9,572,250	4	\$4,617,300	12	\$14,189,550
44	Robert T Ferguson Jr.	RE/MAX Allegiance	13	\$10,535,400	6	\$2,968,500	19	\$13,503,900
45	Laura R Schwartz	McEneaney Associates, Inc.	5	\$6,426,875	6	\$7,028,345	11	\$13,455,220
46	Jennifer H Thornett	Washington Fine Properties, LLC	2.5	\$7,093,685	1.5	\$6,334,600	4	\$13,428,285
47	Paul Thistle	Take 2 Real Estate LLC	13	\$7,241,750	12	\$6,129,225	25	\$13,370,975
48	Thomas E Luster	Century 21 New Millennium	31	\$13,251,700	0	\$0	31	\$13,251,700
49	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	7	\$8,012,800	2	\$5,133,270	9	\$13,146,070
50	Lisa Dubois-Headley	RE/MAX West End	8	\$8,251,500	7	\$4,683,000	15	\$12,934,500
51	Anthony H Lam	Redfin Corporation	4	\$1,850,000	19	\$10,962,490	23	\$12,812,490
52	Aaron Podolsky	Compass	9	\$4,795,162	9	\$7,720,500	18	\$12,515,662
53	Karen A Briscoe	Keller Williams Realty	8	\$10,018,750	4	\$2,393,977	12	\$12,412,727

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Margaret J Czapiewski	Keller Williams Realty	16.5	\$7,223,400	11	\$5,107,450	27.5	\$12,330,850
55	Patricia Ammann	Redfin Corporation	3	\$1,559,512	14	\$10,652,500	17	\$12,212,012
56	Ashley C Leigh	Linton Hall Realtors	21	\$8,898,750	5	\$3,187,500	26	\$12,086,250
57	Katie E Wethman	Keller Williams Realty	4	\$2,784,000	11	\$9,275,900	15	\$12,059,900
58	Elizabeth Kline	RE/MAX 100	9.5	\$6,873,255	9.5	\$5,161,530	19	\$12,034,785
59	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	29	\$11,991,400	0	\$0	29	\$11,991,400
60	Daniel MacDonald	TTR Sotheby's International Realty	11	\$10,409,200	3	\$1,572,400	14	\$11,981,600
61	Kimberly A Spear	Keller Williams Realty	7	\$3,723,076	14	\$8,203,363	21	\$11,926,439
62	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	7.5	\$8,928,185	3	\$2,975,235	10.5	\$11,903,420
63	Lizzie A Helmig	Pearson Smith Realty, LLC	4	\$1,843,000	19	\$9,900,440	23	\$11,743,440
64	Albert D Pasquali	Redfin Corporation	2	\$1,057,500	19	\$10,630,184	21	\$11,687,684
65	Lisa T Smith	Pearson Smith Realty, LLC	11	\$8,818,700	5	\$2,662,500	16	\$11,481,200
66	Elizabeth W Conroy	Keller Williams Realty	8	\$9,212,250	2	\$2,215,000	10	\$11,427,250
67	Eve M Weber	Long & Foster Real Estate, Inc.	10	\$6,644,270	9	\$4,699,375	19	\$11,343,645
68	Wes W Stearns	M. O. Wilson Properties	19	\$8,310,450	7	\$2,980,000	26	\$11,290,450
69	Patricia E Stack	Weichert, REALTORS	10	\$8,788,000	3	\$2,491,500	13	\$11,279,500
70	Kendell A Walker	Redfin Corporation	7	\$3,500,500	13	\$7,733,980	20	\$11,234,480
71	Robyn B Bomar	Compass	8	\$6,524,800	5	\$4,665,000	13	\$11,189,800
72	Christopher J White	Long & Foster Real Estate, Inc.	15	\$10,508,900	1	\$655,000	16	\$11,163,900
73	Steven C Wydler	Compass	3.5	\$3,240,000	4	\$7,835,900	7.5	\$11,075,900
74	Vicky Z Noufal	Pearson Smith Realty, LLC	11.5	\$10,012,800	2	\$1,015,000	13.5	\$11,027,800
75	Ruth W Boyer O'Dea	TTR Sotheby's International Realty	6	\$7,390,000	2	\$3,615,000	8	\$11,005,000
76	Gabriel Deukmaji	KW Metro Center	11	\$8,634,202	2	\$2,249,900	13	\$10,884,102
77	Megan Buckley Fass	FASS Results, LLC.	7	\$5,495,655	7	\$5,332,500	14	\$10,828,155
78	Deborah D Shapiro	TTR Sothebys International Realty	4.5	\$3,555,500	7	\$7,129,000	11.5	\$10,684,500
79	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	3	\$10,115,000	1	\$389,000	4	\$10,504,000
80	Brian D MacMahon	Redfin Corporation	3	\$1,628,000	10	\$8,828,700	13	\$10,456,700
81	Brian Siebel	Compass	1	\$755,000	10	\$9,579,750	11	\$10,334,750
82	Candee Currie	Redfin Corporation	13.5	\$10,323,000	0	\$0	13.5	\$10,323,000
83	Diane U Freeman	Redfin Corporation	4	\$1,921,001	14	\$8,338,500	18	\$10,259,501
84	Micah A Corder	Washington Fine Properties, LLC	2.5	\$7,093,685	2.5	\$3,105,840	5	\$10,199,525
85	Abuzar Waleed	RE/MAX Executives LLC	10	\$4,523,950	13.5	\$5,574,999	23.5	\$10,098,949
86	Bichlan N DeCaro	EXP Realty, LLC.	3.5	\$3,296,000	10	\$6,777,300	13.5	\$10,073,300

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87	Ann M. Wilson	KW Metro Center	6	\$6,150,010	4	\$3,880,000	10	\$10,030,010
88	Elizabeth A Twigg	McEneaney Associates, Inc.	6	\$7,986,500	1	\$2,035,000	7	\$10,021,500
89	Tom Francis	Keller Williams Realty	5	\$7,260,030	2	\$2,711,030	7	\$9,971,060
90	Michael McConnell	Redfin Corporation	3.5	\$1,514,950	17	\$8,351,477	20.5	\$9,866,427
91	Timothy D Pierson	Keller Williams Realty Falls Church	3.5	\$1,821,700	11	\$8,014,400	14.5	\$9,836,100
92	Fouad Talout	Long & Foster Real Estate, Inc.	2.5	\$5,060,000	4	\$4,716,687	6.5	\$9,776,687
93	Elizabeth L Kovalak	Keller Williams Realty	4	\$2,389,000	11	\$7,378,000	15	\$9,767,000
94	Kevin E LaRue	Century 21 Redwood Realty	10	\$6,053,880	4	\$3,523,000	14	\$9,576,880
95	William B Prendergast	Washington Fine Properties, LLC	4	\$5,192,250	4	\$4,342,500	8	\$9,534,750
96	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	9	\$6,449,500	4	\$3,078,525	13	\$9,528,025
97	Jill Judge	Keller Williams Realty	6.5	\$3,367,100	12	\$6,155,800	18.5	\$9,522,900
98	Dinh D Pham	Fairfax Realty Select	8	\$4,287,500	10.5	\$5,138,538	18.5	\$9,426,038
99	Ana Lucia Ron	ANR Realty, LLC	35	\$9,417,700	0	\$0	35	\$9,417,700
100	Kamal Parakh	Customer Realty LLC	5	\$2,283,495	8	\$7,089,500	13	\$9,372,995
101	David L Smith	Coldwell Banker Residential Brokerage	0.5	\$294,500	14	\$9,004,150	14.5	\$9,298,650
102	Danilo D Bogdanovic	Redfin Corporation	16	\$7,769,700	2	\$1,509,999	18	\$9,279,699
103	Andrea M Hayes	Living Realty, LLC.	10	\$5,241,498	7	\$4,001,932	17	\$9,243,430
104	Marion Gordon	KW Metro Center	8	\$5,760,900	4	\$3,477,500	12	\$9,238,400
105	Lisa E Thompson	Hunt Country Sotheby's International Realty	6.5	\$7,474,998	1	\$1,750,000	7.5	\$9,224,998
106	Joan M Reimann	McEneaney Associates, Inc.	5.5	\$3,528,408	8.5	\$5,671,590	14	\$9,199,998
107	John E Grzejka	Pearson Smith Realty, LLC	8.5	\$4,939,450	6	\$4,224,000	14.5	\$9,163,450
108	Christina M O'Donnell	RE/MAX West End	5.5	\$4,803,500	7	\$4,341,600	12.5	\$9,145,100

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
109	Paramjit K Bhamrah	Redfin Corporation	15	\$8,413,299	1	\$705,000	16	\$9,118,299
110	Josh Dukes	KW Metro Center	7	\$2,870,300	13.5	\$6,217,950	20.5	\$9,088,250
111	Mercy F Lugo-Struthers	Casals, Realtors	2.5	\$984,000	21	\$8,042,100	23.5	\$9,026,100
112	Natalie H McArtor	Long & Foster Real Estate, Inc.	12.5	\$6,326,677	5	\$2,686,077	17.5	\$9,012,754
113	Dina R Gorrell	Redfin Corporation	13.5	\$8,112,900	1	\$840,000	14.5	\$8,952,900
114	Denean N Lee Jones	Redfin Corporation	2.5	\$1,394,500	15	\$7,545,120	17.5	\$8,939,620
115	Cathy V POUNGMALAI	Frankly Real Estate Inc	7	\$4,344,500	7	\$4,555,000	14	\$8,899,500
116	Kathryn F Graves	Weichert, REALTORS	7	\$4,750,500	5	\$4,133,000	12	\$8,883,500
117	Nathan Daniel Johnson	Keller Williams Capital Properties	11	\$4,633,800	8.5	\$4,248,100	19.5	\$8,881,900
118	Giang T Nguyen	Redfin Corporation	3	\$1,803,000	11	\$7,061,314	14	\$8,864,314
119	Mark R Sirianni	Ayr Hill Realty	4	\$4,865,300	3	\$3,935,800	7	\$8,801,100
120	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	10	\$4,517,200	8.5	\$4,274,050	18.5	\$8,791,250
121	Katharine Kratovil	Coldwell Banker Residential Brokerage	4	\$3,795,388	6	\$4,902,900	10	\$8,698,288
122	Jon P Blankenship	Pearson Smith Realty, LLC	7	\$4,980,000	6	\$3,701,000	13	\$8,681,000
123	Lyssa B Seward	TTR Sotheby's International Realty	5	\$3,632,250	5.5	\$5,023,500	10.5	\$8,655,750
124	Natalie Wiggins	Redfin Corporation	17.5	\$7,344,190	2	\$1,295,000	19.5	\$8,639,190
125	Benjamin J Grouby	Redfin Corporation	14	\$8,638,750	0	\$0	14	\$8,638,750

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126	Katherine D Colville	Century 21 Redwood Realty	12.5	\$6,291,150	4	\$2,336,500	16.5	\$8,627,650
127	Spencer R Marker	Long & Foster Real Estate, Inc.	10	\$7,141,400	2	\$1,415,000	12	\$8,556,400
128	Matias Leiva	Keller Williams Chantilly Ventures LLC	5	\$2,644,500	10	\$5,785,500	15	\$8,430,000
129	Deborah L Frank	Deb Frank Homes, Inc.	10	\$7,134,525	1	\$1,280,000	11	\$8,414,525
130	Tracy L Vitali	Coldwell Banker Residential Brokerage	10	\$6,279,400	4	\$2,115,000	14	\$8,394,400
131	Lymaris Lee Hosage	Federated Realty, LLC	17	\$8,350,040	0	\$0	17	\$8,350,040
132	Gayle King	Century 21 Redwood Realty	6	\$5,131,579	6	\$3,214,079	12	\$8,345,658
133	Douglas Ackerson	Redfin Corporation	5.5	\$2,857,527	10	\$5,486,500	15.5	\$8,344,027
134	Ahmad T Ayub	Redfin Corporation	3	\$1,595,000	13	\$6,673,300	16	\$8,268,300
135	Brad Kiger	KW Metro Center	10.5	\$5,143,424	3	\$3,110,000	13.5	\$8,253,424
136	Kristina S Walker	Keller Williams Realty Falls Church	5	\$2,310,000	9	\$5,933,350	14	\$8,243,350
137	Han C Peruzzi	Long & Foster Real Estate, Inc.	1	\$950,000	2	\$7,253,000	3	\$8,203,000
138	Andrew J Biggers	Keller Williams Realty Falls Church	6.5	\$5,478,865	4	\$2,722,525	10.5	\$8,201,390
139	Brittany Lambrechts Camacho	Century 21 Redwood Realty	5	\$2,475,550	7	\$5,677,235	12	\$8,152,785
140	Gitte Long	Redfin Corporation	11	\$5,997,933	3	\$2,084,400	14	\$8,082,333
141	Christine Rich	Long & Foster Real Estate, Inc.	2	\$1,905,000	6	\$6,150,412	8	\$8,055,412
142	Cristina B Dougherty	Long & Foster Real Estate, Inc.	7	\$4,233,200	7	\$3,812,400	14	\$8,045,600
143	Roy Kohn	Redfin Corporation	12	\$8,039,118	0	\$0	12	\$8,039,118
144	Thomas R Moffett Jr.	Redfin Corporation	13	\$7,219,900	1	\$706,000	14	\$7,925,900
145	Diane V Lewis	Washington Fine Properties, LLC	4.5	\$5,013,500	2	\$2,837,370	6.5	\$7,850,870

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146	Troy J Sponaugle	Samson Properties	4	\$2,011,408	9	\$5,811,130	13	\$7,822,538
147	Kristen K Jones	McEneaney Associates, Inc.	3	\$3,380,000	4	\$4,429,890	7	\$7,809,890
148	Piper Gioia Yerks	Washington Fine Properties, LLC	3	\$4,807,500	2	\$3,000,000	5	\$7,807,500
149	Peter J Braun Jr.	Long & Foster Real Estate, Inc.	10	\$5,574,800	4	\$2,177,500	14	\$7,752,300
150	William S Gaskins	Keller Williams Realty Falls Church	6.5	\$5,478,865	2	\$2,249,900	8.5	\$7,728,765
151	Benjamin D Heisler	Pearson Smith Realty, LLC	9	\$5,426,000	4	\$2,290,105	13	\$7,716,105
152	Sheri Grant	TTR Sotheby's International Realty	1	\$1,545,000	3	\$6,160,000	4	\$7,705,000
153	LeAnne C Anies	Property Collective	9.5	\$4,684,000	5	\$2,978,000	14.5	\$7,662,000
154	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	2	\$956,000	12	\$6,694,704	14	\$7,650,704
155	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	4.5	\$1,906,500	13	\$5,730,900	17.5	\$7,637,400
156	Brian J Gaverth	Redfin Corporation	12.5	\$7,632,045	0	\$0	12.5	\$7,632,045
157	Sungjin S Kim	Keller Williams Realty	2	\$1,104,250	9	\$6,518,500	11	\$7,622,750
158	Jillian Keck Hogan	McEneaney Associates, Inc.	3	\$1,235,500	9	\$6,377,500	12	\$7,613,000
159	Douglas K Francis	TTR Sothebys International Realty	2	\$1,255,000	4	\$6,345,410	6	\$7,600,410
160	Brian P Whritenour	Living Realty, LLC.	5.5	\$2,962,460	10	\$4,613,745	15.5	\$7,576,205
161	Patrick D O'Keefe	RE/MAX Gateway, LLC	3	\$2,615,000	6	\$4,950,900	9	\$7,565,900
162	Ruth D Henriquez	Keller Williams Capital Properties	13	\$4,680,999	12	\$2,840,800	25	\$7,521,799
163	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	7.5	\$6,064,400	3	\$1,442,400	10.5	\$7,506,800
164	Dustin M Fox	Pearson Smith Realty, LLC	6.5	\$4,137,000	6	\$3,353,000	12.5	\$7,490,000
165	To-Tam Le	Redfin Corporation	1	\$350,000	13	\$7,117,930	14	\$7,467,930
166	Austin Harley	Pearson Smith Realty, LLC	13.5	\$5,800,000	4	\$1,658,200	17.5	\$7,458,200
167	Shoaib Ahmed	United American Realty	9	\$3,258,300	8	\$4,165,660	17	\$7,423,960
168	Shahab Sariri	Redfin Corporation	11	\$7,390,646	0	\$0	11	\$7,390,646
169	Christine G Richardson	Weichert Company of Virginia	9	\$7,388,900	0	\$0	9	\$7,388,900
170	Cheryl L Hanback	Redfin Corporation	0	\$0	13	\$7,381,000	13	\$7,381,000
171	Jennifer Mack	Pearson Smith Realty, LLC	3.5	\$2,321,500	9	\$5,045,050	12.5	\$7,366,550
172	Ryane Johnson	Keller Williams Capital Properties	10.5	\$4,962,750	5	\$2,400,000	15.5	\$7,362,750
173	Katherine Massetti	Keller Williams Realty	3	\$1,517,000	11	\$5,802,500	14	\$7,319,500
174	Barbara J Ghadban	Weichert, REALTORS	6	\$5,102,500	3	\$2,207,500	9	\$7,310,000
175	Catherine M Davidson	McEneaney Associates, Inc.	3.5	\$3,084,950	5	\$4,211,540	8.5	\$7,296,490
176	Meghan M Wasinger	Keller Williams Capital Properties	7.5	\$3,374,401	6	\$3,889,200	13.5	\$7,263,601
177	Laila Rahman	KW Metro Center	11	\$6,698,000	1	\$550,000	12	\$7,248,000
178	Charles Witt	Nova Home Hunters Realty	5.5	\$2,222,450	9	\$5,021,400	14.5	\$7,243,850
179	Michelle A Sagatov	Washington Fine Properties	4	\$5,485,000	2	\$1,748,000	6	\$7,233,000

Disclaimer: Information based on MLS closed data as of May 5, 2020, for residential sales from January 1, 2020, to April 30, 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-April 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Mukaram Ghani	RE/MAX Executives LLC	5.5	\$2,258,450	11	\$4,961,000	16.5	\$7,219,450
181	Kerry A Adams	Compass	2.5	\$1,805,000	5	\$5,401,540	7.5	\$7,206,540
182	Phillip B Brown	Pearson Smith Realty, LLC	6	\$2,871,480	8	\$4,319,990	14	\$7,191,470
183	William F Hoffman	Keller Williams Realty	5	\$3,722,000	4	\$3,466,880	9	\$7,188,880
184	Heidi F Robbins	William G. Buck & Assoc., Inc.	3.5	\$3,022,250	6	\$4,162,400	9.5	\$7,184,650
185	Brett D Rice	RE/MAX Executives	2	\$2,610,000	4	\$4,510,700	6	\$7,120,700
186	Alireza Daneshzadeh	Samson Properties	2	\$620,000	14	\$6,495,099	16	\$7,115,099
187	Dana J Jensen	Realty Connect	7	\$2,908,705	7	\$4,184,808	14	\$7,093,513
188	Michael C Rush	Long & Foster Real Estate, Inc.	4.5	\$2,317,400	4	\$4,757,820	8.5	\$7,075,220
189	Kevin J Carter	RE/MAX Select Properties	6	\$3,136,200	7	\$3,922,070	13	\$7,058,270
190	Sue G Smith	RE/MAX Premier	8.5	\$4,824,000	3	\$2,234,000	11.5	\$7,058,000
191	Tana M Keeffe	Long & Foster Real Estate, Inc.	4	\$4,440,900	3	\$2,590,000	7	\$7,030,900
192	Jon B DeHart	Long & Foster Real Estate, Inc.	6	\$3,573,810	6	\$3,452,000	12	\$7,025,810
193	Pauline Dent	Redfin Corporation	16	\$7,021,975	0	\$0	16	\$7,021,975
194	Rachel A Bleha	Compass	7	\$4,822,000	2	\$2,181,825	9	\$7,003,825
195	Karen Schiro	Compass	7	\$4,270,900	5	\$2,732,019	12	\$7,002,919
196	Sean Ragen	Keller Williams Realty Falls Church	11	\$6,462,250	1	\$525,000	12	\$6,987,250
197	William R Davis	Century 21 New Millennium	7	\$5,221,478	1.5	\$1,760,000	8.5	\$6,981,478
198	Michelle Walker	Redfin Corporation	5	\$2,335,000	9	\$4,643,889	14	\$6,978,889
199	Monique H Craft	Weichert, REALTORS	6.5	\$3,047,500	7.5	\$3,930,250	14	\$6,977,750
200	Kara Chaffin Donofrio	Long & Foster Real Estate, Inc.	3	\$2,315,000	5	\$4,641,500	8	\$6,956,500

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