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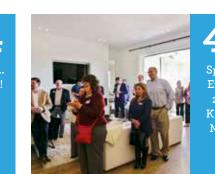
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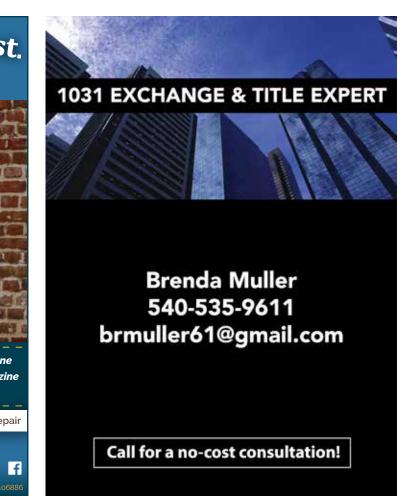
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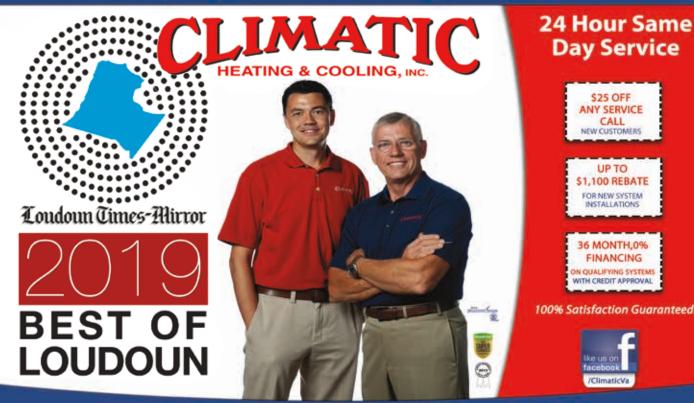
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Lucky March to you!

To those receiving this for the first time, congratulations, and welcome. To those receiving this for the second year, hats off to your consistent excellence in Real Estate.

The January New Year's Kickoff Mixer was a hit! Check out Our mission: To inform and inspire industry prothe photos on Facebook, and in this issue. Our community will connect in person again this month on March 12th! Our Spring fessionals such as yourselves all over the NOVA area. It is a badge of honor to be a Real Producer. Walk of Fame event at Nationals Park (home of the Washington Receiving this publication means you are in the top Nationals) will be our largest event yet. We look forward to gath-500 (top 2 percent) of your industry. ering both NOVA and DC Metro Real Producers together for the first time.

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Our Real Producers are wonderful people who do great work in Real Estate, and in our communities. We are taking nominations for the rest of this year right now! Nominate your fellow Realtors® to be featured. You can nominate a cover story, a rising



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Kristin Brindley

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PRESENTS Golden Nuggets



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"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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Christine Richardson Weichert, REALTORS®

"There's so much to do, and it's so much fun! Every day is completely different and I just love that."

"This is our industry and we need to protect it."



Brenda Muller 1031 Exchange & Title Expert, LLC

"The law firm provided legal services and title insurance for many of their clients, which consisted of those farming families. That is when the fascination of ownership of land — how one actually made money with the land took on a different meaning to me."

"We are unique in that we provide no-cost consultation, which allows our clients the opportunity to make a better-informed decision before they open an exchange."



Dilyara Daminova Samson Properties

"[Success is] being able to manage to see my kids any time in the day, being able to eat almost daily lunch with my husband. My quality of life is better... I am able to spend more time with my husband and kids while making four times more money than I made when I worked in the office environment. I

can win and lose. I can try my limits. I am free. No one tells me what to do and when to do it. I do as much or as little business as I want. I work without working because real estate is my lifestyle, not just a job."



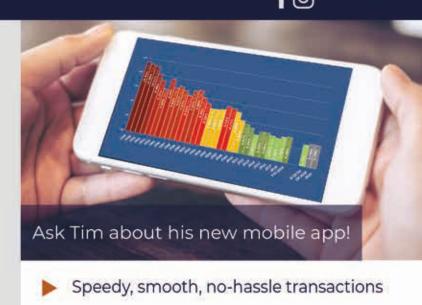
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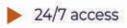
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DRAWING ON HER ROOTS

partner spotlight

By Zachary Cohen Photos by Ryan Corvello Photography

> Growing up in a small rural farming community in the Midwest, Brenda Muller found herself in awe of the vast farmland that surrounded her. She recalls the fertile plains and great expanses of her childhood with a sense of fondness.

"How big so many of the farms were, as well as large families who farmed them for generations to support themselves was interesting to me," Brenda recalls.

While Brenda never aspired to be in the title insurance industry, she recognizes the steps along her path that led her to where she is today, as an expert in 1031 like-kind exchange.

"I doubt most people who wind up in the title insurance industry planned the path," Brenda smiles. "It happens little by little."

As a young adult, Brenda's personal circumstances led her to work in a small law firm in that same farming community. "The law firm provided legal services and title insurance for many of their clients, which consisted of those farming families. That is when the fascination of ownership of land — how one actually made money with the land — took on a different meaning to me."

Brenda began her professional career by typing title abstracts, going to the courthouse to retrieve land records, and reviewing surveys and plot maps for accuracy.



. . .

"I found it extremely interesting," Brenda exclaims. "It reminded me of the awe I felt driving through the vast rural farmland. Reviewing public records of land, generation after generation passing the land down, was like putting a puzzle together with real property records at the county courthouse. It was extremely

Brenda Muller and her husband Mark.



EVEN NOW, WHEN FLYING OVER THE RURAL AREAS OF THE COUNTRY OR EVEN CITIES, I AM IN AWE OF HOW THE LAND LOOKS FROM ABOVE. ALL THE FARMS ARE OUTLINED PERFECTLY - CITIES, LAKES. STREAMS RUNNING THROUGH THE LAND. IT SIMPLY AMAZES ME.

interesting to me how land was plotted, planned, divided, and handed down."

That was how it all started. Brenda became hooked on everything real estate and eventually became a licensed title agent in various states for over 23 years.

1031 TAX-DEFERRED

Now with 1031 Exchange & Title Expert LLC, Brenda continues to bring her discipline, work ethic, experience, and love for all things real estate to qualified intermediary services, assisting clients holding investment real estate defer capital gains tax. Over the years, she's continued to adapt to changes in the market and move with the industry.

In 2016, Brenda was offered an opportunity in the 1031 exchange services industry. "After many years of branch management, closing transactions, training staff, and contributing to teams, it seemed a natural fit when Asset Preservation was looking for a division manager to provide education on 1031 exchange to clients."

"We provide Qualified Intermediary (QI) Services for clients utilizing IRC 1031," Brenda explains. "We provide security, experience, and expertise for exchange clients. In addition to the delayed exchange, we offer reverse and improvement exchange structuring by way of parking arrangements. We educate the client on components of taxation so they understand their tax consequences along with the options they have prior to closing and opening the exchange. We ensure if the exchange is audited, they are compliant with the 1031 treasury rules and regulations."

By focusing on maintaining honesty and integrity, while simultaneously providing expertise and security for clients, Brenda is able to offer some of the highest quality services in the market.

"And we are unique in that we provide no-cost consultation, which allows our clients the opportunity to make a better-informed decision before they open an exchange," Brenda adds.

A LIFE OF ABUNDANCE

Despite her love for real estate, Brenda's proudest "accomplishment" really has nothing to do with real estate at all.

"Hands down."

With five children, change is constant. Adapting to that change and continual learning is what has allowed Brenda to continue to grow.

"Second, I am blessed to actually have a career I completely enjoy, which I am extremely passionate



. . .

"Without a doubt, my family is my absolute biggest win and proudest accomplishment," Brenda smiles. about. Starting in the title insurance industry in the early 90s opened many opportunities for me over the last 28 years — to grow, learn, and even own my own company. I am extremely blessed."

After 28 years in the title insurance business, Brenda continues to call on the inspiration that began her professional journey all those years ago. By remaining inspired, she shows up to work every day with a smile on her face, ready to help the next person.

"Even now, when flying over the rural areas of the country or even cities, I am in awe of how the land looks from above. All the farms are outlined perfectly - cities, lakes, streams running through the land. It simply amazes me."

For more information, contact Brenda at 540-535-9611 or at Brenda@BrendaMuller 1031Xchange.com.



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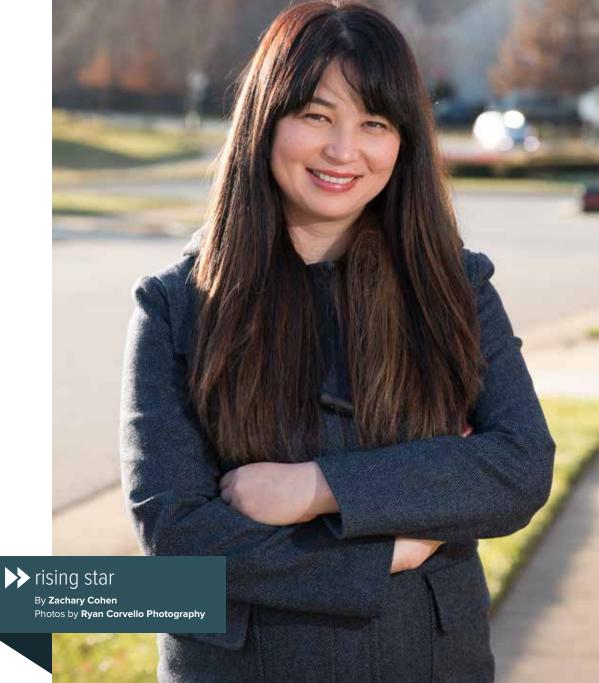
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DILYARA DAMINOVA



THE LONG ROAD

"I came here with a normal American dream," Dilyara Daminova begins. While Dilyara says that her dream was "normal," her path to America was anything but ordinary.

Dilyara grew up in Crimea in a family struggling to overcome poverty. While her parents were both well-educated, jobs were short, leaving Dilyara's family struggling to put food on the table.

"I remember a time a mouse got into a bag of rice we had and did her number two all over the rice. My mom had to clean it out and wash it and prepare food because we had no money," recalls Dilyara.

Challenging beginnings allowed her to build her own skills from an early



age. At 12 years old, she started selling at the local farmer's market to help her family. "I ended up helping women at farmer's markets so we could buy bread. It was a very good practice," she explains.

Then, at 17, Dilyara's world was turned upside down.

"I thought, 'If I can succeed in Uzbekistan, I will be successful in the U.S.,

"I found out that I was swapped at birth and was growing up with a different family. I found out my parents live in a different country and are extremely rich. So I went from being very poor and then got into a very rich family."

Dilyara moved to Uzbekistan, where her father owned several businesses. "I ended up getting to work with my dad and learn from him," Dilyara says. "One thing he told me, and it became my credo in life, is always tell people what they want to hear. No matter how much you're going to prove to people that they are not right,



Dilyara with her youngest, Oliver.

they are not going to hear it. They are just going to disagree with you."

By age 23, Dilyara had become a successful businesswoman in Uzbekistan. That year, she won a green card to move to the U.S. no doubt," Dilyara explains. "But I came here, and I ate dirt. I didn't speak English at all. I couldn't find a job. I remember I went to Cici's Pizza, and they wouldn't even give me a job cleaning tables."

Dilyara devoted her time to learning English. Within a year, she landed her first job at a Babies R Us.

...



office fees, mentors fees, I didn't even see a check. I didn't even cover the fees," Dilyara says. "But Sam wouldn't let me give up."

Since then, Dilyara has been recognized as an NVAR TOP Producer, NVAR Platinum Award winner, Samson Properties Top Agent, and was named to the Top Producer's list by *Northern Virginia Magazine*. She will close over \$22 million in 2019.

"It's been all about finding my own way of doing the business, being different from other agents, not being afraid to challenge myself to new ways

"I went through all sorts of jobs," explains Dilyara. "My goal was to work in an office environment in D.C." She eventually landed work with the Department of State and Human Services, her first of a few office jobs. "I thought my dream came true — office job, good salary. But I had an office with no windows, just cubicles. I was working morning until night. I realized I'm not an office person. That's when I got my [real estate] license." That was in 2014. It would take Dilyara another three years to devote herself to real estate fully. She, like many before her, struggled with the fear of leaving her steady paycheck behind. With a family at home, it was

stick with real estate. "After 12 months in real estate, I

Dilyara Daminova and her husband Sam.

a lot to overcome. Thankfully, her

husband, Sam, encouraged her to

only closed one deal. Because I owed



of finding clients," Dilyara says. "Not being afraid to fail if it doesn't work."

At home, Dilyara and Sam have four living children — John (17), Milana (7), Samuel, Jr. (2), and Oliver (3 months). They tragically lost their daughter Olivia when she was three-and-a-half months old. "She is a part of our family forever. I am a lucky mom of five kids," Dilyara says with a smiling, but heavy heart.

Family is first on her list of priorities. Dilyara doesn't aspire to get rich, but rather to spend more quality time with her family. That's been one of the biggest blessings of her move to real estate.

"[Success is] being able to manage to see my

kids any time in the day, being able to eat almost daily lunch with my husband. My quality of life is better...I am able to spend more time with my husband and kids while making four times more money than I made when I worked in the office environment. I can win and lose. I can try my limits. I am free. No one tells me what to do and when to do it. I do as much or as little business as I want. I work without working because real estate is my lifestyle, not just a job."

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and endure the betrayal of

Over the past four years, Nicole Canole has made her mark in the local real estate market. Yet, her reach into the community extends far beyond her work in real estate and into work with local schools and organizations. She is helping set the bar for what it means to be a community advocate.

making a 📢

"What is success? To laugh often and much; to win the respect of intelligent people and the affection of

children; to earn the appreciation of honest critics

false friends;

to appreciate

beauty; to find the

best in others; to

leave the world a

bit better, whether

by a healthy child,

a garden patch, or

a redeemed social

condition: to know

even one life has

because you have

have succeeded!"

breathed easier

lived. This is to

- Ralph Waldo

Emerson

By Zachary Cohen

difference

Photos by Ryan Corvello Photography

Not only is Nicole the CEO of East + Ivy of Keller Williams Capital Properties, the 2020 Chair of the Northern Virginia Association of Realtors® Young Professionals Network, and an active board member of the KWYP Northern Virginia Chapter — she is deeply passionate about developing a team culture that is heavily rooted in giving back to their community.

"We volunteer together, as a unit," Nicole explains. "The team consists of me, Will Lawrence, Jennifer Lynch, Angie Anderson, and Josh Mossman. I wouldn't be able to do half of what we do without the servant's heart of each individual."

East + Ivy is actively involved with three local organizations: StreetLight Community Outreach Ministries, Wounded Paw Project, and Belmont Bay Elementary School. Their work with these three organizations is in support of the people that they go to work for every day, and an expression of their genuine desire to make the places that they live and work a bit better.

In Focus: StreetLight Community Outreach Ministries

"We had an idea of what type of charitable cause we were looking to support and we wanted to stay local,

...

so we searched for an organization that met our criteria," Nicole begins.

StreetLight Community Outreach Ministries is a nonprofit organization that was established in 2004 to alleviate suffering among the poor and homeless in Prince William County and the surrounding counties of Northern Virginia.

"We believe that everyone has intrinsic value, and we are committed to supporting where we can. We help acquire donations so the folks who are homeless and/ or in tough financial situations live a little more comfortably and/or give them back a little dignity," Nicole says. "We are grateful for our lives and recognize everything can change in an instant. This is why we give. Everyone deserves love and compassion."

East + Ivy holds an annual Fill the Truck Drive to support Streetlight. Here, volunteers devote their time to serve, collecting gently used articles of clothing, financial donations, and food items.

In Focus: Wounded Paw Project

"Ernesto (the founder) actually found me on Zillow in 2016, and I became his real estate agent," Nicole explains. "He is a Purple Heart recipient and I am prior service as well. After getting to know him and his family, I knew this was something I was going to support the rest of my life."

Today, Nicole and her team are advocates and donors for the Wounded Paw Project.

The Wounded Paw Project (WPP) is focused on the rehabilitation and training of shelter (high kill) dogs. With proper therapy, training, and love, they have paired service members, veterans, civilians, and children with a service dog at a fraction of the cost of a "window store" dog. Wounded Paw Project provides service dogs to individuals and veterans to help them recover from the trauma (of war) and transition back into normal life.

The Wounded Paw Project could use assistance with monetary donations, as well as volunteers in the following fields: trainers/K9 handlers, law enforcement (active/retired), grant writing, dog walkers, writers/ editors, social media/marketing/videographers, musicians/artists, and ambassadors for local shelters.



Nicole credits the "servant's heart" of each team member for the charitable work they are able to do together.

In Focus: Belmont Bay Elementary School

Nicole, Jennifer, and Will all live in the neighborhood where Belmont Bay Elementary is located. In 2019, they coordinated a school supply drive to benefit BBE, provided basic hygiene items for the fifth-grade class, and were active volunteers and donors.

"There are 448 kids registered at BBE, and 80 of these kids are in the 'Blessings in a Backpack' program, which is for families who are unable to financially provide food for their children over weekends (18%). 71.2% are on free or reduced lunch," Nicole explains.

Belmont Bay Elementary School could use assistance in the form of donations, and items like lunch boxes, reusable water bottles, clothes, hygiene products, school supplies, and snacks.

Whether working in real estate or supporting these three incredible local organizations, Nicole's objective remains the same: to support our community and the wonderful people who live and work in it.

GG

We are grateful for our lives and recognize everything can change in an instant. This is why we give. Everyone deserves love and compassion.

"[What makes these charities different?] In all cases, it is the passion of the people who run them," Nicole smiles.

For more information on StreetLight Community Outreach Ministries, please visit thestreetlight.org or contact Carol Brenner at cbenner@ thestreetlight.org.

For more information on the Wounded Paw Project, please visit www.woundedpawproject.org or contact Ernesto Hernandez at ernesto. hernandez@woundedpawproject.com.

For more information on the Belmont Bay Elementary School, please contact Brenda Paniag at PaniagBL@pwcs.edu.





With These Farming Strategies

Spring market is here and that means being super busy and trying to create new inventory. The last few years, inventory has been an issue in our area, causing it to be delightful as a seller and sometimes frustrating as a buyer. With the goal of creating more inventory for buyers to choose, there are several strategies REALTORS® can use to make it happen. Farming is something many $\operatorname{REALTORS^{\circledast}}$ do, but few have a great level of success. There are many reasons for the failures, but I want to discuss great farming strategies and the layers they come in to help you maximize time, money, and energy to gain more exposure in your farm.

Target Marketing

As a REALTOR®, having target clientele is important. Your targets could be first-time sellers who want to move up, downsizers, or people with lots of equity. Either way, sending mailers to every person in your farm can be costly, when many of those people don't have any form of a selling need. Using tools like Remine or other data-mining providers can help you identify who these are inside your farm. Then you can create a targeted message to a target audience.

Online Presence

It's great you have your targeted data, and you sent a perfectly crafted message by mail to them. Before they reach out, they will probably look you up online. What will they find? Have a page on your real estate website dedicated to your farm. Post blog and video content with educational information showing you are the expert in the area. Post testimonials from past clients who rave about your market knowledge and how you solved their problems.

Set up a YouTube channel and post videos about your farm, listing videos, talking to business owners nearby, and more. Google owns YouTube, so

this hyper-local video content can be indexed on the first page when someone is looking up information about your farm. Another reason this is important is YouTube is a free medium and a place where many REALTORS® don't use or put out content. It's a great place to stand out and have your educational content live forever.

Social Media Strategy

From running Facebook ads to using the name of the subdivision as a hashtag on Instagram, having some sort of social media strategy for your farm is important. Create a Facebook business page and post your website blog articles, videos, and updates on the community. Drive traffic to your social media sites when sending out any direct mail. Building up an interested audience of potential clients can reap big rewards long-term.

Face-to-Face Events

The last thing to tie everything together is to get the target audience homeowners of your farm face to face. These can be home-selling seminars,



downsizing seminars, community events, and more. This is where you create the ultimate credibility with your knowledge on the area. It also helps to lower any barrier of resistance after they have received your direct mail, read your blogs, watched your videos, and follow you on social media. Tying these things together will help you to become the standout REALTORS® in your farm and create more listing inventory!

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legal hotline By Keith Barrett, Esq.

the ofthe REAL ESTATE AGENT

shall a substant of the book

s Mark Twain once famously said, e reports of my death are greatly gerated." Much is written about the disruption of the real estate ry and the desire of technology-related real estate companies to cut out the real estate agent from the transaction. There is no question that a number of companies and business plans wish to do just that with the help of private equity financing.

As we start a new decade, a quick look at other industries that have faced disruption may provide some perspective and guidance.

There has been an explosion of websites around the travel industry - Travelocity, Expedia, Kayak, Priceline, just to name a few. Information for travel-related decisions are at everyone's fingertips. So, what impact has that had for travel agents? According to the Bureau of Labor Statistics Occupational Outlook Handbook, travel agent jobs are expected to decline 12 percent over the next 10 years. Between 2000 and 2014, the Bureau of Labor suggests approximately 40 percent of travel agent jobs were lost. A vacation or business trip represents a one-time event, for which a few thousand dollars will be spent with no lasting impact if things don't work out that well (other than first-world complaints). With the ease of information access and the relative low and short-term risk, it is not surprising that most consumers have opted to plan their own trips.

Another industry that faced disruption is stock brokers. Up until the late 1970s, it cost the typical investor over \$100 to make one trade in a particular security. Charles Schwab came along and put massive downward pressure on these commissions. Then came

the online brokerages, like E*TRADE and Ameritrade. Today, stock trades can be made for as little as \$4.95 per trade and some brokerages have even moved to no-commission trading. Online brokers also make information readily available to consumers to research and analyze investing/trading decisions. So did stock brokers/ financial advisors go the way of the travel agent? The same Bureau of Labor Statistics Occupational Outlook Handbook predicts that financial advisor jobs will increase 7 percent over the next 10 years. Many "stock brokers" are today's "financial advisors" and are advising consumers and executing trades for them. Indeed, the results of the 2019 Wells Fargo/ Gallup Investor and Retirement Optimism Index survey show that most investors (84 percent) feel financial advisors will always be needed and will not be replaced by automated investing technology. Unlike a one-off trip, one's financial position is quite important, can have lifelong consequences and, while the information may be at hand for one to do it themselves, many are just not inclined to do so, given the risk of mistakes, lack of discipline and loss of objectivity.

Between these two, the real estate agent is more synonymous with the financial advisor than the travel agent. Indeed, The Bureau of Labor Statistics Occupational Outlook Handbook predicts a 7 percent increase in real estate agents over the next 10 years, the same as financial advisors. While housing information is readily available online, many consumers do not have the time or inclination to do it themselves and most don't realize that property identification is only half the battle; getting from contract to closing is equally important. Additionally, the cost of a

mistake can be high. In fact, if a mistake is made, not only does a consumer have to live with it, they must live *in* it! For most Americans, the equity in their home represents the majority of their overall net worth. This transaction is simply much more significant than planning and taking a trip. Recent studies confirm this. For example, a new Harris Insights housing consumer study, which was underwritten by the California Association of REALTORS[®], The CE Shop and REAL Trends, shows a full 90 percent of consumers use real estate agents to buy and sell their homes. This is a survey high and is up 5 percentage points from the last study in 2014, and up 9 percentage points from the first study, conducted in 2001.

Disruption is going to occur in the real estate industry and real estate agents will have to show real value to consumers in the years to come. However, the articles and prognosticators predicting the death of the real estate agent are greatly exaggerated.

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



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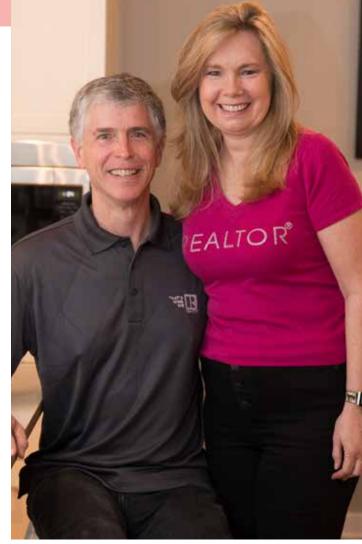
If you've ever had a chance to work with or even talk to Christine Richardson, you'd likely never know her path to becoming a REALTOR® was a sneak peek into the #MeToo movement.



By **Molly Lauryssens** Photos by **Ryan Corvello Photography**

In the '80s, Christine was working in a male-dominated world and confessed, "I got asked to make a lot of copies and get coffee because if they saw a female in the office, they assumed I was a secretary." Actually, she was a software engineer. If that wasn't bad enough, she recalled that for three years, her boss "egregiously" sexually harassed her. Christine never reported it.

She continued, "My 22-year-old daughter would say why wouldn't you just speak up? Nobody cared and it wasn't going to matter anyway. When I knew I had to leave, he told me he'd make sure that I never got another job in the industry again."



Christine Richardson and her husband Mark.



Christine noted what a different world it was back then. Especially since this happened prior to the Anita Hill/Clarence Thomas nationally televised trial, which brought attention to sexual misconduct in the workplace. This postscript resurfaces now to demonstrate how her faith and resiliency helped her find a way out and led her to create the life and career she always dreamed of living (and beyond).

Hello. Real Estate

Born in Texas to a father in the Army, this middle child of five moved around quite a bit in her formative years, living all over the U.S., as well as in Germany and Italy. When she was in seventh grade, her father was stationed at the Pentagon and the family put down roots in the area where they stayed. She credits both her mother and father for instilling her incredible work ethic. While growing up, she became adept at meeting new people because she was always the new kid.

Her first experience with real estate came after she and Mark, college sweethearts who met in a computer science class, got married and bought their first home. A few years later, they bought a foreclosure, fixed it up and lived in it for the next 10 years. They purchased their first investment property when she was 25 years old, and the entire process stunned her. She was hooked!

For 31 years now, Christine has been going strong, with \$534 million in total volume. She has blissfully stayed with one brokerage in Weichert, REALTORS[®] since 1988, and says she feels blessed to be in a fabulous indus-



The Christine Richardson Group (Denise Longo, Mark Richardson, Tom Mutton, and Christine Richardson).

try, "There's so much to do, and it's so much fun! Every day is completely different and I just love that."

Christine is committed to giving back to the community that has already given her so much. Throughout her career, she has served in various capacities at the local, state and national level. She also got involved with the REALTORS® Political Action Committee (RPAC) and saw what a huge impact it had on the industry. She advised, "If you aren't making your fair share contribution of \$40 to RPAC, you need to. It's like insurance for your business."

As the 2019 President of the Northern Virginia Association of Realtors® (NVAR), she encourages engagement from all agents to work together and give back. "This is our industry and we need to protect it."

Christine said that getting involved is not just a necessity for helping your workload, but also for curating a better mentality. With stronger, more positive outlooks, everybody wins and so she urges, "Attend the events, take the classes, volunteer to serve on a committee. You'll be amazed how much you'll learn and the great people you'll get to meet. You might think you don't have time to get involved, but you do, even if it's just a couple of hours a month which is what it takes to serve on a committee."

Christine's Dream Team

Christine has created a rock-star team where each member is able to focus on their own personal strengths. As the team leader, her main focus is nurturing relationships, as well as handling

...



all the contracts and listing paperwork and negotiations.

Then there is Denise Longo, who Christine dubbed the "linchpin" of the team. Denise was a former client who she talked into getting her license in 2006. She started as an assistant and quickly showed off her superpowers. Denise's role is much the same as Christine's and they often work sideby-side. Doing a listing appointment together can be like an unofficial party, "Everyone has more fun...we also finish each other's sentences a lot and make each other laugh all day."

Christine's husband, Mark, is the tech guru of the team and became a fulltime employee in 1997. Mark handles the website and photography (both

still and the Matterport 3D imaging), as well as wears many other valuable hats, like hanging photos or carrying furniture in and out of houses.

Tom Mutton is also licensed and does part-time buyer and tenant support for the team. Tom was also a client in the early '90s and is now a stay-at-home dad with four children. He's proficient at making this group laugh, which is absolutely one of their core values.

Christine and Mark's other dream team consists of their two children, 28-year-old Timothy and 22-yearold Carly. Timothy is married to Rebecca, and they are both financial advisors living in Herndon. Carly recently graduated from college and

teaches singing lessons at the School of Rock, in Vienna. The family has a furry family member in a 10-pound ball of fluff named Mistletoe, who is a Lhasa apso and brings joy to the family every day. The couple will often walk Mistletoe while catching up on the day's events and brainstorm where they are heading and what they are looking forward to.

Christine's passion for real estate is palpable and she prides herself on being calm while in the eye of the storm. A problem-solver to her core, she has also earned herself the nickname of "Rosie" due to her uncanny ability to see through rose-colored glasses. That's a superpower in and of itself. After all, who can't use more positivity in their life?



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JOHN MENTIS Long & Foster Real Estate

Consistency, speed, and networking are more im-

portant than ever in the spring market. That assumes the agent has a solid foundation of systems and a pipeline of clients.

DANE WORK



RE/MAX Preferred Properties

My success formula for Spring is simply easy accessibility and quality service, like a good restaurant on Valentine's Day or Mother's Day. You know it will be busy! So, be able to handle the volume and speed at which people need immediate attention. When you provide a wonderful experience in the most demanding times, the referrals will continue to come!



DAWN WILSON TTR Sotheby's International Realty

The secret for success is for sellers to get ahead of everyone else. It is a good idea for sellers to put their homes on the market in the middle of January, before all of the other competition is out there. By the middle of January, buyers are back

from their holidays and ready to look again, and if you are selling and your house is show-ready and on the market in January, buyers are ready to buy and you will have less competition from other homes. This requires preparation for sale to probably start the prior November or December to have the house ready to show at its best. For buyers, it is important to have a full buyer consultation by early January to get the information they need to be ready to purchase so when homes start coming on the market, buyers are ready to make an offer

for the one they want and have it close. Homes sell quickly in this area, and a seller is not likely to wait for a buyer to get financing lined up and everything in order. Sellers are going to choose buyers who are ready to be under contract and have a property close in about 14 to 45 days.

KELLY KATALINAS Fairway Independent Mortgage Corporation

Personally, I feel PREPARATION is the key to ANY Real Estate Market. I work very

hard to provide my buyers with numerous options and as much leverage as possible, as they are often competing in a multiple-bidding situation for a home. For my sellers, I work closely with the listing agents and I reach out and talk to them about the strength of the buyer/offer and let them know that we all share the same goal for an exceptional experience for their sellers, as well as my buyers.



It's no secret, really. Connection with people is the key!

> **DALLISON VEACH** I think the mistake

The Veach Realty Group

some sellers make in the frenzied Spring market is to

assume that they don't have to market the property in its best light. Regardless of the market or the time of year, I always stress the importance of prepping the home and showcasing it in the best possible way prior to hitting the market. I don't skip the staging or skimp on marketing the home to its fullest just because it is a hot market. The sale will always go smoother and the seller will realize the most gain from their investment when you consistently follow these steps.



MICHELLE ZELSMAN **Coldwell Banker Residential Brokerage** My secret for success in

the spring season is to be flexible, and don't forget your family. Put your phone on do not disturb during meals and be present for your people.



LEX LIANOS Compass

Consistent outreach/follow up. With both past clients, SOI and new leads.

You cannot over communicate. But if you're concerned about people thinking that, just tell them to tell you if you are communicating too much. I can almost guarantee no one will.

Balance. This time of year through June is all-consuming for a top-producing agent. Work out, spend time with friends and family, meditate, sleep at least 8 hours a night, or, like me, do all of the above. Lol. You can't work at max capacity if you are tired, stressed and overwhelmed.



The Hoban Real Estate Group/ Berkshire Hathaway HomeServices PenFed Realty

My Secret to Success is being present and relevant. Keeping my clients and prospects informed of the market conditions, and being their trusted advisor. When they are ready to buy or sell, they know I will be there for them.



JENNIFER YOUNG Keller Williams Realty -**Chantilly Ventures LLC**

It's helping sellers prep their home for sale and offering those services (estimates, project management, etc.) for free, as part of the listing package, and trying to get them prepped now in the winter so they cannot miss the early spring market. Providing buyers and sellers comps in the neighborhood they own in or are thinking about buying in. I am big about being transparent with data and I think our clients appreciate that.



ANNIE MURPHY Cinch Home Services

The secret to my success is the hustle. :) I like to keep my calendar booked out

several months. I believe being physically present (sales meetings and lunch-and-learn trainings) are just as important as maintaining a social media or digital presence!



DIANA MORAHAN Long & Foster Real Estate

I like to spoil my clients over the holidays with a client party and holiday





wreaths. I send New Year's cards to my sphere/previous clients, market update postcards to my target neighborhoods, and closing statements to the previous year's clients so they have them handy for their taxes. Every client touch keeps me top of mind.

MONICA SULAIMANI ATG Title, Inc.

Set your goals for spring and summer, get organized, strong and continuous networking during winter, build new relationships and maintain the ones I already have.

DAVE ADAMS **Coldwell Banker Resi**dential Real Estate

We are using all the aspects of social media to include getting reviews from clients, in addition reaching out to past clients for potential referrals.



KAREN SPARKS Century 21 Redwood Realty

The client experience is always my focus. It is essential in securing long-term referral business. This spring could prove challenging for buyers and they will need extra time, encouragement and support, especially if they are first-time home buyers.



JAKE SULLIVAN **RE/MAX Allegiance**

My secret is to "Know my market." No need to

know all markets; important to specialize and become the expert in one market.









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Photos by Ryan Corvello Photography

2020 KICKOFF MIXER

January 16, 2020 NOVA REAL PRODUCERS

The 2020 New Year's Kickoff Mixer was a blast! Thank you, REAL Producers!

The property was gorgeous and all the excitement was intoxicating. Gina Tufano, of Keller Williams Realty what an amazing listing! What a way to start the decade and New Year!

We are eternally grateful for our partners. Shout out to Lexy Krause, of ProTec Inspection Services, Cynthia Void, of HWA Home Warranty, and Greg Kingsbury, of Vellum Mortgage.

For more information regarding all NOVA REAL Producers events, email us at events@novarealproducers.com.

























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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	35	\$16,479,300	14.5	\$7,011,495	49.5	\$23,490,796
2	Keri K Shull	Optime Realty	14	\$10,313,900	19	\$13,050,700	33	\$23,364,600
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	18	\$8,443,400	3	\$1,502,500	21	\$9,945,900
4	Sue S Goodhart	Compass	3	\$4,032,840	5	\$4,974,500	8	\$9,007,340
5	Janet A Callander	Weichert, REALTORS	3	\$5,148,000	2	\$2,890,000	5	\$8,038,000
6	Debbie Dogrul	Long & Foster Real Estate, Inc.	7	\$3,651,250	8	\$3,861,488	15	\$7,512,738
7	Sheri Grant	TTR Sotheby's International Realty	1	\$1,545,000	2	\$4,695,000	3	\$6,240,000
8	Timur Loynab	McWilliams/Ballard Inc.	9	\$5,041,600	2	\$1,058,900	11	\$6,100,500
9	Laura R Schwartz	McEnearney Associates, Inc.	1	\$1,590,000	2	\$3,775,000	3	\$5,365,000
10	Phyllis G Patterson	TTR Sotheby's International Realty	3	\$2,925,000	3	\$2,367,000	6	\$5,292,000
11	Piper Gioia Yerks	Washington Fine Properties, LLC	2	\$3,070,000	1	\$1,800,000	3	\$4,870,000
12	David A Klimas	McWilliams/Ballard Inc.	3	\$3,330,000	1	\$1,450,000	4	\$4,780,000
13	Victoria (Tori) McKinney	KW Metro Center	1	\$1,500,000	3	\$3,175,000	4	\$4,675,000
14	Lenwood A Johnson	Keller Williams Realty	5	\$1,904,980	8.5	\$2,726,173	13.5	\$4,631,153
15	Thomas E Luster	Century 21 New Millennium	10	\$4,526,900	0	\$0	10	\$4,526,900
16	Carla C Brown	Toll Brothers Real Estate Inc.	6.5	\$4,409,200	0	\$0	6.5	\$4,409,200
17	Michael J Anastasia	Long & Foster Real Estate, Inc.	2.5	\$2,827,500	1	\$1,450,000	3.5	\$4,277,500
18	Melissa A Larson	KW Metro Center	2	\$2,854,900	1	\$1,255,000	3	\$4,109,900
19	Joanne Fisher	McWilliams/Ballard Inc.	4	\$2,384,287	3	\$1,725,246	7	\$4,109,533
20	Kay Houghton	KW Metro Center	5	\$2,177,900	4	\$1,863,500	9	\$4,041,400
21	Ruth W Boyer O'Dea	TTR Sotheby's International Realty	2	\$2,710,000	1	\$1,300,000	3	\$4,010,000
22	Sharon L Brown	Century 21 Redwood Realty	1	\$2,000,000	1	\$2,000,000	2	\$4,000,000
23	Tana M Keeffe	Long & Foster Real Estate, Inc.	2	\$3,029,900	1	\$945,000	3	\$3,974,900
24	Dennis M Virts	RE/MAX Select Properties	1	\$3,200,000	1	\$750,000	2	\$3,950,000
25	Ved Sharma	Samson Properties	3	\$3,932,000	0	\$0	3	\$3,932,000
26	Andres J Martinez-Villalba	Spring Hill Real Estate, LLC.	0	\$0	2	\$3,740,000	2	\$3,740,000
27	Christina Z Rice	Pearson Smith Realty, LLC	2.5	\$2,199,970	1	\$1,520,970	3.5	\$3,720,940
28	Kerry A Adams	TTR Sotheby's International Realty	0.5	\$180,000	4	\$3,516,540	4.5	\$3,696,540
29	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	2	\$1,440,000	2	\$2,240,000	4	\$3,680,000
30	Jill Judge	Keller Williams Realty	4	\$1,684,600	5	\$1,984,900	9	\$3,669,500
31	Abdulhaluk Ensari	Franklin Realty LLC	2	\$1,860,000	2	\$1,775,000	4	\$3,635,000
32	Jalal Achir	Samson Properties	4	\$1,518,000	5	\$2,103,000	9	\$3,621,000
33	Martin K Alloy	SMC Real Estate Corp.	5	\$2,309,465	3	\$1,306,680	8	\$3,616,145
34	Ryane Johnson	Keller Williams Capital Properties	5	\$3,589,000	0	\$0	5	\$3,589,000
35	Micah A Corder	Washington Fine Properties, LLC	0.5	\$1,180,000	1.5	\$2,375,840	2	\$3,555,840

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL	RANK	NAME	OFFICE
36	Karen Schiro	Long & Foster Real Estate, Inc.	4	\$2,359,900	2	\$1,195,000	6	\$3,554,900	54	Jane J Morrison	Keller Williams Realty
37	Jon Robert Appleman	Berkshire Hathaway HomeServices	2	\$2,495,910	1	\$1,043,760	3	\$3,539,670	55	Diane U Freeman	Redfin Corporation
		PenFed Realty							56	Scott S Hunt	Century 21 New Millennium
38	Tom Francis	Keller Williams Realty	1	\$1,745,030	1	\$1,745,030	2	\$3,490,060	57	Kevin L Love	RE/MAX Allegiance
39	Fouad Talout	Long & Foster Real Estate, Inc.	1	\$1,520,000	1	\$1,940,000	2	\$3,460,000	58	Daan De Raedt	Property Collective
40	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	1	\$500,365	5	\$2,917,345	6	\$3,417,710	59		
41	Mark W Ries	Fidelity Real Estate Corporation	1	\$1,700,000	1	\$1,700,000	2	\$3,400,000		AnaMaria Rivas-Beck	Weichert, REALTORS
42	Nikki Lagouros	Keller Williams Realty	2	\$548,500	6	\$2,794,500	8	\$3,343,000	60	Deyi S Awadallah	D.S.A. Properties & Investments LLC
43	Barry E Seymour	Advantage Properties, Inc.	1	\$1,650,000	1	\$1,650,000	2	\$3,300,000	61	Diane C Basheer	Diane Cox Basheer Real Estate, Inc.
44	Khalil I El-Ghoul	Glass House Real Estate	2	\$1,710,000	2	\$1,583,500	4	\$3,293,500	62	Jackie Deane	Pearson Smith Realty, LLC
45				.,,		., ,		. , ,	63	Jonathan J Fox	Compass
	Christopher Craddock	Keller Williams Realty	3.5	\$1,404,500	6	\$1,817,000	9.5	\$3,221,500	64	Bruce A Tyburski	RE/MAX Executives
46	Giang T Nguyen	Redfin Corporation	1	\$768,000	3	\$2,451,000	4	\$3,219,000	65	Nancy Perkins	TTR Sotheby's International Realty
47	Richard W Bryan	Pearson Smith Realty, LLC	0	\$0	1	\$3,200,000	1	\$3,200,000	66	Sylvia S Cowles	Builder Information Service
48	Albert D Pasquali	Redfin Corporation	0	\$0	6	\$3,162,000	6	\$3,162,000	67	Jatinder K Chahal	Samson Properties
49	Nik Biberaj	Samson Properties	0	\$0	3	\$3,138,000	3	\$3,138,000	68	Kevin E LaRue	Century 21 Redwood Realty
50	Steven C Wydler	Compass	0.5	\$470,000	1	\$2,649,000	1.5	\$3,119,000			
51	Kendell A Walker	Redfin Corporation	1	\$285,000	4	\$2,745,000	5	\$3,030,000	69	Megan Buckley Fass	FASS Results, LLC.
52	Jennifer H Thornett	Washington Fine Properties, LLC	0.5	\$1,180,000	0.5	\$1,834,600	1	\$3,014,600	70	Eli Tucker	RLAH Real Estate
53			0.5	.,,,				. , ,	71	Ryan Rice	Keller Williams Capital Properties
55	Patricia M Brosnan	Keller Williams Realty	1	\$625,000	2	\$2,341,000	3	\$2,966,000	72	Lisa Dubois-Headley	RE/MAX West End

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56	Scott S Hunt	Century 21 New Millennium
57	Kevin L Love	RE/MAX Allegiance
58	Daan De Raedt	Property Collective
59	AnaMaria Rivas-Beck	Weichert, REALTORS
60	Deyi S Awadallah	D.S.A. Properties & Investments LLC
61	Diane C Basheer	Diane Cox Basheer Real Estate, Inc.
62	Jackie Deane	Pearson Smith Realty, LLC
63	Jonathan J Fox	Compass
64	Bruce A Tyburski	RE/MAX Executives
65	Nancy Perkins	TTR Sotheby's International Realty
66	Sylvia S Cowles	Builder Information Service
67	Jatinder K Chahal	Samson Properties
68	Kevin E LaRue	Century 21 Redwood Realty
69	Megan Buckley Fass	FASS Results, LLC.
70	Eli Tucker	RLAH Real Estate
71	Ryan Rice	Keller Williams Capital Properties
72	Lisa Dubois-Headley	RE/MAX West End
73	Kristen K Jones	McEnearney Associates, Inc.
74	Cynthia Schneider	Long & Foster Real Estate, Inc.
75	Raymond A Gernhart	RE/MAX Executives
76	Kimberly A Spear	Keller Williams Realty
77	Lisa B Ford	RE/MAX Premier
78	Bichlan N DeCaro	Westgate Realty Group, Inc.
79	Kristina S Walker	Keller Williams Realty Falls Church
80	Suzanne D Morrison	McEnearney Associates, Inc.
81	Saul M Vasquez	Vera's Realty Inc.
82	Scott A MacDonald	RE/MAX Gateway
83	Patricia M Shannon	Long & Foster Real Estate, Inc.
84	Joy G Thompson	Atoka Properties
85	Nora M Ahlijanian	Samson Properties
86	Karen L Smith	Avery-Hess, REALTORS

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SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
0	\$0	2	\$2,935,000	2	\$2,935,000
2	\$980,001	3	\$1,940,000	5	\$2,920,001
2	\$1,280,000	3	\$1,627,500	5	\$2,907,500
2	\$2,870,000	0	\$0	2	\$2,870,000
4	\$1,535,400	2	\$1,332,000	6	\$2,867,400
0	\$0	3	\$2,859,900	3	\$2,859,900
7	\$2,856,900	0	\$0	7	\$2,856,900
3	\$2,847,090	0	\$0	3	\$2,847,090
0	\$0	3	\$2,840,000	3	\$2,840,000
2.5	\$2,089,000	1	\$748,000	3.5	\$2,837,000
1.5	\$876,078	4	\$1,932,156	5.5	\$2,808,234
1	\$720,000	2	\$2,083,500	3	\$2,803,500
4	\$2,796,862	0	\$0	4	\$2,796,862
2	\$617,000	2	\$2,160,000	4	\$2,777,000
2	\$805,000	2	\$1,965,000	4	\$2,770,000
2.5	\$2,011,805	1	\$715,000	3.5	\$2,726,805
1.5	\$1,053,100	3	\$1,608,100	4.5	\$2,661,200
3	\$1,506,000	2	\$1,145,000	5	\$2,651,000
2.5	\$2,629,000	0	\$0	2.5	\$2,629,000
0	\$0	1	\$2,615,940	1	\$2,615,940
2.5	\$1,405,427	2	\$1,195,000	4.5	\$2,600,427
1.5	\$444,000	3	\$2,155,000	4.5	\$2,599,000
2	\$1,090,000	2	\$1,489,999	4	\$2,579,999
3	\$1,774,000	1	\$787,500	4	\$2,561,500
1	\$885,000	3	\$1,659,800	4	\$2,544,800
3	\$1,400,000	1.5	\$1,144,150	4.5	\$2,544,150
1	\$840,000	2	\$1,684,000	3	\$2,524,000
1	\$291,000	7	\$2,228,000	8	\$2,519,000
4	\$2,491,850	0	\$0	4	\$2,491,850
1.5	\$845,000	1	\$1,600,000	2.5	\$2,445,000
0	\$0	2	\$2,444,000	2	\$2,444,000
2	\$1,705,000	1	\$735,000	3	\$2,440,000
1	\$937,000	2	\$1,491,500	3	\$2,428,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL	RAN		OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Bhavani Ghanta	Long & Foster Real Estate, Inc.	1	\$375,000	4	\$2,047,762	5	\$2,422,762	109	Stacy S Rodgers	Berkshire Hathaway HomeServices PenFed Realty	0	\$0	2	\$2,213,000	2	\$2,213,000
88	Donna L Williams	Samson Properties	2	\$1,065,000	4	\$1,335,000	6	\$2,400,000	110	Alexander J Bracke	Pearson Smith Realty, LLC	4	\$2,210,000	0	\$0	4	\$2,210,000
89	Lymaris Lee Hosage	Federated Realty LLC	5	\$2,393,000	0	\$0	5	\$2,393,000	111	Julie A Hertel	Century 21 Redwood Realty	1	\$347,400	2	\$1,845,000	3	\$2,192,400
90	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	3	\$2,382,000	0	\$0	3	\$2,382,000	112	Gary E Bare	Tunell Realty, LLC	3	\$2,189,800	0	\$0	3	\$2,189,800
91	Kathryn F Graves	Weichert, REALTORS	2	\$2,367,500	0	\$0	2	\$2,367,500	113	Touqeer Malik	Samson Properties	2	\$1,650,000	1	\$530,000	3	\$2,180,000
92	Susan Anthony	McEnearney Associates, Inc.	0	\$0	1	\$2,335,620	1	\$2,335,620	114	Erin K Jones	KW Metro Center	2.5	\$821,000	4	\$1,350,900	6.5	\$2,171,900
93	LeAnne C Anies	Pearson Smith Realty, LLC	4	\$1,683,000	1	\$645,000	5	\$2,328,000	115	Roy Kohn	Redfin Corporation	3	\$2,170,000	0	\$0	3	\$2,170,000
94	Olivia Adams	Compass	0	\$0	4	\$2,323,000	4	\$2,323,000	116	Feven H Woldu	RE/MAX Allegiance	1	\$1,375,000	2	\$784,500	3	\$2,159,500
95	Munirshah Dellawar	Samson Properties	3	\$1,210,000	2	\$1,110,000	5	\$2,320,000	117	Marvin J Felix	Keller Williams Realty	5	\$2,158,000	0	\$0	5	\$2,158,000
96	Mary M Olympia	Long & Foster Real Estate, Inc.	4	\$2,318,800	0	\$0	4	\$2,318,800	118	Lucretia C Toth	RE/MAX Xecutex	2	\$1,508,999	1	\$643,999	3	\$2,152,998
97	Gregory F Golubin	KW Metro Center	1	\$2,300,000	0	\$0	1	\$2,300,000	119	Clare Grana	RE/MAX Allegiance	1	\$620,000	2	\$1,520,000	3	\$2,140,000
98	Elizabeth W Conroy	Keller Williams Realty	1.5	\$1,810,000	1	\$490,000	2.5	\$2,300,000	120	Joshua Chapman	Compass	0	\$0	3	\$2,104,900	3	\$2,104,900
99	Pauline Dent	Redfin Corporation	5	\$2,298,000	0	\$0	5	\$2,298,000	121	Miriam R Fernandez	McWilliams/Ballard Inc.	1	\$2,100,000	0	\$0	1	\$2,100,000
100	Ronald B Mangas Jr.	TTR Sothebys International Realty	1	\$2,297,500	0	\$0	1	\$2,297,500	122	Niamh E DiOrio	TTR Sothebys International Realty	1	\$970,000	1	\$1,125,000	2	\$2,095,000
101	Frances A Baroody	TTR Sothebys International Realty	0	\$0	2	\$2,289,000	2	\$2,289,000	123	Ann M. Wilson	KW Metro Center	2	\$2,085,000	0	\$0	2	\$2,085,000
102	Christina A Wood	EXP Realty, LLC.	1	\$800,000	2	\$1,474,000	3	\$2,274,000	124	Brian J Gaverth	Redfin Corporation	3.5	\$2,084,500	0	\$0	3.5	\$2,084,500
103	Lynn M Hoover	McEnearney Associates, Inc.	0	\$0	2	\$2,270,000	2	\$2,270,000	125	Sean Ragen	Keller Williams Realty Falls Church	2.5	\$1,559,250	1	\$525,000	3.5	\$2,084,250
104	Laree Alyssa Miller	KW Metro Center	0	\$0	3	\$2,260,000	3	\$2,260,000									
105	Anthony H Lam	Redfin Corporation	0	\$0	4	\$2,259,927	4	\$2,259,927		Disclaimer: Information based on MLS closed data as of February 5, 2020, for residential sales from January 1, 2020, to January 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							
106	Sherilee J Cronin	@home real estate	1	\$650,000	1	\$1,599,900	2	\$2,249,900									
107	Gayle King	Century 21 Redwood Realty	2	\$2,245,000	0	\$0	2	\$2,245,000	this d	ata. Some teams may report ea	ch agent individually.						
108	Satagopan Rajagopalan	Pacific Realty	0	\$0	1	\$2,225,000	1	\$2,225,000									



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Teams and Individuals Closed Date from Jan. 1—Jan. 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL	RANK	NAME	OFFICE
126	Rakesh Kumar	Samson Properties	0	\$0	4	\$2,075,150	4	\$2,075,150	146	Hilde Kahn	Long & Foster Real Estate, Inc.
127	E. James Souvagis	Long & Foster Real Estate, Inc.	2	\$2,075,000	0	\$0	2	\$2,075,000	147	David Tesorero	RE/MAX Allegiance
128	Denise L Ferrari	Long & Foster Real Estate, Inc.	1	\$650,000	3	\$1,418,000	4	\$2,068,000	148	Lizzie A Helmig	Pearson Smith Realty, LLC
129	Susan Welsh	Long & Foster Real Estate, Inc.	1	\$597,000	3	\$1,470,500	4	\$2,067,500	149	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.
130	Hoda Martorana	Long & Foster Real Estate, Inc.	2	\$2,055,000	0	\$0	2	\$2,055,000	150	Elizabeth L Kovalak	Keller Williams Realty
131	Zaryab Mahmood	Samson Properties	5	\$2,052,900	0	\$0	5	\$2,052,900	151	Josh H Choe	Josh Realty Inc
132	Maureen Almaleki	Keller Williams Capital Properties	1	\$350,000	2	\$1,699,000	3	\$2,049,000	152	Chelsea Bolden	Pearson Smith Realty, LLC
133	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	7	\$2,046,900	0	\$0	7	\$2,046,900	153	Shannon E Casey	Middleburg Real Estate
134	Christopher J White	Long & Foster Real Estate, Inc.	2	\$1,390,000	1	\$655,000	3	\$2,045,000	154	Ahmad T Ayub	Redfin Corporation
135	Brian S Klotz	RE/MAX Allegiance	2	\$1,130,000	1	\$900,000	3	\$2,030,000	155	Clinton H Woodson	Solutions Realty Group LLC
136	Zinta K Rodgers-Rickert	RE/MAX Gateway, LLC	3	\$1,521,750	1	\$500,000	4	\$2,021,750	156	To-Tam Le	Redfin Corporation
137	Karin J Mercendetti	Keller Williams Realty	1.5	\$524,500	3	\$1,494,900	4.5	\$2,019,400	157	Keith K Min	Samson Properties
138	Magda Buzeiche	Fairfax Realty 50/66 LLC	5	\$1,581,900	1	\$435,000	6	\$2,016,900	158	Christine R Garner	Weichert, REALTORS
139	Lynn S Kern	TTR Sotheby's International Realty	1	\$1,055,000	1	\$960,000	2	\$2,015,000	159	Jessica A Perkins	Pearson Smith Realty, LLC
140	Hulunem D Woldgebreal	Samson Properties	0	\$0	4	\$2,010,500	4	\$2,010,500	160	Matias Leiva	Keller Williams Chantilly Ventures LLC
141	Pamela A Jones	Long & Foster Real Estate, Inc.	4	\$2,003,199	0	\$0	4	\$2,003,199	161	Beth Lam	Pearson Smith Realty, LLC
142	Fahed Al Khatib	Washington Fine Properties, LLC	0	\$0	1	\$2,000,000	1	\$2,000,000	162	Michael McConnell	Redfin Corporation
143	Michael Poole	Century 21 New Millennium	5	\$1,408,900	2	\$582,000	7	\$1,990,900	163	Alison L Miller	Keller Williams Realty Falls Church
144	Dilyara Daminova	Samson Properties	0	\$0	4	\$1,987,900	4	\$1,987,900	164	Edrees Feda	Orbis Realty, Inc.
145	Kimberly L Inge	Century 21 New Millennium	1	\$610,000	2	\$1,365,110	3	\$1,975,110	165	Margaret J Czapiewski	Keller Williams Realty
									166	Dinh D Pham	Fairfax Realty Select



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SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	\$1,975,000	0	\$0	1	\$1,975,000
3	\$1,469,250	1	\$494,900	4	\$1,964,150
1	\$317,000	4	\$1,645,900	5	\$1,962,900
3	\$1,961,615	0	\$0	3	\$1,961,615
0	\$0	3	\$1,955,000	3	\$1,955,000
2	\$697,000	3	\$1,255,500	5	\$1,952,500
0	\$0	2	\$1,950,000	2	\$1,950,000
1	\$975,000	1	\$975,000	2	\$1,950,000
1	\$525,000	3	\$1,414,900	4	\$1,939,900
1.5	\$1,936,000	0	\$0	1.5	\$1,936,000
0	\$0	4	\$1,932,200	4	\$1,932,200
0	\$0	2	\$1,930,000	2	\$1,930,000
2	\$1,930,000	0	\$0	2	\$1,930,000
1	\$1,086,000	1	\$837,000	2	\$1,923,000
2	\$1,245,000	1	\$675,000	3	\$1,920,000
2	\$729,000	2	\$1,183,500	4	\$1,912,500
0.5	\$174,950	3	\$1,735,077	3.5	\$1,910,027
0	\$0	2	\$1,910,000	2	\$1,910,000
1	\$650,000	2	\$1,257,000	3	\$1,907,000
3	\$1,052,400	2.5	\$839,200	5.5	\$1,891,600
3	\$1,245,000	1	\$632,500	4	\$1,877,500
1.5	\$703,500	2	\$1,160,000	3.5	\$1,863,500
1	\$949,999	1	\$905,000	2	\$1,854,999
0	\$0	2	\$1,852,900	2	\$1,852,900
0	\$0	3	\$1,851,500	3	\$1,851,500
1	\$578,000	3	\$1,271,000	4	\$1,849,000
1	\$430,000	2	\$1,414,900	3	\$1,844,900
2.5	\$904,400	2	\$938,200	4.5	\$1,842,600
1	\$288,350	3	\$1,538,895	4	\$1,827,245
1.5	\$699,500	2	\$1,125,000	3.5	\$1,824,500
4	\$1,817,000	0	\$0	4	\$1,817,000
1.5	\$614,950	3	\$1,195,800	4.5	\$1,810,750
1.5	\$1,810,000	0	\$0	1.5	\$1,810,000
1	\$940,000	1	\$865,000	2	\$1,805,000

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