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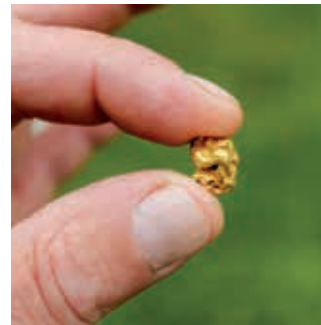
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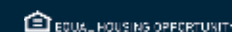
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# Dear NOVA REAL Producers,

In this time of unpredictability, clarity is more important than ever. Fortunately, obstacles and uncertain times can make what's truly important more clear. May is the month we celebrate our mothers — the women who brought us into the world.

As I sit here thinking about my mother, life gets simple. Keeping my mother safe and healthy is important. When I went through cancer and the treatment of cancer six years ago, life became extremely simple. Good people and good deeds became a mantra of mine. I am reminded of that time right now.

All of us have family and friends that are in the more vulnerable bracket to COVID-19. Elderly and immunocompromised people are more susceptible. I have witnessed this group of amazing REAL Producers/humans help the community — from giving time and money to relief efforts to leading the charge and starting initiatives to help others in need.

All of you are leaders. Leaders of the real-estate industry and leaders in our community. This, too, shall pass, and I am proud to be associated with this amazing group of humans.

With gratitude,



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

P.S. Our Digital Mastermind was April 16th. Our 2020 Walk of Fame event is rescheduled for September 24th. This will be a gathering together after all of the challenges of the coronavirus. Connection and Collaboration are even more important during times of adversity.

## ► publisher's note



For more information about our publication, partners, and future events, check out [www.NOVARealProducers.com](http://www.NOVARealProducers.com), our private Facebook group, or email us at [info@novarealproducers.com](mailto:info@novarealproducers.com).



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PRESENTS

# Golden Nuggets



**Jennifer Young**  
Keller Williams Realty

"My awesome team of assistants was able to hold the fort down and still provide great customer service so I could spend the afternoon with [my father] each week, and it was really a beautiful thing... I was so appreciative and happy that I had that time with him. I would have regretted it so

much if I hadn't been able to leverage my time and spend quality time with him each week."



**Troy Sponaugle**  
Samson Properties

"Building a client-centered, high-technology real estate team that can survive and prosper in a rapidly changing real estate environment is a huge challenge. The real estate world is evolving to an internet-centric environment and is experiencing disruptive market forces. Only agents

and teams that can adapt to this new environment will survive."



**Kat Massetti**  
Keller Williams Realty

"If it doesn't make it on my calendar, it's not happening, so I try to schedule life activities with my business events so I can make sure I take care of both in the best way possible."



**Ron Nocera and Annie Murphy**  
Cinch Home Services

"I like to see the warranty help create repeat and referral business for the real estate agent." – Ron

"With inventory being at a record low, homeowners are stretching their budgets, leaving very little in savings to cover a system or appliance failure. That makes the home warranty a vital piece of the contract. It's the best financial decision and safety net that a homeowner can have after closing on a home." – Annie



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—Christine W., Buyer's Agent

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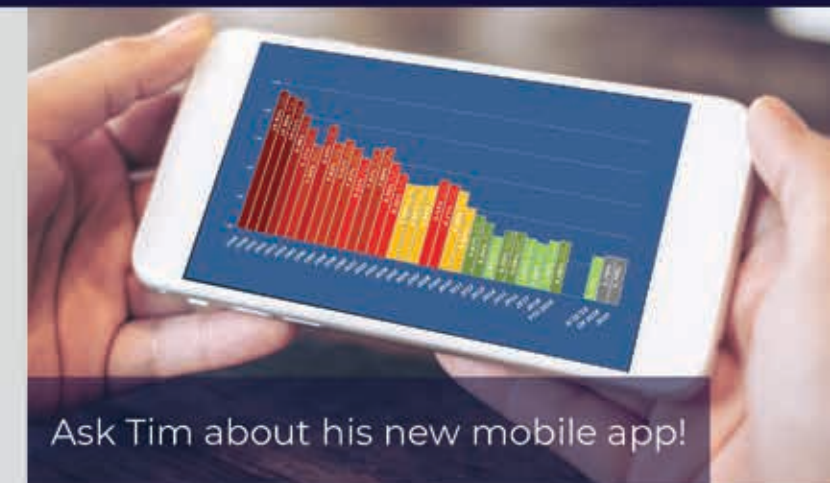
—Meredith G., Buyer's Agent

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

—Kate B., Buyer's Agent

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

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# SEO

## for REALTOR® Websites

# IN 2020!

words by wade | By Wade Vander Molen



SEO for REALTOR® websites in 2020. What's changed? What's stayed the same? SEO is "search engine optimization." Essentially, it's the way Google, Yahoo, Bing, and YouTube rank or select the most relevant content when someone types in phrases or questions on their platforms. These "search engines" want to give their users the best experience possible, so creating the **right content** is important. Here are some of the main SEO functions that will help you get discovered on that infamous "first page."

### 1. Own Your Website

It's very important to use a website that is yours. You own and control it. Use great platforms like WordPress or Drupal, and hire a credible website company to build a functional website you will use. This is your starting point.

### 2. Creating Great Content

Google appreciates your writing skills, as bad grammar will knock you down the search results page, but being a fantastic writer only plays a small part in your ranking. Other factors are:

**Search Intent and Content Type** — What is the user's intent when searching online? Content type is categorized as blog posts, category pages, and landing pages.

**Content Format for Blogs** — This would range from "how to's," tutorials, list posts (top things to know, etc.) and opinion articles.

**Content Angle** — It's the hook: **why** someone should click on your blog or page. Think having a great blog or page title. Great titles get clicked on. Page clicks and time staying on a web page are factors in SEO rank.

### 3. Covering the Topic in Full

Writing three blogs a year about three different topics isn't going to do much for you. Think about three or four topics you want to talk about, and write several blogs about that topic. First-time homebuyers, downsizing sellers, city-condo living, selling your luxury home, xyz subdivision, etc. There are always topics and

many sub-topics to write about. Creating multiple blog topics about where you work and how can help you become discovered online in search.

### 4. Link Building

Link building has been, and still is, an essential way to increase your search-engine page rank. Not to go too far into the weeds, but link building is gaining links to your website from other websites. The goal is to get more authoritative websites to tell their audience to visit your site. In turn, you gain website traffic. For example, I have written several articles for Inman.com. I do this so Inman "back-links" the articles to my site. Inman has over a million readers a month, so to have them link to me increases the SEO scores on my website.

The other part of having a linking strategy is to link your content and website to other highly visible websites. These can be YouTube (Google owns it) and your social media accounts. This increases traffic on both sites as people are jumping back and forth.

### SEO for REALTOR® Websites — Review

There are many important factors regarding SEO for REALTOR® websites in 2020. Creating engaging content is a must, along with expanding on topics, having a link-building strategy, and making sure your site is being properly indexed by the search engines. Being relevant and "discovered" by your ideal client is more important than ever.



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](http://www.DCTitleGuy.com).



# FORCE MAJEURE

The news is littered with reports of coronavirus outbreaks and quarantines. With around-the-clock news coverage comes alarm, panic and overreaction. Times like these may remind us that contracts may have to plan for the unexpected.

Force majeure, literally translated as “superior force,” is used legally to describe an unforeseeable circumstance, beyond anyone’s control, that prevents a party from performing under a contract. A force majeure clause in a contract protects the parties from being in breach of the contract if the breach was the result of, or due to, a defined force majeure event which made performance impracticable, inadvisable, or impossible. Typically, a force majeure clause protects the parties from the time of the triggering event to the time the force majeure ends. In other words, it is not an excuse to never perform under the terms of the contract, but rather to not perform during the force majeure.

In the Washington, D.C., metro area, it is not uncommon for REALTORS® to work with clients who are overseas or travel extensively. It is, therefore, not out of the realm of possibility that certain parties to a contract may, for one reason or another, be unable to perform on the settlement date because

of consequences or measures to deal with the spread of the coronavirus.

In fact, as the story of the coronavirus unfolds here in the United States, it is possible that a party to a real estate contract in the U.S. may not be able to perform on the settlement date. For example, if, after contract ratification, the buyer contracts the virus and is quarantined for a time period that runs beyond the contractually agreed upon settlement date, a properly worded force majeure clause would excuse performance under the contract until the quarantine ended.

While there is no form language in the Virginia Residential Sales Contract, REALTORS® may see contracts that are submitted by sophisticated parties or clients who hired attorneys that contain a force majeure clause. In such an event, don’t panic (see what I did there?); simply advise your clients to hire a lawyer if they have questions or concerns.



Keith Barrett is a licensed attorney in Virginia, New York, Connecticut, and D.C., 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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▶▶ partner spotlight

By Zachary Cohen  
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Ron Nocera &  
Annie  
Murphy

Cinch Home  
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## Protecting Homes, One Family At A Time

“Have more than you show; speak less than you know.”

—William Shakespeare, *King Lear*

“Homeowners are stretching their budgets, leaving very little in savings to cover a system or appliance failure. That makes the home warranty a vital piece of the contract.”

Owning a home is one of the most rewarding journeys a family can embark upon, and, yet, it’s not always easy. When home systems break down or major appliances fail, coming up with the finances to replace or repair them can often be a challenge. Finding a trustworthy service technician can be a significant hurdle too.

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“Cinch uses smart, modern tools and award-winning customer support to remove the guesswork around preventing, diagnosing, and solving a wide variety of home-related issues,” Ron begins. “Through digital-forward strategies, platforms,

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“  
**A home warranty  
is the best  
financial decision  
and safety net that  
a homeowner can  
have after closing  
on a home.**

and initiatives, Cinch is modernizing home-management services to address today's customer needs.”

Cinch employs over 900 people, partners with thousands of reliable, pre-screened service professionals, and guarantees covered repairs for an industry-leading 180 days. Modern tools get homeowners the help that they need, when they need it—when ever or wherever that happens to be. A nationwide network of service pros (who Cinch has vetted) ensures repairs get done right.

#### Getting to Know You: Ron Nocera

Growing up, Ron Nocera was heavily influenced by his father's entrepreneurial spirit. The Nocera family owned a variety of businesses, ranging from international housing to oil and gas to land development. One of those businesses was HMS Home Warranty.

Ron's family owned and operated the HMS franchises for the Mid-Atlantic, Pennsylvania, New Jersey, Illinois, and Florida regions, and Ron worked for his family business until the end of 2012. At that time, HMS, the franchisor, bought back all of the franchises throughout the United States, and in 2019 they re-branded to the current name, Cinch Home Services.



Annie with her cockapoo Hudson.

Ron has been with HMS Home Warranty and Cinch Home Services for a combined (and impressive) 27 years.

“Cinch is a 40-year-old business,” Ron explains.

Outside the office, Ron enjoys spending time with his family. Whether it's traveling or just hanging out watching a movie, Ron's family time is most dear to him.

#### Getting to Know You: Annie Murphy

Annie began her professional career working in quality assurance for Blue Cross Blue Shield in North Carolina. After a decade, she relocated to Northern Virginia, where she took on the role of customer service manager with what was then



pooch. She also enjoys cooking and gardening (growing her own herbs).

#### Partnering for Success

With a combined 35-plus years of experience in the home warranty business, Ron and Annie have a clear understanding of how important it is to build and maintain lasting, strong relationships with real estate partners. It's how they've built their business into one of the top home warranty services in Northern Virginia, and is a pillar of their success.

Ron and Annie understand that partnering with agents is all about creating value. They know they must be an asset to their partners.

“I like to see the warranty help create repeat and referral business for the real estate agent,” Ron explains.

There are a multitude of ways in which offering a home warranty service to new buyers can provide value for a real estate agent.

“Cinch's home warranty plan can help your business by protecting the home sale from last-minute delays, offering peace of mind to potential home buyers, and reducing post-close risk,” Ron says.



HMS. Seven years ago, she transitioned into a position as an account executive. Annie utilizes her 17 years of experience and expertise to teach her real estate agent partners how to use home warranty services as a tool for repeat and referral business.

Annie enjoys working side by side with local real estate agents and business owners in order to better her neighborhood and the surrounding communities.

Outside of work, Annie is an active member of her community and her local church. She enjoys spending time with her family, friends, and her beloved

“And with inventory being at a record low,” Annie adds, “homeowners are stretching their budgets, leaving very little in savings to cover a system or appliance failure. That makes the home warranty a vital piece of the contract. It's the best financial decision and safety net that a homeowner can have after closing on a home.”

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# What are 3 words that best describe your mother?



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**TROY J. SPONAUGLE**  
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**IRINA BABB**  
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**CANDACE BUSH**  
SAMSON PROPERTIES

"My mother's name was Faith. Such an appropriate name, as she had such a strong **faith** in God. Another word I would use to describe my mom is **strong**. A woman who contracted polio the year before the vaccine came out and was told she would never walk again, but she did. Why? Because she was strong! **Heart**. I believe no other had such a heart full of love, especially for her children! Love you forever, Mom! RIP in Heaven."



**KRISTIN FRANCIS**  
KELLER WILLIAMS CAPITAL PROPERTIES

"Model, selfless, love."

"My mother (to me and five boys) was the Pinterest mom before Pinterest existed. She made magic out of nothing, always. Her love is endless and unconditional. I am the strong woman today because she led by example and made me believe I could do anything. The world sparkles for her efforts, and she is the most selfless person you'll ever have the pleasure to meet. I was afraid to become a mother because I didn't think I could tackle motherhood as well as she did. She is truly the gold standard, the model of selfless love."



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# KAT

► rising star

By Katie Moore

Photos by Ryan Corvello Photography

# MASSETTI

she is ALL IN







Kat Massetti with her mother Hong Nguyen.

“Nothing is impossible; the word itself says, ‘I’m possible.’”—*Audrey Hepburn*

Kat Massetti does not do anything halfway.

In the just over two years that she has been in the business, she did 30 transactions last year alone. Before becoming a real estate agent, she practiced as a full-time pharmacist and had two kids just 16 months apart. And she got her very first client under contract just two days after she passed the exam.

She hasn’t stopped since.

After realizing that being a pharmacist was just not the career she was expecting, she started to look for another one. “It became metric-based and became all about numbers, and it came to a point where I didn’t feel

like I was helping people anymore. I fell into real estate by accident. It was almost serendipitous,” she says with a laugh. “I was working full-time and had two little kids, and I had zero knowledge of real estate and didn’t know what I was doing.” But she had too much to lose, so she quit her job and went all in.

“I bring a scientific, methodical approach to real estate—a takeaway from my days as a pharmacist. I have a step-by-step guide to selling or buying a home that I tailor to my clients, but I follow the same process for each client. I view my job as a real estate agent as more of a project manager and advisor, where I help my clients see different options and help them make the decisions. My fulfillment does not come from the paycheck or the accolades, and if you asked me the dollar amount I sold last year, I

wouldn’t be able to tell you off the top of my head,” she states. “I can, however, discuss in detail about the 60-plus people/families I helped with their home-buying and selling in the past two years! The personal relationships that I build with my clients are the definition of my success.”

Kat began on a team, and is now going out on her own and starting her own group, The Haven Group, of Keller Williams Realty, with a simple but mighty goal: continue crushing it. She believes in being a genuine, real-life agent who is approachable. “I want to pull the curtains back on real estate and show what goes into it, and help clients achieve their goals.”

She has learned so much over the last few years. “The biggest game-changer has been a mindset shift from being a businesswoman to a business owner.



Before the mindset shift, I was staying up until midnight trying to build a website by myself, and the website still looked amateur. My husband helped me realize that I am not a web designer, and I need to delegate areas that I am weak in to experts,” she affirms.

Outside of the office, she enjoys spending time with her husband of nine years, Michael, her two children — Mia (8) and Lucas (7) — and their adopted puppy Lucy. “My family is everything to me,” Kat exclaims. “I think the biggest reason for my success is that my family believes in me 150 percent. With their support, I am able to dedicate our lives to the business. They understand the importance of my job, the impact that it has on the lives of my clients, and are proud to be a part of our company.” Kat also enjoys trying local coffee shops and taking barre classes. “In the last six months, I have tried to become more intentional about focusing on my health and myself.



Kat with her children, Mia and Lucas.

It’s a full-body workout and kicks my butt every time I go!”

The key to work-life balance for her is to put all events on the calendar, business or personal. “If it doesn’t make it on my calendar, it’s not happening, so I try to schedule life activities with my business events so I can make sure I take care of both in

the best way possible.” A strategy that is obviously working.

Kat doesn’t give up, and she works tirelessly every day for her family, her clients, and her future. She carries the world, and she does it with a smile.

*Kat can be reached at [kat@thehavengroupva.com](mailto:kat@thehavengroupva.com).*





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# Troy Sponaugle

► a cool life story

By **Katie Moore**  
Photos by **Ryan Corvello Photography**

## Never A Dull Moment

“Success occurs when opportunity meets preparation.” —*Zig Ziglar*

The only thing that comes close to matching Troy Sponaugle’s success is his passion.

With drive, motivation and experience both inside and outside of the real estate world, he has, without doubt or question, lived an inspiring life. A self-proclaimed military brat, Troy was born in Texas and has called more states home than most have even traveled to. He calls himself a Southerner with a Midwestern flavor, and has been to every state in the union, including Alaska and Hawaii.

“I have been blessed by a life of variety with exciting challenges all along the way, so I never have been satisfied or bored. Moved to many new environments with my military family as a young person. Went to the Air Force Academy (USAFA), which was a great experience in leadership and technology. Had a fascinating AF career working in worldwide telecommunications and nuclear weapons effects,” he states. “Along the way, I received a master’s degree in information systems. Established my own businesses in the exciting personal and office computing environment from the infancy of the personal computer, in 1984, all the way through the creation and adoption of the worldwide internet. Now I am creating a new real estate business just as this world is experiencing massive disruption and growth. And woven throughout all that professional stuff, had a wonderful family with my wife, Jackie, of 42 years, and raised a great son (Troy) and talented daughter (Kaile).” Troy also has a grandson, Kaeleb. “Never been a dull moment.”

...





Real estate is evolving into an "internet-centric environment," says Troy, and only agents and teams that can adapt to it will survive.

“  
**The only way  
to succeed is  
to help other  
people be  
successful.**”

Never dull at all.

Troy’s father has also had a significant impact on his life. “Learning from him how to create and fix things to support our family had a profound effect on me, creating a strong sense of satisfaction and independence that

I have carried with me all my life,” he exclaims. “I honestly believe I can do anything I want to if I have a will and need to do it.”

Troy has always loved real estate and purchased his first home with one of his first checks as a second lieutenant

with two friends. He purchased his second and third homes while getting his master’s in Ohio. After successful careers in the Air Force and IT business, he decided to go back to what he always loved. He combines the technical knowledge and skills from his Air Force and computer-business background to understand and use technology for the benefit of his real estate team and clients.

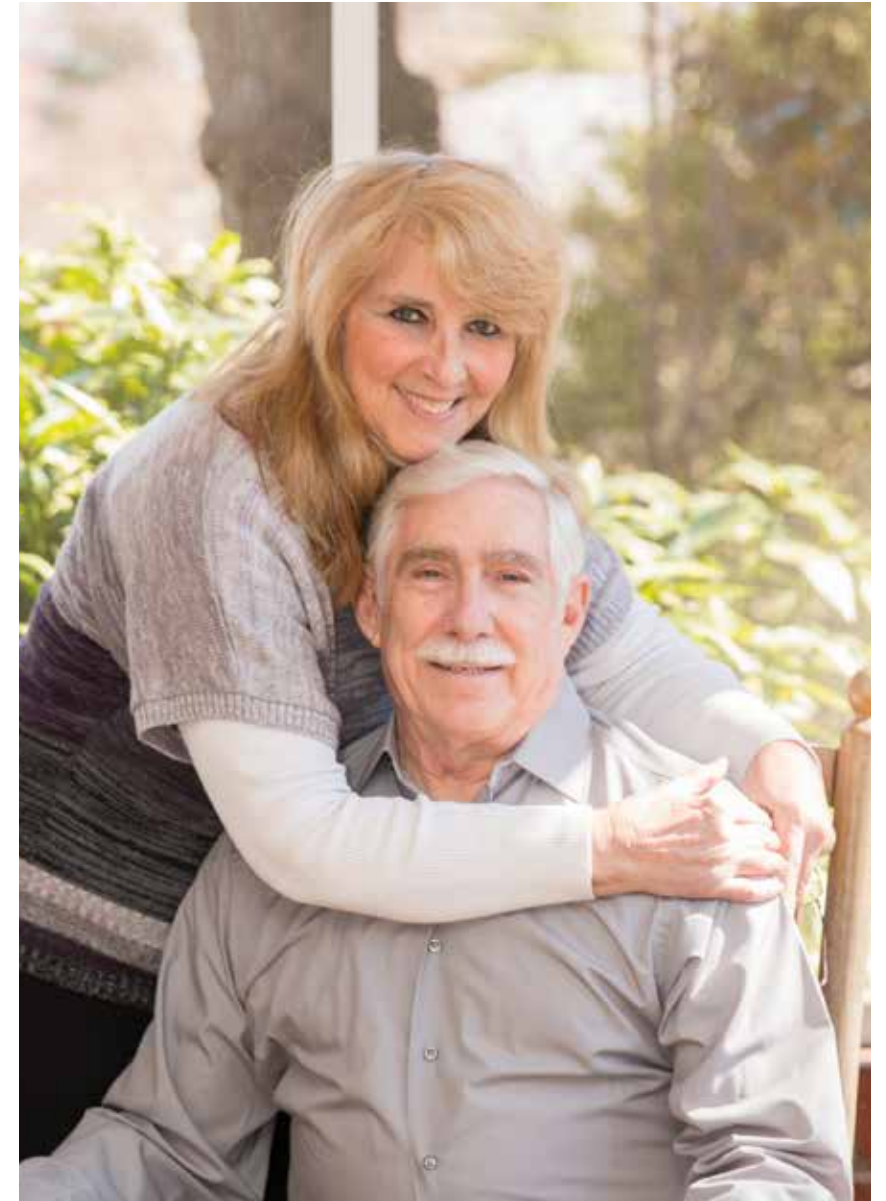
“Building a client-centered, high-technology real estate team that can survive and prosper in a rapidly changing real estate environment is a huge challenge,” he passionately explains. “The real estate world is evolving to an internet-centric environment and is experiencing disruptive market forces. Only agents and teams that can adapt to this new environment will survive.”

Adapting has been paramount in his life and career, and has also brought him some of his greatest wins, including the feeling of finding or helping a team member find the perfect home for a client. “I absolutely believe that home ownership is one of the cornerstones of personal and financial freedom and one of the key things that makes our country great.”

Outside of his real estate career, Troy enjoys spending time with his family. They love to ski, bike ride, and go to the beach. There is one thing, though, that he wishes he had learned earlier in life. “The only way to succeed is to help other people be successful.” The Greek word for “meek” means strong but humble, he says. “I got the strong part, but wish I had figured out the humble part about 30 years earlier.”

No matter what the timing is, that is a great lesson from a great man. And we can’t wait to see what he accomplishes next.

*Troy can be reached at the Troy Property Group of Samson Properties by phone at 703-408-5560, by email at [Troy@troypropertygroup.com](mailto:Troy@troypropertygroup.com), and by visiting [www.troy.virginia.troypropertygroup.com](http://www.troy.virginia.troypropertygroup.com).*



Troy and Jackie Sponaugle



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# Amazing Mothers In Real Estate

## Nancy Sorensen Willson *Long & Foster Real Estate*

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

I grew up knowing I wanted to run my own service-based business. My parents have both always been in sales. I was a teenager when my mom went into real estate. I made it my goal to get my license when I turned 18. I took the class during my senior year of high school and then the test a month after my 18th birthday.

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

The amazing agents in my office that have been role models over my 25-plus years. Authenticity + Consistency + Systems + Accountability = SUCCESS.

### Tell us about your family.

Husband: Sean, corporate controller at AvalonBay. Kids: Katie (16) — Irish dancing, HS lax, YoungLife; Liam (15) — high school football, high school basketball, high school baseball; Donovan (13) — baseball, lax, basketball; Shea (10) — lax, field hockey, basketball, horseback riding, Irish dancing ... and someday wants to play high school football!

We like TRAVELING together as a family anywhere from snow (skiing) to the beach (surfing).

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

Best advice my coach ever gave me was to be consistent with my systems; by doing that, I'm allowed freedom within my structure. I set intentional expectations so that I can have flexibility within pre-set boundaries. Time and activity blocking is essential.



The Willson Family (Left to right: Donovan, Katie, Sean, Nancy, Liam, and Shea).

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

I was raised by a REALTOR® mom. My kids witness my work ethic and contribute to the hustle. They see the sacrifices *and* rewards of two parents as passionate about our careers as we are about them.

### Do you have stories about your own mother and her influence on you that you would like to share?

My mom was an entrepreneur her whole life. She raised us to believe we could be and do whatever we dreamed. She consistently led by

example with hard work, generosity, and a positive attitude. We always had motivational tapes playing in the car and over the “home speaker system” growing up. Anything less than our best wasn’t an option.

### As a successful business woman, what legacy would you like to leave for your children?

You are blessed with God-given talents. What you do with them is your gift back to Him.

### What is your favorite quote?

“Make the play” and “We are all on the same team.”

## Laura Schwartz *McEneaney Associates*

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

I was first a budget analyst for the Social Security Administration, followed by a short stretch as a consultant. While I was miserable working as a consultant, I was also buying my first condo. The agent I used suggested I come work for him (my entire family has deep roots in real estate investments), and that was it. The rest, as they say, is history.

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

I come from a place of honesty and integrity. I am more likely to talk a client out of buying a home than talking them into one. My clients eventually become friends because they never feel pressured, but they always feel protected.

### Tell us about your family.

My husband, Mitch, and I have “date nights” at least twice a month. We usually try new restaurants or go to a movie. When we have a family outing, we take our two boys, Holden (7 and a half) and Noah (5), to their favorite place — Dave & Buster’s — or to a local sporting event. My husband is a Terp, so we go to Maryland basketball, football and baseball games (even on Mother’s Day in 2018!). We also go to a lot of Nationals games. We also like to take the boys to explore new cities when our schedules allow.

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

This is one of the hardest parts of my career. I know that my business could be bigger, but I don’t want it to take over my role as a mom. I love that I can take them to school every day, be there for Walking Wednesdays, class parties, or have bonus days when the school is closed. I miss bedtimes and dinners sometimes, but I know I get a great balance of a successful career and lots of time with them. The other thing that’s been vital is a strong morning routine. If I can get myself ready before they’re up, the mornings are a lot smoother and enjoyable.

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

The amount of time I get to spend with them. I try to take advantage of the slower periods of the season. The other thing I’m most proud of is the example I’m setting for two boys about how a successful woman handles business. They see a supportive male role



The Schwartz Family (Mitch, Holden, Laura, and Noah).

model in my husband, and I hope that sets them up to be pro-female in the future.

### Do you have stories about your own mother and her influence on you that you would like to share?

My parents immigrated to the U.S. from Belarus in 1980. They were self-employed until they retired in 2018. My mom is one of the most brilliant financial minds I have ever seen. She’s always handled their business books, their investments, their real estate investments, and now their retirement. She is an incredible role model of what a strong woman in business can be. Although now that I’m a mom, I’m certain it was never easy — juggling a business and two kids (especially as a non-native English speaker) — she certainly never let on when I was younger that she struggled to keep it all together.

### What has been your happiest or proudest moment?

My favorite moment was watching my kids’ eyes grow when they saw my face in the *Washingtonian* for the

first time — like, wait, Mom, why are you in this magazine? And before I could respond, my husband jumped in with “because your mom is a rockstar.”

### As a successful business woman, what legacy would you like to leave for your children?

Especially as a mom of boys, I hope they see that successful and strong women are not to be feared—they are to be celebrated.

### What is your favorite quote?

“Your true worth is determined by how much more you give in value than you take in payment.” —*Bob Burg, The Go-Giver*



...

## Laura Lawlor

Jack Lawlor Realty Company

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

I met my husband, Aaron, in 2011. His father, Jack, who is the principal broker of Jack Lawlor Realty, had mentioned more than a few times that he thought I would be a good REALTOR®. At the time, I was a high school English teacher. I really loved teaching, but was intrigued by real estate and finally decided to move forward with getting my license (2013). After just a few months in real estate, I knew this was my “forever job.” I finished out the school year, went full-time, and have never looked back. I married my husband a year and a half later in 2014.

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

A strong support system and family background in real estate. Jack Lawlor Realty Co. was started in 1984 by my father-in-law, and although all our agents are independent contractors, I have the pleasure of working with five of my sisters-in-law. I don’t think too many people can say that! The ability to collaborate, learn, and support each other has had numerous benefits and added to my own personal success. My determination and hard work. I’ve always had the drive to succeed at anything I start. I was determined, from the day I got my license, to succeed. I don’t just want my clients happy; I want them so impressed that they refer me to their friends and family.

### Tell us about your family.

I married my husband, Aaron, a year after getting my real estate license. Shortly after, we started our family. My daughter, Adalyn, was born in 2015, and my son, Andrew, in 2018. We love being outside together and frequently are headed to the many awesome playgrounds, farms, etc. in the Northern Virginia area. We also love to travel! Although that has slowed down since having kids, we make a point to get to Bethany Beach every summer and try to experience at least one other location each year.



The Lawlor Family (Laura, Adalyn, Aaron, and Andrew).

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

There certainly have been challenges, but I have been fortunate to have a large support system, including my family and our nanny. The schedule of a real estate agent is constantly changing. There are less busy days in which I love having the opportunity to be home and able to have lunch or play with my kids. There are other days that are jam-packed, and knowing they are in great hands allows me to really focus on what I need to do for my clients.

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

I think the most rewarding has been being able to help support my family and be a role model for my children for their future career choices. I want them to see a hardworking and caring mom and to know that, although family always comes first, you can balance both a family and a career.

### Do you have stories about your own mother and her influence on you that you would like to share?

My mom has always been, and always

will be, an influence on me and my career. She made many sacrifices in her own career by staying at home raising her four children. After we were grown, she went back into the workforce and has always gone above and beyond for others. I am very excited that she is currently pursuing her real estate license with the idea of being a part of my own business in the near future.

### What has been your happiest or proudest moment?

In my career, I am the happiest when I receive referrals from past clients. I am also proud of the fact that my business has almost entirely been built and grown based on word of mouth and client referrals.

### As a successful business woman, what legacy would you like to leave for your children?

I think it’s important for my children to find a job they are passionate about and, if they can, a job where they are able to help others.

### What is your favorite quote?

“Be who you are, and be that well.”  
—*St. Francis de Sales*

## Lee Braun

Long & Foster Real Estate

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

Family, family, family! For two reasons. First, my darling mother-in-law was an agent for 30-plus years, so it was easy to follow in her footsteps. Secondly, my original career was a director of catering for a large metropolitan company, and I worked *all the time*. So when my children were little, I felt like I never saw them. You think real estate hours are crazy? Try catering. There came a time, 18 years ago, when the real estate market was getting crazy busy, and I wanted to be a part of the family business and spend more time with my children.

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

I always look out for my clients’ interests first, and success comes naturally.

### Tell us about your family.

I have two children. Bailey (27) lives part time in Dubai and part time here in D.C. She helps us with marketing and systems. PJ (25) joined our team full time in 2018, and it has been such a joy working with him every day. I am so proud of how successful he has become in such a short time, and I love to hear him on the phone with his clients.

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

When they were younger, it was more difficult. Luckily, I am primarily a listing agent, so when they had sporting events, I was able to tell clients I already had an appointment but could meet at two other times. Even though we worked a ton, we always had a rule that *no* cell phones were allowed at our dinner table, and no calls could be taken. To this day, we abide by those same rules.

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

I love this industry and love being an agent. I hope I have taught my children passion in their careers. Enthusiasm goes a long way toward success.



The Braun Family (from left: Lee, PJ, Bailey, and Peter).

### Do you have stories about your own mother and her influence on you that you would like to share?

My home, growing up, was always decorated and put together. It looked like a model home. I enjoy the process of working with a seller to get their home ready to go on the market. I think it is so important how the house is photographed and presented.

### What has been your happiest or proudest moment?

When my children were younger, I used to tell them that I would only ask three things from them: to try their best, be nice to others, and use common sense. When I became a REALTOR®, I added a fourth because it was so important: *Don’t ruin your credit*. In our industry, it is everything, and not taught by parents. Recently, my son’s best friend called

me to thank me for that advice while he was growing up. He said he didn’t understand what it meant but did it anyway. And now he was able to buy his first house by himself because his credit was so great. That made me so happy.

### As a successful business woman, what legacy would you like to leave for your children?

There are strong women throughout our family, and my children have a huge respect for hard work and equality between women and men. I also hope that they understand you can be successful and still raise wonderful children.

### What is your favorite quote?

“Become wildly successful without becoming a jerk no one likes.”



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►► cover story

By Molly Lauryssens

Photos by Ryan Corvello Photography

# JENNIFER YOUNG

*Leveraging  
Her Time,  
Pursuing Her  
Passions*

...



Breakfast in bed is at the top of Jennifer Young's wish list for May 10. Served by Kalen (9), Jackson (7), and Brayden (5), with the help of their dad, Danny, this is the first act of her dream Mother's Day. Follow that up with some quality time with her mom and grandmother, who only live five minutes away from her in the house she grew up in, and her heart is full.



Jennifer with her sons Jackson, Brayden, and Kalen.

Mother's Day is special. But for the other 51 Sundays in 2020, Jennifer chooses much of the same: family time. It usually consists of hikes, a trip to the zoo, or dancing to music. "Nothing extravagant, just being present and having fun," she said. Her top priority these days is not missing any of the boys' events, like soccer, baseball, basketball or drumming.

Family time is what she cherishes the most. When Jennifer was in her 20s, she was reminded of how precious time really is when her father passed away unexpectedly. Fortunately, she had been able to spend Fridays with him regularly.

"My awesome team of assistants was able to hold the fort down and still provide great customer service so I could spend the afternoon with him each week, and it was really a beautiful thing... I was so appreciative and happy that I had that time with him. I would have regretted it so much if I hadn't been able to leverage my time and spend quality time with him each week."

With over \$1.5 billion in volume in her 19-year career to show for it, leveraging her time has been a

game-changer for Jennifer—but it requires practice and didn't always come naturally. She recalls being on a listing appointment once and having to breastfeed her 1-week-old. "I thought I was leveraging then; I wasn't. I thought I had to do it all myself." This was a major aha moment for her in 2015 and resulted in a big shift for her.

"I love that in this business you can take some time off, with the proper team behind you, to do what is important to you to live your best, balanced life."

Leverage benefits all members of the award-winning Jennifer Young Homes team at Keller Williams Realty. In fact, Jennifer's bucket list is centered around two things: her family and her team. She prioritizes the team's objectives, saying, "It's really important to me that they fulfill their financial and professional goals and can fund the life that they dream of — and I don't just mean making money."

**Fueling Her Passion!**

Coming from a family of entrepreneurs, Jennifer knew she'd have her own business someday. While in college, she

worked as a runner/admin and began learning real estate. Soon after, she got promoted as a buyer's agent. "I got to learn the business the right way ... I fell in love with real estate, helping buyers and sellers while mastering the game of conversion and sales."

In her senior year, she took a real estate class from a strong woman who wore many hats — broker, investor, etc. "I just loved that you could do so many things. I started reading every investing book I could about buying and holding real estate," she says, and then proceeded to get her license. One year out of college, Jennifer bought her first investment property.

Her work ethic had already been instilled in her even before college. Growing up on land in Manassas with "free-range" parents helped. "We had freedom, which allowed me to be strong, independent, and a hard-worker without anyone pushing me except myself," she explained.

In high school, she was president of her youth group, and secretary of the Student Council Association, among other key roles, and learned at an early age how to organize a team. Her



“

I LOVE THAT IN THIS BUSINESS YOU CAN TAKE SOME TIME OFF, WITH THE PROPER TEAM BEHIND YOU, TO DO WHAT IS IMPORTANT TO YOU TO LIVE YOUR BEST, BALANCED LIFE.





The Jennifer Young Homes Team

family was active in their community, volunteering at homeless shelters, doing fundraisers, and also encouraging people to vote.

It wasn't all idyllic, though. After graduating from Osbourn Park High School, she didn't get into James Madison University. She didn't have enough advanced credits or the right SAT scores. Not taking no for an answer, she set up a private meeting with the dean of admissions to build her case. Once she did that, she got to work, taking advanced classes and improving her scores. One month before school started, there was an opening, and she got the call. Jennifer was the first in her family to graduate from college.

### Making it Happen!

While in college, her parents lost their business. She quickly learned how to become self-sufficient. While some of

her peers were out partying and living carefree, she was struggling to get by and came out of college broke. The silver lining? "It was a great life lesson that made me stronger and made me appreciate money."

Jennifer learned a lot while relentlessly pursuing her passion, picking up a couple of mottos along the way: "Make it happen," and "Work hard and be nice." She's always smiling, and recently bought mirrors for the agents on the team to help them keep their smile on. Negativity and yelling are simply not tolerated.

Giving back is a top priority as well. Jennifer enjoys helping local organizations provide food and clothing for

those less fortunate. "I want to make sure they know that they matter and are not forgotten." She says she shares these moments with her children. "I bring my kids to show that it's not just that easy to order a new piece of clothing off Amazon. We have to share."



In addition, her team donates a portion of every home sale to Alex's Army. This organization is committed to funding new research in fighting childhood cancer. They also deliver care packages and host other fundraisers and events. "Too many of my friends from high school or college have kids that have died or are fighting cancer, and it's just not okay."

One day, Jennifer hopes to start her own organization to help struggling single parents. She noted, "I would never be where I am at now without support at home and with my family. My kids come first ... and I want to offer support to other strong parents who may not have that same support system."

# #COUCHAT

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# NOVA REAL PRODUCERS EVENTS

## Time Out

In the early morning hours of March 12th — at the very beginning of the current crisis and before most of the shutdowns and stay-at-home orders that we’ve become familiar with in the weeks since — our publisher, Kristin Brindley, had to make the difficult call to postpone our REAL Producers’ 2020 Walk of Fame event at the Washington Nationals’ baseball stadium. Over 600 agents were registered, and we were so excited to bring together the top producers in the DMV for this special event...

Rest assured that NoVa REAL Producers events are not canceled — just temporarily on hold.

## Adjusting

In the meantime, in April, this community pivoted to virtual.

## APRIL DIGITAL MASTERMIND

The Mastermind we held on Zoom on April 16th was a hit! Watch for more of these to come.



**NOVA REAL PRODUCERS**  
**DIGITAL MASTERMIND**  
**LET'S THRIVE AND PIVOT TOGETHER!**  
**APRIL 16, 2020**  
**10AM - 12PM**  
**SEE YOU ALL ON ZOOM!**

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 <b>BJ DECARO</b> \$40 MILLION SALES	 <b>SARAH REYNOLDS</b> 750 FAMILIES SERVED



**NOVA REAL PRODUCERS**  
**DIGITAL MASTERMIND**  
**2.0**  
**LET'S THRIVE AND PIVOT TOGETHER!**  
**JUNE 4, 2020**  
**1PM - 3PM**  
**SEE YOU ALL ON ZOOM!**

 <b>CHRISTINE RICHARDSON</b> \$18,062,050 WITH 28 TRANSACTIONS.	 <b>SCOTT McDONALD</b> \$48,653,415 WITH 88 TRANSACTIONS.
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## The Future

We look forward to seeing everyone at the next Digital Mastermind in June and at our rescheduled 2020 Walk of Fame event in September. This year's gatherings will be incredible!

## JUNE DIGITAL MASTERMIND

Our next Digital Mastermind on Zoom will be bigger and better than the first! Join us and top industry thought leaders on June 4th.



**2020 WALK OF FAME**  
**AT NATIONALS PARK**  
**HOME OF THE WASHINGTON NATIONALS**  
**DATE TBD**

**2019 WORLD SERIES CHAMPIONS**

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## 2020 WALK OF FAME

This EPIC celebration at Nationals Park will be held on September 24th.

## FALL FÊTE

Our exciting Fall Fête will be held at one of our REAL Producers' gorgeous listings! Date TBD.

Stay tuned for updates...coming soon!

If you have any questions or concerns, please reach out to us at [events@novarealproducers.com](mailto:events@novarealproducers.com).

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<sup>1</sup>In some states, the Doctor Loan product requires a pre-existing depository relationship and is not available for properties located in Alaska, Arizona, Hawaii and Oregon, contact your loan officer for details. This product is available to licensed Residents, Interns, Fellows in MD, DO and DPM programs and licensed Physicians and Dentists (MD, DO, DPM, DDS, DMD) who have completed their training within the last fifteen years. Doctors with equal to or over fifteen years post training need to be members of SunTrust Private Wealth Management or belong to a practice that is part of Private Wealth Management to be eligible for this product. Fifteen year restriction does not apply when refinancing an existing SunTrust Doctor Loan. Other program restrictions may apply, please consult your loan officer.

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## TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	52.5	\$36,077,848	91	\$62,572,720	143.5	\$98,650,568
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	121	\$61,520,532	57	\$25,162,974	178	\$86,683,504
3	Debbie Dogrul	Long & Foster Real Estate, Inc.	38.5	\$22,699,176	33.5	\$19,553,654	72	\$42,252,828
4	Jennifer D Young	Keller Williams Chantilly Ventures LLC	66	\$30,000,784	17	\$8,009,249	83	\$38,010,032
5	Sue S Goodhart	Compass	13	\$15,483,830	14	\$12,373,750	27	\$27,857,580
6	Phyllis G Patterson	TTR Sotheby's International Realty	11	\$11,499,900	10	\$11,022,140	21	\$22,522,040
7	Martin K Alloy	SMC Real Estate Corp.	33	\$17,144,088	9	\$5,095,150	42	\$22,239,236
8	Janet A Callander	Weichert, REALTORS	15	\$17,800,500	3	\$3,925,000	18	\$21,725,500
9	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	7.5	\$7,061,750	7	\$9,112,000	14.5	\$16,173,750
10	Barbara G Beckwith	McEneaney Associates, Inc.	5	\$7,968,600	4	\$7,820,600	9	\$15,789,200
11	Bruce A Tyburski	RE/MAX Executives	7.5	\$4,374,228	15	\$10,796,455	22.5	\$15,170,683
12	Karen E Close	Century 21 New Millennium	9	\$10,397,500	2	\$4,432,500	11	\$14,830,000
13	Jennifer L Walker	McEneaney Associates, Inc.	11.5	\$8,124,660	8.5	\$6,696,700	20	\$14,821,360
14	Cynthia Schneider	Long & Foster Real Estate, Inc.	17	\$9,071,752	10	\$5,700,000	27	\$14,771,752
15	James W Nellis II	Keller Williams Fairfax Gateway	11	\$5,665,500	17.5	\$8,926,317	28.5	\$14,591,817
16	Christopher Craddock	Keller Williams Realty	31.5	\$10,021,610	11	\$4,480,500	42.5	\$14,502,110
17	Deyi S Awadallah	D.S.A. Properties & Investments LLC	25	\$13,180,300	1	\$619,450	26	\$13,799,750
18	Kay Houghton	KW Metro Center	13	\$5,965,400	14	\$7,495,500	27	\$13,460,900
19	Eli Tucker	RLAH Real Estate	7.5	\$6,467,100	8	\$6,726,100	15.5	\$13,193,200
20	Khalil Alexander El-Ghoul	Glass House Real Estate	9	\$5,888,785	8.5	\$6,732,500	17.5	\$12,621,285
21	Lenwood A Johnson	Keller Williams Realty	17	\$6,990,970	17	\$5,599,173	34	\$12,590,143
22	Michael I Putnam	RE/MAX Executives	19	\$8,247,365	9	\$4,229,565	28	\$12,476,930
23	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	8	\$7,941,115	4	\$4,460,500	12	\$12,401,615
24	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	3	\$1,845,395	17	\$10,449,666	20	\$12,295,061
25	Kevin C Samson	Samson Properties	8.5	\$8,884,900	3.5	\$3,359,900	12	\$12,244,800
26	Scott A MacDonald	RE/MAX Gateway, LLC	17	\$10,535,927	2	\$1,625,000	19	\$12,160,927
27	Carla C Brown	Toll Brothers Real Estate Inc.	20.5	\$11,902,245	0	\$0	20.5	\$11,902,245
28	Nikki Lagouros	Keller Williams Realty	5	\$1,662,700	20	\$10,219,500	25	\$11,882,200
29	Raymond A Gernhart	RE/MAX Executives	7.5	\$4,723,890	11.5	\$7,098,820	19	\$11,822,710
30	Jennifer H Thornett	Washington Fine Properties, LLC	2	\$5,469,185	1.5	\$6,334,600	3.5	\$11,803,785
31	Akshay Bhatnagar	Virginia Select Homes, LLC.	2	\$1,372,600	19	\$10,393,252	21	\$11,765,852
32	Anthony H Lam	Redfin Corporation	3	\$1,545,000	16	\$9,966,490	19	\$11,511,490
33	Julie A Zelaska	Smith & Schnider LLC	4	\$5,485,000	3	\$5,920,000	7	\$11,405,000
34	Albert D Pasquali	Redfin Corporation	1	\$447,000	19	\$10,865,184	20	\$11,312,184
35	Karen A Briscoe	Keller Williams Realty	6.5	\$9,047,250	3	\$1,905,000	9.5	\$10,952,250

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# TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Ryan Rice	Keller Williams Capital Properties	11	\$5,298,000	9	\$5,481,000	20	\$10,779,000
37	Daan De Raedt	RE/MAX Allegiance	17	\$8,013,199	5	\$2,571,641	22	\$10,584,840
38	Megan Buckley Fass	FASS Results, LLC.	6	\$5,225,755	7	\$5,332,500	13	\$10,558,255
39	Thomas E Luster	Century 21 New Millennium	24	\$10,482,800	0	\$0	24	\$10,482,800
40	Elizabeth W Conroy	Keller Williams Realty	6.5	\$8,252,250	2	\$2,215,000	8.5	\$10,467,250
41	Erin K Jones	KW Metro Center	9	\$4,367,042	14	\$6,074,890	23	\$10,441,932
42	Daniel MacDonald	TTR Sotheby's International Realty	8	\$9,328,150	2	\$967,400	10	\$10,295,550
43	Laura R Schwartz	McEneaney Associates, Inc.	4	\$5,051,875	4	\$5,016,845	8	\$10,068,720
44	Ann M. Wilson	KW Metro Center	6	\$6,150,010	4	\$3,880,000	10	\$10,030,010
45	Laura C Mensing	Long & Foster Real Estate, Inc.	7	\$7,494,000	3	\$2,070,000	10	\$9,564,000
46	Kevin E LaRue	Century 21 Redwood Realty	8	\$5,203,890	4	\$4,155,000	12	\$9,358,890
47	Deborah D Shapiro	TTR Sothebys International Realty	3.5	\$3,020,500	6	\$6,226,000	9.5	\$9,246,500
48	Lisa E Thompson	Hunt Country Sotheby's International Realty	6.5	\$7,474,998	1	\$1,750,000	7.5	\$9,224,998
49	Jean K Garrell	Keller Williams Realty	8	\$6,889,500	4	\$2,280,000	12	\$9,169,500
50	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	6	\$7,103,595	2	\$1,922,805	8	\$9,026,400
51	Paul Thistle	Take 2 Real Estate LLC	9	\$4,389,500	9	\$4,556,225	18	\$8,945,725
52	Margaret J Czapiewski	Keller Williams Realty	13	\$5,214,100	8	\$3,651,450	21	\$8,865,550
53	Ved Sharma	Samson Properties	5	\$7,672,000	2	\$1,162,000	7	\$8,834,000

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Melissa A Larson	KW Metro Center	5	\$7,455,550	1	\$1,255,000	6	\$8,710,550
55	Micah A Corder	Washington Fine Properties, LLC	2	\$5,469,185	2.5	\$3,105,840	4.5	\$8,575,025
56	Marianne K Prendergast	Washington Fine Properties, LLC	4.5	\$5,098,500	3	\$3,432,400	7.5	\$8,530,900
57	Bichlan N DeCaro	eXp Realty	3.5	\$3,296,000	7	\$5,204,800	10.5	\$8,500,800
58	Kamal Parakh	Customer Realty LLC	4	\$1,833,495	7	\$6,619,500	11	\$8,452,995
59	Lisa Dubois-Headley	RE/MAX West End	5.5	\$6,181,500	4	\$2,192,000	9.5	\$8,373,500
60	Irina Babb	RE/MAX Allegiance	11	\$6,059,700	5	\$2,304,000	16	\$8,363,700
61	Robert T Ferguson Jr.	RE/MAX Allegiance	8	\$6,899,500	2	\$1,392,500	10	\$8,292,000
62	Steven C Wydler	Compass	3.5	\$3,240,000	2	\$5,029,000	5.5	\$8,269,000
63	Elizabeth A Twigg	McEneaney Associates, Inc.	5	\$6,216,500	1	\$2,035,000	6	\$8,251,500
64	Katharine Kratovil	Coldwell Banker Residential Brokerage	3	\$3,295,500	6	\$4,902,900	9	\$8,198,400
65	Robyn B Bomar	Compass	6	\$3,514,800	5	\$4,665,000	11	\$8,179,800
66	Kendell A Walker	Redfin Corporation	6	\$2,940,500	8	\$5,228,280	14	\$8,168,780
67	Damon A Nicholas	Coldwell Banker Residential Brokerage	7	\$4,791,000	7	\$3,362,500	14	\$8,153,500
68	Lisa T Smith	Pearson Smith Realty, LLC	9	\$7,148,700	2	\$940,000	11	\$8,088,700
69	Christopher J White	Long & Foster Real Estate, Inc.	11	\$7,395,900	1	\$655,000	12	\$8,050,900
70	Jill Judge	Keller Williams Realty	5.5	\$2,317,100	12	\$5,624,800	17.5	\$7,941,900
71	Katie E Wethman	Keller Williams Realty	2.5	\$1,619,000	7	\$6,290,900	9.5	\$7,909,900
72	Ruth W Boyer O'Dea	TTR Sotheby's International Realty	5	\$6,590,000	1	\$1,300,000	6	\$7,890,000
73	Piper Gioia Yerks	Washington Fine Properties, LLC	3	\$4,807,500	2	\$3,000,000	5	\$7,807,500
74	Abuzar Waleed	RE/MAX Executives LLC	6.5	\$2,949,300	11.5	\$4,649,999	18	\$7,599,299
75	Shui K Shiao	New Century Realty LLC	2	\$6,358,000	2	\$1,200,000	4	\$7,558,000
76	Sherry Y Rahnama	RE/MAX Executives	3	\$1,549,500	1	\$6,000,000	4	\$7,549,500
77	Matias Leiva	Keller Williams Chantilly Ventures LLC	5	\$2,644,500	8	\$4,765,500	13	\$7,410,000
78	Kristina S Walker	Keller Williams Realty Falls Church	4	\$1,730,000	8	\$5,625,850	12	\$7,355,850
79	Barbara J Ghadban	Weichert, REALTORS	6	\$5,102,500	3	\$2,207,500	9	\$7,310,000
80	Christina M O'Donnell	RE/MAX West End	5	\$4,348,500	5	\$2,950,800	10	\$7,299,300
81	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	19	\$7,252,300	0	\$0	19	\$7,252,300
82	Victoria(Tori) McKinney	KW Metro Center	4	\$4,058,500	3	\$3,175,000	7	\$7,233,500
83	Michelle A Sagatov	Washington Fine Properties	4	\$5,485,000	2	\$1,748,000	6	\$7,233,000
84	Kristen K Jones	McEneaney Associates, Inc.	3	\$3,380,000	3	\$3,829,990	6	\$7,209,990
85	Kerry A Adams	TTR Sotheby's International Realty	2.5	\$1,805,000	5	\$5,401,540	7.5	\$7,206,540
86	Gayle King	Century 21 Redwood Realty	6	\$5,131,579	3	\$2,046,579	9	\$7,178,158

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# TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Cristina B Dougherty	Long & Foster Real Estate, Inc.	6	\$3,363,200	7	\$3,812,400	13	\$7,175,600
88	David L Smith	Coldwell Banker Residential Brokerage	0	\$0	10.5	\$7,174,400	10.5	\$7,174,400
89	Aaron Podolsky	KW Metro Center	6	\$3,545,162	4	\$3,607,000	10	\$7,152,162
90	Ashley C Leigh	Linton Hall Realtors	13.5	\$5,314,250	3	\$1,830,000	16.5	\$7,144,250
91	Giang T Nguyen	Redfin Corporation	2	\$1,438,000	9	\$5,703,750	11	\$7,141,750
92	Brian J Gaverth	Redfin Corporation	11.5	\$7,121,045	0	\$0	11.5	\$7,121,045
93	Kimberly A Spear	Keller Williams Realty	5	\$2,678,076	7	\$4,409,363	12	\$7,087,439
94	Gabriel Deukmaji	KW Metro Center	7	\$5,705,500	1	\$1,368,900	8	\$7,074,400
95	Diane U Freeman	Redfin Corporation	3	\$1,631,001	10	\$5,428,500	13	\$7,059,501
96	John E Grzejka	Pearson Smith Realty, LLC	5	\$2,806,950	6	\$4,224,000	11	\$7,030,950
97	Tom Francis	Keller Williams Realty	3	\$4,305,030	2	\$2,711,030	5	\$7,016,060
98	Lizzie A Helmig	Pearson Smith Realty, LLC	2	\$618,000	12	\$6,364,750	14	\$6,982,750
99	Jillian Keck Hogan	McEneaney Associates, Inc.	2	\$585,500	9	\$6,377,500	11	\$6,963,000
100	Ahmad T Ayub	Redfin Corporation	3	\$1,595,000	10	\$5,317,300	13	\$6,912,300
101	Christine R Garner	Weichert, REALTORS	5	\$5,106,000	2	\$1,799,000	7	\$6,905,000
102	Patricia Ammann	Redfin Corporation	3	\$1,559,512	7	\$5,344,500	10	\$6,904,012
103	Patricia E Stack	Weichert, REALTORS	5	\$4,375,000	3	\$2,491,500	8	\$6,866,500
104	Benjamin J Grouby	Redfin Corporation	10	\$6,846,050	0	\$0	10	\$6,846,050
105	Meg D Ross	KW Metro Center	4	\$3,807,500	3	\$2,955,000	7	\$6,762,500
106	Kristy Moore	Local Expert Realty	7	\$4,026,499	5	\$2,713,759	12	\$6,740,258
107	Wes W Stearns	M. O. Wilson Properties	13	\$5,516,950	3	\$1,195,000	16	\$6,711,950
108	Vicky Z Noufal	Pearson Smith Realty, LLC	7	\$5,680,300	2	\$1,015,000	9	\$6,695,300

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
109	Brian Siebel	Compass	0	\$0	9	\$6,694,750	9	\$6,694,750
110	Dinh D Pham	Fairfax Realty Select	5	\$2,650,000	8.5	\$3,957,038	13.5	\$6,607,038
111	Ryane Johnson	Keller Williams Capital Properties	9	\$5,248,750	3	\$1,355,000	12	\$6,603,750
112	Phillip B Brown	Pearson Smith Realty, LLC	5.5	\$2,693,980	7	\$3,874,990	12.5	\$6,568,970
113	Austin Harley	Pearson Smith Realty, LLC	11.5	\$4,923,000	3.5	\$1,622,700	15	\$6,545,700
114	Tonya M Finlay	Neighborhood Real Estate, LLC.	3	\$3,749,460	2	\$2,787,460	5	\$6,536,920
115	Nathan Daniel Johnson	Keller Williams Capital Properties	10.5	\$4,317,800	5	\$2,211,850	15.5	\$6,529,650
116	Stacy S Rodgers	Berkshire Hathaway HomeServices PenFed Realty	4	\$2,367,000	5	\$4,127,000	9	\$6,494,000
117	Eve M Weber	Long & Foster Real Estate, Inc.	6	\$2,668,500	7	\$3,823,875	13	\$6,492,375
118	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	7.5	\$3,379,700	6	\$3,029,800	13.5	\$6,409,500
119	Shoaib Ahmed	United American Realty	8	\$2,908,400	5	\$3,466,660	13	\$6,375,060
120	LeAnne C Anies	Pearson Smith Realty, LLC	7	\$3,395,000	5	\$2,978,000	12	\$6,373,000
121	Abdulhaluk Ensari	Franklin Realty LLC	5	\$4,584,800	2	\$1,775,000	7	\$6,359,800
122	Toby M Lim	Compass	1.5	\$631,500	8	\$5,679,000	9.5	\$6,310,500
123	Laila Rahman	KW Metro Center	9	\$5,733,000	1	\$550,000	10	\$6,283,000
124	Sheri Grant	TTR Sotheby's International Realty	1	\$1,545,000	2	\$4,695,000	3	\$6,240,000
125	Ana Lucia Ron	ANR Realty, LLC	23	\$6,176,900	0	\$0	23	\$6,176,900

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# TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Josh Dukes	KW Metro Center	5.5	\$2,132,800	8	\$4,020,450	13.5	\$6,153,250
127	Jonathan J Fox	Compass	6	\$4,013,500	3	\$1,995,500	9	\$6,009,000
128	Shahab Sariri	Redfin Corporation	9	\$5,995,746	0	\$0	9	\$5,995,746
129	Karin J Mercendetti	Keller Williams Realty	7.5	\$3,992,500	4	\$1,958,900	11.5	\$5,951,400
130	Elizabeth L Kovalak	Keller Williams Realty	2	\$1,361,000	7	\$4,589,000	9	\$5,950,000
131	Michelle Walker	Redfin Corporation	5	\$2,335,000	7	\$3,613,989	12	\$5,948,989
132	Julie A Tremblay	RE/MAX Allegiance	9	\$3,968,800	3	\$1,977,740	12	\$5,946,540
133	Patricia A Toman	Presidential Realty LLC	6	\$3,059,000	8	\$2,872,670	14	\$5,931,670
134	Lorene Shafran	Yeonas & Shafran Real Estate, LLC	3	\$2,690,000	2	\$3,225,000	5	\$5,915,000
135	Marion Gordon	KW Metro Center	5	\$3,855,900	2	\$2,055,500	7	\$5,911,400
136	John S McCambridge	Samson Properties	5	\$4,680,000	3	\$1,209,100	8	\$5,889,100
137	Candee Currie	Redfin Corporation	8	\$5,887,500	0	\$0	8	\$5,887,500
138	Natalie Wiggins	Redfin Corporation	13	\$5,194,180	1	\$680,000	14	\$5,874,180
139	Michael J Anastasia	Long & Foster Real Estate, Inc.	3.5	\$3,607,180	3	\$2,214,000	6.5	\$5,821,180
140	Patrick D O'Keefe	RE/MAX Gateway, LLC	3	\$2,615,000	3	\$3,191,000	6	\$5,806,000
141	Marcia Burgos-Stone	Redfin Corporation	11	\$5,712,600	0	\$0	11	\$5,712,600
142	Meghan M Wasinger	Keller Williams Capital Properties	6.5	\$2,937,401	5	\$2,739,300	11.5	\$5,676,701
143	Jon P Blankenship	Pearson Smith Realty, LLC	4	\$2,578,000	5	\$3,091,000	9	\$5,669,000
144	Eman M Aish	Fairfax Realty Select	4	\$2,716,900	5	\$2,924,900	9	\$5,641,800
145	Jason Quimby	KW Metro Center	5	\$4,674,000	1	\$963,500	6	\$5,637,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
146	Kathryn F Graves	Weichert, REALTORS	4	\$3,868,500	2	\$1,752,000	6	\$5,620,500
147	Jennifer O Halm	Compass	2	\$2,695,000	3	\$2,899,900	5	\$5,594,900
148	Sahba Samimi	Right Address Realty	1	\$2,227,250	4	\$3,344,000	5	\$5,571,250
149	Debban V Dodrill	Long & Foster Real Estate, Inc.	6	\$4,023,000	2	\$1,540,000	8	\$5,563,000
150	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	6	\$4,514,500	2	\$1,042,400	8	\$5,556,900
151	Michael McConnell	Redfin Corporation	3.5	\$1,514,950	8	\$4,033,477	11.5	\$5,548,427
152	Maria E Fernandez	Keller Williams Realty Falls Church	0	\$0	7	\$5,534,390	7	\$5,534,390
153	Melissa B Shelby	McEneaney Associates, Inc.	1	\$1,380,000	4	\$4,127,000	5	\$5,507,000
154	Laurel W Conger	McEneaney Associates, Inc.	3	\$1,950,000	2	\$3,556,250	5	\$5,506,250
155	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	4	\$5,505,000	0	\$0	4	\$5,505,000
156	Tracy L Vitali	Coldwell Banker Residential Brokerage	6	\$3,672,400	3	\$1,815,000	9	\$5,487,400
157	Christine Rich	Long & Foster Real Estate, Inc.	1	\$780,000	4	\$4,695,412	5	\$5,475,412
158	Darren E Robertson	Keller Williams Fairfax Gateway	1	\$220,000	12	\$5,246,900	13	\$5,466,900
159	Patricia M Brosnan	Keller Williams Realty	1	\$625,000	5	\$4,836,000	6	\$5,461,000
160	Traci P Rochon	Keller Williams Realty Falls Church	12	\$4,910,800	2	\$535,000	14	\$5,445,800
161	Troy J Sponaugle	Samson Properties	4.5	\$2,300,185	6	\$3,144,000	10.5	\$5,444,185
162	Sungjin S Kim	Keller Williams Realty	2	\$1,104,250	5	\$4,319,000	7	\$5,423,250
163	Kevin J Carter	RE/MAX Distinctive Real Estate, Inc.	5	\$2,316,200	5	\$3,104,400	10	\$5,420,600
164	Lilian Jorgenson	Long & Foster Real Estate, Inc.	5	\$4,978,000	1	\$415,000	6	\$5,393,000
165	Tana M Keffe	Long & Foster Real Estate, Inc.	4	\$4,440,900	1	\$945,000	5	\$5,385,900
166	Douglas K Francis	TTR Sothebys International Realty	2	\$1,255,000	3	\$4,127,500	5	\$5,382,500
167	Lauren A Bishop	McEneaney Associates, Inc.	2	\$2,595,000	2	\$2,782,500	4	\$5,377,500
168	Janet Caterson Price	McEneaney Associates, Inc.	4	\$3,684,400	2	\$1,675,502	6	\$5,359,902
169	Judith C Ramsey	National Capital Real Estate	4	\$3,320,000	2	\$2,005,000	6	\$5,325,000
170	Sri Haripriya Meka	Franklin Realty LLC	3	\$1,867,400	7	\$3,450,736	10	\$5,318,136
171	Dilyara Daminova	Samson Properties	0	\$0	14	\$5,314,700	14	\$5,314,700
172	Carolyn A Capalbo	Long & Foster Real Estate, Inc.	7	\$4,298,880	2	\$999,500	9	\$5,298,380
173	David L Coy	Red Cedar Real Estate	15	\$5,286,850	0	\$0	15	\$5,286,850
174	Kathryn K Harrell	Washington Fine Properties, LLC	0.5	\$4,750,000	1	\$500,000	1.5	\$5,250,000
175	William R Davis	Century 21 New Millennium	5.5	\$3,473,978	1.5	\$1,760,000	7	\$5,233,978
176	Andrea M Hayes	Living Realty, LLC.	6	\$3,353,499	3	\$1,872,096	9	\$5,225,595
177	Susan K McHale	Redfin Corporation	0	\$0	7	\$5,220,500	7	\$5,220,500
178	William F Hoffman	Keller Williams Realty	4	\$3,042,000	3	\$2,162,000	7	\$5,204,000
179	Jean T Beatty	McEneaney Associates, Inc.	2	\$1,152,100	5	\$4,050,000	7	\$5,202,100

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# TOP 200 STANDINGS

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


RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Roy Kohn	Redfin Corporation	8	\$5,159,000	0	\$0	8	\$5,159,000
181	Dana J Jensen	Realty Connect	5	\$2,286,500	4	\$2,867,808	9	\$5,154,308
182	Alexander J Bracke	Pearson Smith Realty, LLC	9.5	\$4,787,782	1	\$352,000	10.5	\$5,139,782
183	Ricardo M Martinez	Fairfax Realty of Tysons	2	\$780,000	9	\$4,355,500	11	\$5,135,500
184	Jennifer L Powell	KW Metro Center	3.5	\$2,281,750	6	\$2,853,500	9.5	\$5,135,250
185	Pauline Dent	Redfin Corporation	12	\$5,135,000	0	\$0	12	\$5,135,000
186	Diane V Lewis	Washington Fine Properties, LLC	2.5	\$2,803,500	1	\$2,327,370	3.5	\$5,130,870
187	Catherine M Davidson	McEneaney Associates, Inc.	1.5	\$1,425,450	4	\$3,701,540	5.5	\$5,126,990
188	Kyle R Toomey	Keller Williams Capital Properties	3	\$1,253,000	9	\$3,867,050	12	\$5,120,050
189	Pamela V Alcantara	Impact Real Estate, LLC	3	\$1,136,000	12	\$3,975,425	15	\$5,111,425
190	To-Tam Le	Redfin Corporation	0	\$0	9	\$5,107,200	9	\$5,107,200
191	Brad Kiger	KW Metro Center	7.5	\$3,845,600	2	\$1,260,000	9.5	\$5,105,600
192	William B Prendergast	Washington Fine Properties, LLC	2.5	\$2,743,500	2	\$2,317,500	4.5	\$5,061,000
193	Ashton A Vessali	Coldwell Banker Residential Brokerage	3	\$2,467,988	5	\$2,590,250	8	\$5,058,238
194	Jonathan Granlund	Pearson Smith Realty, LLC	2	\$2,640,000	2	\$2,415,000	4	\$5,055,000
195	Jalal Achir	Samson Properties	5	\$2,943,000	5	\$2,103,000	10	\$5,046,000
196	Sean Ragen	Keller Williams Realty Falls Church	7.5	\$4,498,250	1	\$525,000	8.5	\$5,023,250
197	Natalie H McArtor	Long & Foster Real Estate, Inc.	7	\$2,917,177	4	\$2,088,177	11	\$5,005,354
198	Dustin M Fox	Pearson Smith Realty, LLC	5.5	\$3,695,000	3	\$1,308,000	8.5	\$5,003,000
199	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	2	\$686,500	9	\$4,315,900	11	\$5,002,400
200	Jennifer Mack	Pearson Smith Realty, LLC	3	\$2,021,500	6	\$2,963,800	9	\$4,985,300

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