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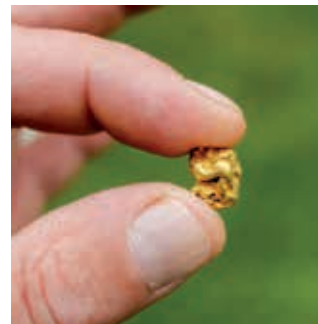
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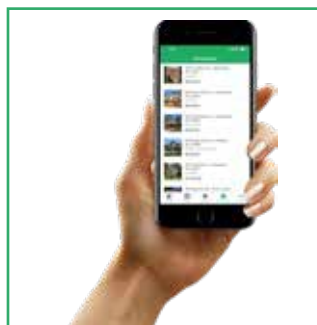
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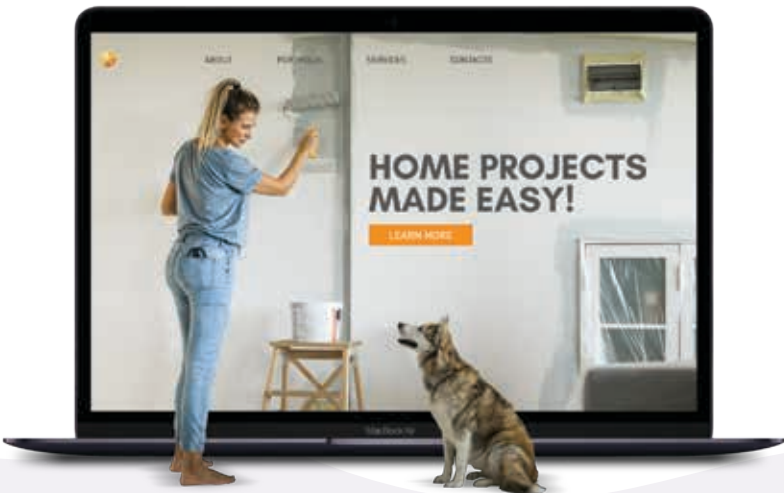
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► publisher's note

HAPPY THANKSGIVING!

Dear NOVA Real Producers,

Happy November! November is a month of gratitude. It's a time to reflect on the current year and the year to come. Veterans Day is also this month. Thank you to our veterans!

We are so grateful for our amazing *Real Producers* community! Our mission is to inform and inspire industry professionals such as yourselves all over the Northern Virginia. It is a badge of honor to be a Real Producer. Receiving this publication means YOU are in the top .05 percent of your industry.

This tribe gives back to the community and takes ownership for their impact on the NoVa area. We are grateful to the amazing agents and partners who shared their stories of charitable giving during the pandemic with us that we published in our September and October issues. Thank you all for all you do!

No doubt, this year has been challenging — a year of a pandemic, and of growth in our industry. When we are challenged, our best selves can show up. I have seen many of our Real Producers have their best years ever in the face of this challenge. We are grateful for the resilience, and health of our community.

We are grateful to have had the ability to gather as a community in September and October. Check out the fun photos from our September 24th Fall Mixer in Arlington on pages 14-17! Photos from our amazing Fall Fête in October will be in next month's issue. Also, check out our cover story and partner spotlight interviews on our YouTube channel and on Spotify.

If you haven't joined our private Facebook group, don't miss out! We publish your responses to "We ask the questions" in the private group! Thank you to our

features who have shared their stories to inform and inspire this amazing community. My favorite part of being the publisher is interviewing such talented, wonderful humans!

Without our preferred partners, none of this would be possible. We are thankful for their participation and to the Real Producers who referred them. All partners have been referred and vetted by our Real Producers.

Last, but certainly not least, thank you to my team. The team here cares about our *Real Producers* community, our standards, and the voice we give to you, the Real Producers! Thank you: Angela, Michael, Wendy, Ellen, Mark, Ian, Kristina, Lauren, Molly, Zach, Chris, Ryan, Amanda, and Bobby. Thank you!!!!

With Gratitude,



Kristin Brindley
Owner and Publisher
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▶▶ FALL MIXER
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We held our Fall Mixer on September 23, the first event we've held since the pandemic began, and we were very excited about the amazing turnout and opportunity to see everyone again!

We appreciate all our Real Producers and industry partners who came out to Arlington for our gathering. A big thank you to Keri Shull for lending us her beautiful, luxury, new construction listing for the Mixer. Shout out to our fabulous caterer, Chris's Dishes. And most of all, thank you to our wonderful sponsors: Eastern Title & Settlement, JK Moving Services and MBH Settlement Group. We couldn't do it without you!

If you missed this gathering, we hope you can join us for our next one. Be on the lookout for information coming to your inbox! For more information on *NOVA Real Producers* events, please email us at events@novarealproducers.com.










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As Thanksgiving approaches, what are you most thankful for this year?



GEORGE MRAD
KELLER WILLIAMS METRO CENTER REALTY

I am most thankful for the additional time that I was able to spend with my boys during the pandemic. They grow up so fast, and to be able to have that extra time with them has been priceless.



MEGAN FASS
FASS RESULTS GROUP

I am thankful for my mom falling flat on her face on her brick patio. Little did we know that when she had a CAT scan it would discover she had lung cancer. We would have never known that it was lurking with zero symptoms. The doctor said had we not found it, she may have only had three years left. After having surgery, she is cancer-free. My mom is my best friend and such a huge part of my life. I cannot imagine my life without her. She is the most happy, helpful, thoughtful person I know, and I hit the jackpot getting to be her daughter and friend. I am thankful for every day that both my parents are here on this Earth.



KATHY NEAL
SUNTRUST MORTGAGE

I am most thankful for my faith, my family, and my friends. I am also thankful that I have had a job in the mortgage business for over 40 years and still enjoy it!



KELLY GAITTEN
**BERKSHIRE HATHAWAY HOMESERVICES
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I am so thankful that my family is healthy, first and foremost. The pandemic is so scary. I'm a hugger. I miss hugging friends and shaking hands with my clients. I am thankful for my business. In a world where almost every business in our country has been affected, somehow real estate pushes on. I am thankful for my clients, who allow me to assist, especially now during difficult times. I am thankful for my friends and fellow Realtors®, title companies and lenders, and all who touch this amazing and resilient industry. We have truly rallied together to win.



KRISTIE ZIMMERMAN
COMPASS

Good health and family!



GREG WELLS
THE GREG WELLS TEAM

I'm thankful for the life that the real estate business has provided me. I met my wife at a housewarming party for some clients of mine — a day that changed my life in the best of ways.



NATALIE MCARTOR
LONG & FOSTER REAL ESTATE

I am thankful for many things over this year, but mostly I am grateful to my husband for his unwavering support, both in business and my personal life. I am grateful for my health now that COVID has taken over the way the world lives daily. I am grateful to my church and the support of its members, and I am grateful to my wonderful assistant Christina, who suffered a tragic loss of her son this year, yet she performs her best. I am grateful to my clients, who have all been wonderful in always picking up the phones to share our journey through this virus. Finally, I am grateful my business had been strong and on track to achieve my goals for 2020.



DILYARA DAMINOVA
SAMSON PROPERTIES

I am thankful for the endless love of my husband and kids. I am thankful for the challenges I had to go through this year and to the Realtors® that support each other.



CASEY SAMSON
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Zoom! It saved us time and energy that helped us develop new strategies that help sellers.



LYSSA SEWARD
**THE SEWARD GROUP
TTR SOTHEBY'S INTERNATIONAL REALTY**

I am thankful, every day, for my health and the health of my family and friends. This year, I am especially grateful for our health, in the midst of a global pandemic. I am grateful for the gift of work and the trust, support, and friendship of my clients, who allow me the privilege of guiding them through major life transitions. I am grateful for our team, specifically the dedication of my partners to guide their clients with integrity, professionalism, and grit. Doing whatever needs to be done to meet our clients' needs. This year has been a huge reset for humanity, and while we have been presented with so many challenges, I believe in the resilience of human beings and the generosity, charity, and goodness found all around us.



MICHELLE SAGATOV
WASHINGTON FINE PROPERTIES

I am most thankful for my family and my circle of friends that have shown up for one another during these uncertain times. The silver lining has been the time with my family, doing things we would have never had the chance to stop and do. Also thankful for my health, for myself and my family.



KEN TULLY
RE/MAX ALLEGIANCE

I'm thankful for my family's patience, adaptability, and desire to help other people. These are invaluable traits in these challenging times!



RAYA FRIDENTHAL
REDFIN CORP.

I am thankful the sun comes up and goes down. I am thankful I can see with my eyes. I am thankful I can hear with my ears. I am thankful for my family and opportunities I have every day.



PAUL THISTLE
TAKE 2 REAL ESTATE

I'm most thankful for my friends and family, who have all thankfully and diligently remained COVID-free and in good health! I'm also very thankful for you, Kristin (Kristin Brindley, Publisher), for the opportunity to tell my story in *NOVA Real Producers* and for your passion for our NOVA real estate family!



STEVE WYDLER
**WYDLER BROTHERS
COMPASS**

I am thankful for the opportunity to slow down and spend more time with my teenage daughters. Between managing a busy real estate team and rearing my daughters, the pace can sometimes feel relentless. Although this year has clearly been full of challenges, the shelter-in-place world has given me the opportunity to have a fresh look at my priorities. Before I know it, my girls will be off to college and then on their own, and this time with them is truly precious.



RAJ TAMANG
GREEN VALLEY CUSTOM BUILDERS

This year was very eye-opening for me in many ways. COVID-19, the biggest one, reminded me how vulnerable and precious our life is. At the same time, I am very thankful for this opportunity to spend more time with my wife and kids, and also be a little closer to them emotionally and physically. I am also thankful for being alive and staying busy at work, unlike many others who lost their jobs and/or loved ones due to COVID-19. I am personally thankful to my wife, who puts up with me every day and supports me in my business and personal life. She is staying home with two kids and also helping me in my business. Last, but not least, I am thankful for and would like to express my sincere gratitude to my friends, business partners, and clients, who are always there for me during this unprecedented time of our lives.



GARY FITZGIBBON
RE/MAX GATEWAY

I am grateful that, after 34 years, I still love this business and that I can make a living by being of service to the public.



FRED WESTERLUND
MBH SETTLEMENT GROUP

This year, it is more important than ever to recognize all that we must be grateful for. I truly am grateful that my family, friends, clients, employees, and partners have remained healthy. Professionally, I am impressed with and grateful for our MBH employees, who have adapted and persevered incredibly well. I am also very thankful for our MBH leadership team, whose forward-thinking in 2018-'19 positioned us to effectively manage the unexpected COVID quarantine for our employees and clients.



PATRICK FOGARTY
WILKINSON PROPERTY MANAGEMENT

I am thankful to my staff, who have truly stepped up. This year, we have been busier than ever before due to the pandemic and massive amount of new regulations from every level of government, as well as dealing with the anxiety coming from tenants and landlords (and, yes, contractors too). Thank you to all the hard workers out there: first responders, healthcare workers, food service workers, teachers, and... property managers and Realtors®!



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Protecting Your Clients from WIRE FRAUD

By Robert Pope, Esq.

Most, if not all, title companies include some reference to potential wire fraud in their email signatures, warning buyers and sellers to be cautious when sending their closing funds or EMD to their title company. But aside from the vague concept of “fraud” and wiring money, what exactly are we talking about? How can real estate agents and their clients better protect themselves?

First, let’s look at the two primary avenues of wire fraud when it comes to a real estate transaction. The first potential area for fraud involves the sellers’ proceeds from the sale of the property. At settlement, the title company requests instructions from the seller regarding how they are to receive their proceeds. Most often, sellers prefer the funds to be electronically wired directly to their bank account, avoiding the possible hold from a bank

on a large check. Here’s the risk: if a criminal is able to convince the title company to send the funds somewhere else, the seller’s funds are at great risk. Most title companies have procedures in place to minimize this risk, however, like any process or procedure, nothing is completely foolproof.

The second means of committing fraud falls on the buyer’s side. By some means, the criminal will impersonate the title company and provide fake wiring instructions to an unwitting buyer. The buyer will then unknowingly wire the funds right to the criminal and only find out at the

settlement table that the title company never received their funds to close. Now, the unwitting buyer is stuck trying to come up with additional funds or risk losing the transaction and being in breach of contract. Again, title companies try to warn clients as much as possible, but for every safeguard put in place, there’s inevitably a criminal finding a loophole.

Now that we know the main schemes to watch out for, you may notice there’s a common thread in both — that the criminal needs to have some information about the transaction in order to try either avenue for fraud. The question is, how do they get the

details? One common method, unfortunately, is via the email account of the real estate agents involved.

Have you ever received an email from a prospective client where it sounds too good to be true? Someone who says they’re interested in purchasing a particular property, they don’t have an agent, would you be able to help them? First instinct might be to jump on this lead immediately. After all, they’ve included a link to the listing for the property they’re interested in. You click the link, it’ll surely lead to a legitimate listing, but along the way, the link gives the criminal access to your email. Now, they just need to wait because, as real estate agents, you always end up getting copies of the CD or ALTA during the process of a transaction. These documents give a criminal everything they need in order to try one of these scams. They’ll have the buyers’ and sellers’ names, property address, title company, and the exact amount of money coming in as cash to close and coming out as seller proceeds. Now, they can access your email through a number of other means, maybe via an email attachment you weren’t expecting or some other phishing scam. However, the key is, the criminals need information specific to a transaction.

Clearly, no one wants their clients to experience either of these scams, but as the real estate agent, you shouldn’t be personally liable, right? Enter *Bain v. Platinum Realty*, a 2018 United States District Court case where the real estate agent was held personally liable for over \$160,000 of losses incurred by her purchaser clients. Here, someone had hacked the agent’s email account and emailed the buyers fake wiring instructions for their cash to close. The email to the buyers looked identical to many

others they’d received from their trusted agent. After all, with unfettered access to the email account, the criminal could copy and paste whatever was needed to make the wiring instruction email look legitimate. The Court found that the agent was negligent in maintaining email security and also that the agent insisted on being the sole conduit of information, leaving the buyers to rely on her for all communications, including those from the title company handling the transaction. When the buyers sent their cash to close to a fraudulent account, the money was lost and the agent was held responsible.

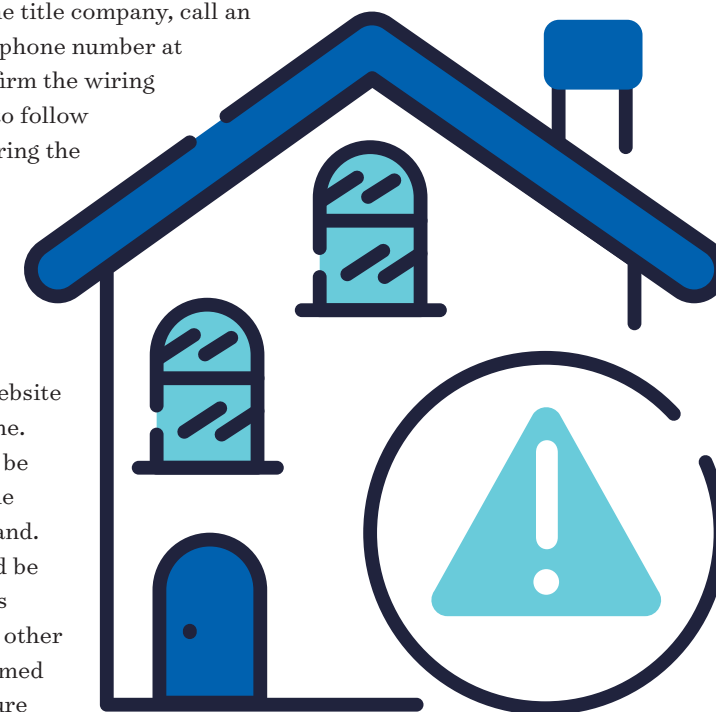
Now that you’ve been sufficiently scared of wire fraud and email, in general, you probably want to know how to protect your clients and yourself from this pervasive fraud in the industry. First, from the seller’s perspective, make sure your sellers know they have to bring instructions for where they want their sales proceeds to go to the settlement. The title company representative can verify their identity and ensure the wiring instructions are legitimately from the right person. Let your sellers know that if they don’t bring these instructions, it may be difficult to get the instructions to the title company after the fact. From a buyer’s perspective, let your buyers know that before they wire *any* funds to the title company, call an independently verifiable phone number at the title company to confirm the wiring instructions. Make sure to follow this whether they are wiring the EMD or the final cash to close. Do NOT call the number in the email accompanying the wire instructions apparently provided by the title company. Look for the website contact information online. This way, the buyers can be assured that they have the correct instructions in hand. Buyers and sellers should be aware they are targets, as well, and that hacking or other fraud attempts may be aimed directly at them. Make sure

your clients know to call you if they have any questions about an email or other communication received.

Encourage your buyers and sellers to reach out to your title partners with any questions or concerns they may have. The best way to avoid wire fraud is for everyone involved to be educated and aware of the risks.



Robert Pope joined MBH in 2020 and is the Managing Attorney of the Burke office. He has 15 years of residential and commercial experience with over 4000 real estate transactions personally closed. Outside of the office, Rob and his wife have four children, three dogs, and two cats, all of whom cheer for his alma mater, Virginia Tech.





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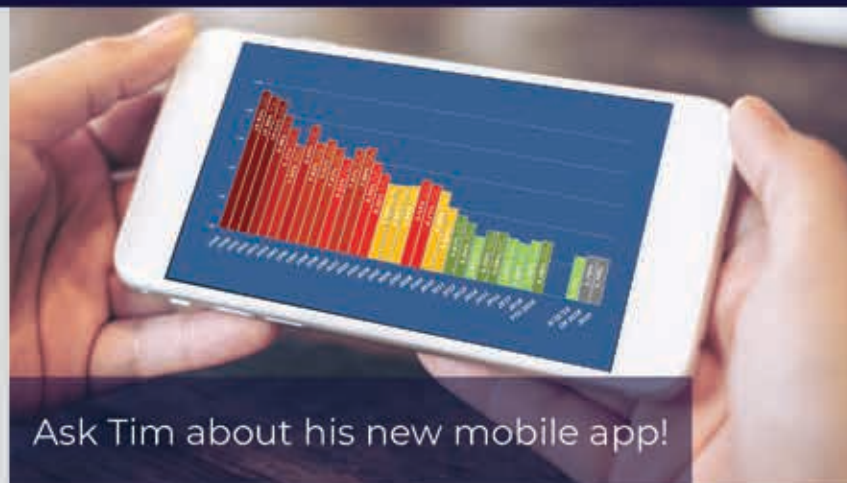
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TANIA GONDA

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If I could have done anything differently, I might have learned earlier to slow down, take a breath, and “just be.” I would have learned earlier the importance of down time, play, and how the timing of these works differently for different people. There is no [what I have liked about life] “best so far.” Life keeps getting better!



HEATHER GONTAREK

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Taking
You to the
Finish Line
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▶▶ partner spotlight

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

“The key is to set realistic customer expectations, and then not to just meet them, but to exceed them — preferably in unexpected and helpful ways.”
—Richard Branson

Title agents are often unseen but critical cogs in the wheel of a real estate transaction.

“The title agent plays one of the most important roles in helping facilitate a closing, from start to finish,” Heather Gontarek begins. “Title agents not only work to make sure the seller has proper ownership of the property they’re selling, but they also help the buyer get title insurance to protect them in the event that the title of their home is called into question after the purchase is completed.”

With a staggering 26 years of experience in all corners of the real estate business, Heather is the type of title agent that you want on your side. She grew up watching her mother excel in the mortgage business, and shortly after graduating high school, Heather began working for Sandy Spring Mortgage. She worked her way up within the company and, after 10 years, moved into real estate sales.

After six successful years as a real estate agent, Heather transitioned into title work. Her experience in both mortgages and as a real estate agent continues to inform her work in title. “I can say I have experience from all sides of the transaction, which helps me to properly educate my team in just about any situation,” Heather explains.

Eastern Title & Settlement: Your Title Resource

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Heather Gontarek has 26 years of experience in all corners of the real estate business.

“We are committed to providing the highest level of customer service for our clients,” Heather explains. “Our clients are real estate agents, mortgage brokers, contractors and developers, lenders, home buyers and sellers, investors, attorneys, and borrowers throughout Washington, D.C., Delaware, Maryland, and Virginia.”

Heather and her team have an intimate understanding of the importance of their role. From contract to closing, they are committed to making each step of the transaction seamless. “No other title company in the area will go the extra mile like we will,” Heather smiles. “We want to exceed your expectations and make your transaction easy and hassle-free.”

With top-of-the-line technology and responsible and timely service, Eastern Title & Settlement makes working through closing both easy and efficient. “Our clients are the most important part of our business, and we work tirelessly to ensure your complete satisfaction so you can close more loans now and in the future,” Heather says.



Beyond Title

Heather spends most of her free time with her four children and two grandchildren. Her time away from work is often spent near the water or at the golf course with friends or hanging at home with family.

“My favorite way to spend time is with my kids. No matter if we are just cooking out at home or hanging out at one of our local favorites, we always seem to have a good time together,” Heather says.

When Heather decided to join the real estate industry, she followed in her mother’s footsteps; her children are now making real estate a three-generation affair. “Most of my children are grown now, and a couple of them have found their way into this industry also, so it seems to be becoming a trend in the family to be in the real estate industry,” Heather smiles.

After 26 years in real estate, Heather still relishes the simple joys of real estate: walking her clients through a stressful and exciting time and helping her team succeed.

“The biggest reason for my success is that I have 26 years of experience professionally, which gives me the insight and ability to be able to staff correctly to build and continue to build a group of professionals who are just as dedicated to our clients as I



am,” Heather explains. “The biggest win-win for me is when a customer comes to us through another party of the transaction, my team provides an experience that exceeds their expectations, and they become a repeat client and continue to use us as their preferred title company.”

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TANIA GONDA



LIVING IN GRATITUDE

► a cool life story

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

“A cool life is being content to just be. A cool life is practicing gratitude for all that is good.”

Tania Gonda was raised in Presque Isle, Maine, an agriculture zone with unique cultural norms. In the fall, schools would close for three weeks so that students could get the potato crop out of the ground before it froze.

“As kids, we picked potatoes or worked on a potato harvester from 6 a.m. to 6 p.m., with a half-hour lunch and two 15-minute coffee breaks,” Tania recalls. “Some days, we worked 6 a.m. to 9 p.m., if the weather had delayed us on other days. Slacking off was not possible

when one worked on a potato harvester! Everyone knew how to work and carry their own weight.”

Those years in Maine taught Tania the value of hard work. As she says, “anything worth doing is worth doing well.”

Tania’s parents encouraged her that she could be whomever she wanted to be. They fostered her self-esteem and took the family on vacations. They taught her the value of diversity, equality, and kindness.

Uncovering Success

After Tania stepped into the corporate world, she eventually became a



recruiter. “And, if one is any good at recruiting, one is good at sales,” Tania laughs.

After 9/11, Tania felt an increased desire to be near her children. She had considered going into real estate for some time, and in 2002, she decided to leave her career as a recruiter to become a real estate agent.



“EVERYONE HAS
A DIFFERENT
PATH...I WISH
I HAD KNOWN
EVEN EARLIER
TO TRUST MY
INSTINCTS.”

“It was a natural fit,” Tania says. “I already had excellent customer service skills, negotiation skills, and was a born advocate. The skillset was remarkably the same; the knowledge base was different.”

Over the past 18 years, Tania has enjoyed tremendous success. While her real estate business continues to flourish at Weichert, REALTORS®, Tania’s greatest “success” is her family. “My happiest and proudest moments are associated with my (now adult) children,” she says. “Those moments have to do with my sons using their intellect and negotiation

skills to find solutions. They may not be the solutions I would have initially chosen, but my sons carefully consider their options and choose the best ones for them. Sometimes, we have to recognize that their solutions are better than options their dad and I would have considered.”

“I still laugh about this example,” she says. “My older son had graduated from university, was making good

money, and was still living at home. I suggested that his new raise and income were great, and maybe now was a good time to start paying rent. He said, ‘Oh, no, Mom, I am not going to pay rent! I want to buy a house, and if I do not pay rent, I can buy sooner and be completely out of your hair!’ What a classic thing to say to your mother, the real estate agent. There is nothing wrong with his negotiation skills.”

To this day, Tania is passionate about her family and their health, happiness, and general well-being. Her nuclear family consists of her husband Tim Sr., son Tim Jr., daughter-in-law Andrea, and son Todd.

A Cool Life: Living in Gratitude

As Tania reflects on her life, a feeling of immense gratitude rises to the surface. She is grateful to have grown up in Maine and to have landed in Virginia. She is grateful to have met her husband and raised two loving children. She is grateful for her caring friends, colleagues, and clients.

“There is no [what I have liked about life] ‘best so far,’” Tania exclaims. “Life keeps getting better.”

“If I could have done anything differently, I might have learned earlier to slow down, take a breath, and just be. I would have learned earlier to really listen to my husband and children and truly understand what they were trying to tell me. I would have learned earlier to understand that people are different and may value different things. I would have learned earlier the importance of down time, play, and how the timing of these works differently for different people.”

“I wish I had known that there is no one-size-fits-all roadmap of how life is supposed to be. Everyone has a different path...I wish I had known even earlier to trust my instincts.”



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rising star ◀◀
By Zachary Cohen
Photography by Ryan Corvello

MATIAS LEIVA

A LIFE BY DESIGN

“Success is simple, not easy,” says Matt Leiva, of Keller Williams Chantilly Ventures.

Born in Madrid, Matt moved to the United States at a young age. He grew up in New Hampshire, and after playing soccer through college, moved to Northern Virginia.

Soccer was Matt’s first love. For over a decade, he coached soccer full-time; it was his passion and his work. During this period, however, Matt fell in love with something else — entrepreneurship. He discovered a way to combine these two passions and built two separate businesses focusing on kids’ sports and recreation.

Three years ago, Matt continued his entrepreneurial dream through real estate. “I have always enjoyed watching and learning about the housing market,” he explains.

He was licensed in 2017, and, admittedly, only planned to sell real estate part-time. But in 2018, that vision shifted. “I started the year off with a few listings and I realized it was fun. I love this. I had a small business that I sold at the end of that year and closed nine transactions that year,” Matt reflects.

In 2019, Matt’s business really began to take flight. He closed \$18.5 million, and towards the end of the year, began building a team. In only three years, Matt has been given the following awards: NVAR Top Producer Platinum Award, KW Triple Gold, and *NOVA Real Producers* Top 5 percent.

For the Love of Real Estate

Matt’s early success can be attributed to his hard work and drive to succeed. Early on,

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he committed himself to let every single person he talked to know what he did for work, and it's paid off.

“Talk to everybody. The more people that are clear on what you do for a living and trust you, the better your business is going to be. Make sure everybody knows what you do for a living, whether they want to or not,” Matt says. “[What sets me apart is] my grit, determination, drive, and ability to see opportunity when others see challenges and roadblocks. [It's] my ability to think outside of a normal response to any type of challenge.”

Meeting new people, working with clients, and supporting their journey is the highlight of Matt's work in real estate. He has a genuine gift for helping his clients find the home of their dreams or move the next stage of their lives. At Keller Williams, he's been gifted with the chance to learn from top real estate agents, inspired mentors, and industry leaders who are focused on success, growth, and achieving greatness.

“Also, personally shifting my mindset to become incredibly focused in one direction has been a game-changer,” Matt adds. “I enjoy being able to create a brand in this business and control my own destiny.”

Creating a Life By Design
As Matt's real estate business continues to flourish, he is working to maintain balance in his life.

“I do my best to carve out time to spend with my family and not have my work life consume every hour of every day,” he says.

Outside real estate, Matt continues to coach boys soccer at Paul VI Catholic High School. He and his wife, Jennette, have two beautiful daughters, Isabel, four, and Sophie, one. He enjoys playing golf, skiing, home improvement projects, and simple time with family.

As Matt turned the page into 2020, he was faced with a brand new challenge: a health pandemic. While COVID-19 has brought a whole new set of challenges into the business, it's also created new opportunities.

“I hope we all see that good that is going to come out of [COVID],” Matt says. “I have a constant drive to better what we have done already, to go further than we have gone before. Each new client is a new and exciting opportunity to help them achieve their goals.”

In a world where online resources are more robust and more available than ever, Matt believes the work of real estate agents remains critical. He has big goals for the next few years; he is creating a life by design.

“My long-term goal is to continue to serve more families and clients each year and grow my team by adding a few talented and energetic real estate agents,” Matt says. “Success is creating a life by design.”



Matt Leiva and his wife Jennette with their daughters Sophie and Isabel.



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Kay Houghton

Creating the Best Gig in Town for Agents

How do you completely alter your trajectory at a young and formidable age? Kay Houghton knows. Born Amanda Houghton, she confessed to being a painfully shy child. In fact, her mother would take her to daycare and she'd sob until the school was forced to call her mom back in to pick her up. "I just didn't want to leave my mother or my grandmother's side. I was a homebody and wanted to be with my inner circle," she explains.



Kay Houghton and her fiancé, Jonathan Metts.





We are constantly tweaking the processes and procedures to ensure that everyone associated with this business — both clients and employees alike — have the best experience possible.

After moving to Virginia in 2011, Kay experienced two different layoffs that left her without the insurance she so desperately needed to pay for her expensive medical treatments. Because the Affordable Care Act had passed and getting that insurance was no longer an issue, she decided to leave the corporate world and start her real estate career. In 2015, she joined Keller Williams, and in 2016 she launched the team, Kay Houghton & Associates. One of her greatest passions has been to create job opportunities and a positive working environment. Her MBA thesis studied employee-centric compensation models.

Kay took this to heart when she began her team. Every member has a salary and full benefits, including health insurance, paid time off, and a retirement plan with a company contribution. Kay does not understand why this is a revolutionary idea in the industry (or the country). “Not only is it the right thing to do, but it’s good for business! Hiring and training are incredibly expensive, time-consuming, and very disruptive. I would much rather spend that time working to keep the team members I have.”

With zero employee turnover, she is obviously onto something big. Currently topping her priority list is hiring the right staff and keeping those with her happy. “I spend 50 percent of my time thinking about the staff and their needs. And the other 50 percent thinking about our clients’ needs. We are constantly tweaking the processes and procedures to ensure that everyone associated with this business — both clients and employees alike — have the best experience possible.”

One of the reasons why a good staff is so important is that the concierge-style service her team provides can be a challenge. Kay says that people tell her all the time how amazed they are at the level of service they provide. “We take care of literally everything. From picking paint colors and overseeing repairs, to ordering new appliances, to cleaning the home before staging, we do it all. We will even order their moving services for them to ensure that the home is completely cleared out before settlement is complete! To give that level of service, we need to be sure that the right person is doing the right things at exactly the right time!”



Kay Houghton’s House of Cats

When Kay lived in Florida, she ran a cat rescue called Kay’s Kitty Pick-up, which did feral trap, neutering, release, and rehabilitation. However, that took a backseat when she

With a passion for animal rescue, Kay and Jonathan sometimes have up to seven fosters in addition to two dogs and two cats of their own.

...

As she got older, something in her changed. She couldn’t put her finger on what specifically it was, “but this other aspect of my personality blossomed.” Through high school, Kay transformed and her confidence followed suit. “One day, I decided, I don’t want to be Amanda anymore. So I adopted Kay as

my middle name and started using that.” She hit the reset button...and the rest is history.

This is quite the juxtaposition for a woman who loves public speaking today. Having worked in sales as a patient advocate, and now as a real estate team leader, she says she is at her best “in front of people speaking and engaging — building relationships.”

Salary, Insurance, Benefits—OH MY!

Coming from a long line of entrepreneurs, Kay always had an affinity for business. During college, she took some real estate investment courses and intended on making it a career. After college, she moved to Florida to get started. However, when she was diag-

nosed with multiple sclerosis, she opted to join the corporate world. Because she now had a pre-existing condition, she needed medical insurance. After working in sales and marketing for over ten years, she realized she loved management and leadership so much that she decided to pursue an MBA.

When it comes to staffing, Kay is acutely aware of one fact, “I need them more than they need me,” and she is grateful for everyone’s efforts. “I want to make sure that everyone working for this team feels like they have the best gig in town.” Currently, her team consists of six people in addition to herself. Last year, they did \$55 million in sales and are on pace to do \$70 million this year.

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moved to Virginia and switched careers. Recently, with the passing of her beloved cat Alex, she has decided to ramp up those energies once again.

“I have an absolute passion for rescuing and fostering animals. I enjoy working with those in vulnerable communities. That includes working with feral cats or dogs that may have some behavior or other health issues. There is so much need and it brings me so much joy. But it’s also a ton of work!” She jokes that some may call her a “crazy cat lady” or may not understand her passion. However, she knows that the work she is doing to provide homes for both her human clients and the animals she fosters is exactly the kind of legacy she wants to leave behind.

Kay and her fiancé, Jonathan Metts, have two dogs, Henry and Nora, and two cats, Gnocchi and Posen, but they’ve had as many as seven fosters living with them. For fun, the couple enjoys escaping city life to visit wineries or attend horse races and polo events. They hope to one day have a country home where they can create the space to foster and adopt even more furry friends.

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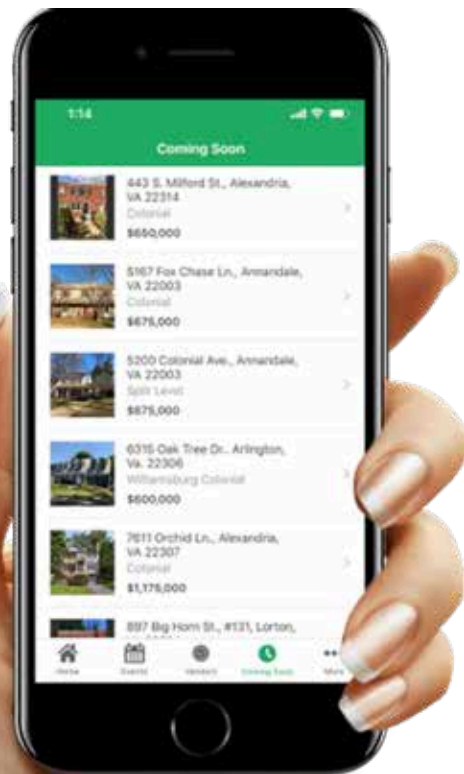
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A few years ago, I started working with an agent from a local real estate company in Alexandria, Virginia. This agent told me about an idea he had for a great product he was calling “WhoHub.” As you can imagine, over my nearly 15-year career in title sales, I have seen and heard a lot of ideas about great real estate tech. The difference? This one made a ton of sense. For one reason, the WhoHub app was created by a long-time successful Realtor who designed the WhoHub app for other Realtors and brokerages. What if everything you needed was located in one place...on an application on your smartphone?

Why an Application?

In our smartphone-driven world, mobile technology has overtaken desktop, and in many cases, apps have overtaken websites. As a busy Realtor, you live by your smartphone (as do I), so you can see the validity of having this technology right at your fingertips, versus having to stop and access a desktop computer. WhoHub removes outdated communication efficiencies between real estate brokerages and their agents.

What's Inside the WhoHub App?

This is where we get to the real value of the application. There are many great features of this mobile app, so let's go through each one.

- **Office Coming Soon!** In the hyper-competitive market, most of us are in, it is important to know the coming-soon inventory in your real estate office. With the WhoHub app, the coming-soon listings are current and easily viewed and shared.
- **Office News.** It happens to all of us. Important office news is missed because of the many emails we receive. Not anymore. Your brokerage's news will be stored here, sorted cleanly, and easy for you to find. Receive important push notifications so you don't miss anything.
- **Office Events.** Everything is here. Office classes, presentations, happy hours, and, of course, your weekly office meeting — again, sorted here so you aren't receiving emails interfering with other important real estate business.
- **Office Vendor Lists.** You know the drill. “Who do you know for what?” Here is where you can store your most trusted vendor list and have the ability to share it with colleagues and clients. Realtors need a trusted “Hub” for “Who's” to fulfill these expectations.
- **Private Messaging (Direct and Group).** The WhoHub app allows you to have text conversations with others, including group chats. These could be your entire real estate team, or you can message your clients. Set up group-chat names such as your team name or the property address of a real estate transaction. Get creative!

Why You Should Download WhoHub — and How

The WhoHub app was built by a Realtor for other Realtors. The technology is very easy to use and has everything an agent would want regarding brokerage news, events, documents, and their complete preferred vendor list all in one place. The perk is the increased time an agent saves not having to go to multiple sources for information and instead has it all in one place. Very minimal cost for a return of your valuable time. The application is free to download in the Apple App Store.



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

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to September 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	198	\$130,462,400	410	\$266,823,472	608	\$397,285,856
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	401.5	\$204,375,312	232	\$110,670,424	633.5	\$315,045,728
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	250.5	\$131,723,888	71	\$40,837,898	321.5	\$172,561,794
4	Debbie J Dogrul	Long & Foster Real Estate, Inc.	146.5	\$91,503,536	101.5	\$61,954,952	248	\$153,458,480
5	Sue S Goodhart	Compass	62	\$53,806,828	66	\$60,021,672	128	\$113,828,496
6	Phyllis G Patterson	TTR Sotheby's International Realty	50.5	\$55,115,588	43	\$42,144,640	93.5	\$97,260,224
7	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	37	\$50,242,528	27.5	\$31,681,500	64.5	\$81,924,032
8	Martin K Alloy	SMC Real Estate Corp.	106	\$53,607,920	42	\$20,877,848	148	\$74,485,768
9	Jean K Garrell	Keller Williams Realty	63	\$50,236,100	34	\$23,406,640	97	\$73,642,736
10	Christopher Craddock	Keller Williams Realty	110.5	\$38,573,008	77	\$33,370,928	187.5	\$71,943,936
11	Khalil Alexander El-Ghoul	Glass House Real Estate	59	\$40,864,192	37.5	\$30,517,210	96.5	\$71,381,400
12	Janet A Callander	Weichert, REALTORS	47	\$48,933,748	24	\$22,291,500	71	\$71,225,248
13	Jennifer L Walker	McEneaney Associates, Inc.	49.5	\$37,124,400	34	\$27,417,100	83.5	\$64,541,504
14	Cynthia Schneider	Long & Foster Real Estate, Inc.	62.5	\$31,297,488	50.5	\$30,952,040	113	\$62,249,528
15	Bruce A Tyburski	RE/MAX Executives	41	\$27,854,884	43	\$30,259,356	84	\$58,114,240
16	Casey C Samson	Samson Properties	48	\$40,742,200	16	\$15,460,200	64	\$56,202,400
17	Carla C Brown	Toll Brothers Real Estate Inc.	92.5	\$55,565,776	0	\$0	92.5	\$55,565,776
18	Scott A MacDonald	RE/MAX Gateway	81	\$49,891,016	6	\$4,005,250	87	\$53,896,268
19	Lenwood A Johnson	Keller Williams Realty	69	\$28,737,140	56.5	\$22,528,360	125.5	\$51,265,500
20	Laura C Mensing	Long & Foster Real Estate, Inc.	30	\$35,054,500	18	\$15,816,505	48	\$50,871,004
21	Daan De Raedt	Property Collective	58	\$30,747,150	32	\$19,791,916	90	\$50,539,066
22	James W Nellis II	Keller Williams Fairfax Gateway	50	\$26,146,130	47.5	\$24,297,516	97.5	\$50,443,648
23	Akshay Bhatnagar	Virginia Select Homes, LLC.	15	\$8,968,180	70	\$41,090,436	85	\$50,058,616
24	Nikki Lagouros	Property Collective	33	\$13,602,600	71	\$34,145,576	104	\$47,748,176
25	Kay Houghton	KW Metro Center	48	\$23,422,604	44.5	\$24,016,750	92.5	\$47,439,352
26	Tom Francis	Keller Williams Realty	21	\$36,875,072	7	\$9,030,420	28	\$45,905,488
27	Paul Thistle	Take 2 Real Estate LLC	42	\$25,175,050	29	\$19,199,116	71	\$44,374,164
28	Michael I Putnam	RE/MAX Executives	53	\$24,422,764	43	\$19,413,664	96	\$43,836,432
29	Anthony H Lam	Redfin Corporation	15	\$8,678,000	50	\$35,075,200	65	\$43,753,200
30	Karen E Close	Century 21 New Millennium	21	\$23,118,500	15	\$20,007,400	36	\$43,125,900
31	Damon A Nicholas	Coldwell Banker Residential Brokerage	41	\$25,751,000	29	\$17,102,000	70	\$42,853,000
32	Erin K Jones	KW Metro Center	33.5	\$17,241,420	53.5	\$25,492,390	87	\$42,733,808
33	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	10	\$5,703,105	59	\$36,451,352	69	\$42,154,460
34	Irina Babb	RE/MAX Allegiance	54	\$31,334,832	17	\$10,719,000	71	\$42,053,832
35	Melissa A Larson	KW Metro Center	22.5	\$31,952,520	6	\$9,474,650	28.5	\$41,427,168

Disclaimer: Information based on MLS closed data as of October 6, 2020, for residential sales from January 1, 2020, to September 30, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to September 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Janet Pearson	Pearson Smith Realty, LLC	72	\$40,885,632	0	\$0	72	\$40,885,632
37	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	27.5	\$26,399,616	14	\$14,479,750	41.5	\$40,879,364
38	Timothy D Pierson	Keller Williams Realty Falls Church	22.5	\$15,566,801	37	\$25,270,500	59.5	\$40,837,304
39	Eve M Weber	Long & Foster Real Estate, Inc.	35	\$24,311,296	28	\$15,488,801	63	\$39,800,096
40	Elizabeth A Twigg	McEneaney Associates, Inc.	22	\$28,821,000	9	\$10,924,000	31	\$39,745,000
41	Deyi S Awadallah	D.S.A. Properties & Investments LLC	76	\$38,277,720	1	\$619,450	77	\$38,897,168
42	Raymond A Gernhart	RE/MAX Executives	22	\$14,751,840	37.5	\$23,422,670	59.5	\$38,174,512
43	Lilian Jorgenson	Long & Foster Real Estate, Inc.	23	\$33,658,000	4	\$3,888,001	27	\$37,546,000
44	Roy Kohn	Redfin Corporation	55	\$36,080,920	1	\$1,355,000	56	\$37,435,920
45	Christina M O'Donnell	RE/MAX West End	15	\$13,207,500	27	\$24,011,252	42	\$37,218,752
46	Patricia E Stack	Weichert, REALTORS	30	\$27,139,000	9	\$9,705,820	39	\$36,844,820
47	Eli Tucker	RLAH Real Estate	16	\$13,323,600	24.5	\$23,441,600	40.5	\$36,765,200
48	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	77	\$35,685,300	1	\$850,000	78	\$36,535,300
49	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	18	\$27,369,000	5	\$8,923,270	23	\$36,292,272
50	Christopher J White	Long & Foster Real Estate, Inc.	33	\$24,962,300	8	\$10,720,000	41	\$35,682,300
51	Jennifer H Thornett	Washington Fine Properties, LLC	7.5	\$18,443,684	5.5	\$16,509,600	13	\$34,953,284
52	Victoria(Tori) McKinney	KW Metro Center	25.5	\$23,911,944	12.5	\$10,116,837	38	\$34,028,780
53	Patricia Ammann	Redfin Corporation	15.5	\$9,072,412	33	\$24,901,876	48.5	\$33,974,288

Disclaimer: Information based on MLS closed data as of September 8, 2020, for residential sales from January 1, 2020, to August 31, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	John Coles	Thomas & Talbot Real Estate	10.5	\$32,956,500	1	\$965,000	11.5	\$33,921,500
55	Debbie P Kent	Cottage Street Realty LLC	53	\$31,018,524	4	\$2,418,301	57	\$33,436,824
56	Bichlan N DeCaro	EXP Realty, LLC.	10.5	\$9,291,000	35.5	\$23,971,276	46	\$33,262,276
57	Megan Buckley Fass	FASS Results, LLC.	17.5	\$16,066,555	21	\$16,535,150	38.5	\$32,601,704
58	Rheema H Ziadeh	Redfin Corporation	55.5	\$28,809,100	6	\$3,735,000	61.5	\$32,544,100
59	Ashley C Leigh	Linton Hall Realtors	50	\$25,787,700	10	\$6,631,500	60	\$32,419,200
60	Marianne K Prendergast	Washington Fine Properties, LLC	15.5	\$20,703,250	9	\$11,216,800	24.5	\$31,920,050
61	Laura R Schwartz	McEneaney Associates, Inc.	13	\$12,073,375	17	\$19,730,096	30	\$31,803,470
62	Diane U Freeman	Redfin Corporation	10	\$4,840,002	45	\$26,931,150	55	\$31,771,152
63	Barbara G Beckwith	McEneaney Associates, Inc.	15	\$19,214,600	6	\$12,555,600	21	\$31,770,200
64	Wes W Stearns	M. O. Wilson Properties	48	\$23,039,750	16	\$8,690,900	64	\$31,730,650
65	Kimberly A Spear	Keller Williams Realty	26	\$14,493,976	33	\$17,049,620	59	\$31,543,596
66	Brian D MacMahon	Redfin Corporation	17	\$8,238,800	36	\$23,126,700	53	\$31,365,500
67	Kendell A Walker	Redfin Corporation	20	\$10,493,400	38	\$20,785,480	58	\$31,278,880
68	Dinh D Pham	Fairfax Realty Select	20	\$11,297,400	34	\$19,417,638	54	\$30,715,038
69	Lisa Dubois-Headley	RE/MAX West End	24.5	\$20,328,000	14	\$10,139,700	38.5	\$30,467,700
70	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	9.5	\$9,849,000	9	\$20,565,000	18.5	\$30,414,000
71	Gitte Long	Redfin Corporation	37	\$20,017,432	14	\$10,366,300	51	\$30,383,732
72	Lisa E Thompson	Hunt Country Sotheby's International Realty	20.5	\$26,044,496	3	\$4,030,500	23.5	\$30,074,996
73	William F Hoffman	Keller Williams Realty	13	\$16,121,000	13	\$13,738,680	26	\$29,859,680
74	Candee Currie	Redfin Corporation	44.5	\$29,680,900	0	\$0	44.5	\$29,680,900
75	Lisa T Smith	Pearson Smith Realty, LLC	24	\$18,700,100	18	\$10,902,280	42	\$29,602,380
76	Heather E Heppe	RE/MAX Select Properties	24	\$18,509,510	14	\$10,960,385	38	\$29,469,896
77	Jillian Keck Hogan	McEneaney Associates, Inc.	11.5	\$7,227,000	30	\$22,214,180	41.5	\$29,441,180
78	Carolyn A Capalbo	Long & Foster Real Estate, Inc.	37	\$19,468,936	18	\$9,589,300	55	\$29,058,236
79	Abuzar Waleed	RE/MAX Executives LLC	30.5	\$14,086,000	36.5	\$14,917,387	67	\$29,003,388
80	Branden L Woodbury	Redfin Corporation	60	\$24,708,596	10	\$4,175,200	70	\$28,883,796
81	Steven C Wydler	Compass	14.5	\$18,100,000	6	\$10,760,900	20.5	\$28,860,900
82	Cathy V Pongmalai	Frankly Real Estate Inc	26	\$17,779,714	18	\$10,949,790	44	\$28,729,504
83	Kevin E LaRue	Century 21 Redwood Realty	28	\$17,166,780	15	\$11,488,790	43	\$28,655,570
84	Paramjit K Bhamrah	Redfin Corporation	46.5	\$26,843,972	2	\$1,805,000	48.5	\$28,648,972
85	Viktorija Piano	Keller Williams Realty	27	\$22,235,800	8	\$6,031,890	35	\$28,267,690
86	Elizabeth L Kovalak	Keller Williams Realty	17	\$9,580,000	28	\$18,637,500	45	\$28,217,500

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to September 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Jeddie R Busch	Coldwell Banker Residential Brokerage	14	\$11,140,990	24	\$16,971,150	38	\$28,112,140
88	Katie E Wethman	Keller Williams Realty	12.5	\$7,989,150	26	\$20,006,032	38.5	\$27,995,180
89	Elizabeth W Conroy	Keller Williams Realty	16	\$17,747,250	9	\$10,069,000	25	\$27,816,250
90	Katharine R Christofides	Century 21 New Millennium	14.5	\$8,169,005	36	\$19,577,054	50.5	\$27,746,060
91	Lauren A Bishop	McEneaney Associates, Inc.	9.5	\$15,457,800	9	\$12,227,200	18.5	\$27,685,000
92	Dina R Gorrell	Redfin Corporation	44	\$25,935,400	2	\$1,540,000	46	\$27,475,400
93	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	17	\$19,228,620	8	\$8,202,240	25	\$27,430,860
94	Natalie Wiggins	Redfin Corporation	49.5	\$24,855,940	4	\$2,513,000	53.5	\$27,368,940
95	Ryan Rice	Keller Williams Capital Properties	24	\$11,092,000	28	\$16,269,000	52	\$27,361,000
96	Ashraf Morsi	Keller Williams Realty	28	\$19,284,112	10.5	\$7,775,423	38.5	\$27,059,534
97	Anna Vidal	Keller Williams Realty	26	\$11,087,295	38	\$15,651,970	64	\$26,739,264
98	Robert T Ferguson Jr.	RE/MAX Allegiance	25	\$18,655,100	13	\$8,069,400	38	\$26,724,500
99	Kristina S Walker	Keller Williams Realty Falls Church	14	\$8,380,500	27.5	\$18,319,500	41.5	\$26,700,000
100	Micah A Corder	Washington Fine Properties, LLC	7.5	\$18,443,684	5.5	\$8,154,940	13	\$26,598,624
101	Jason Cheperdak	Samson Properties	10	\$5,009,275	42.5	\$21,472,610	52.5	\$26,481,884
102	Andrea M Hayes	Living Realty, LLC.	27	\$13,478,498	23	\$12,797,432	50	\$26,275,930
103	Sue G Smith	RE/MAX Premier	30.5	\$18,703,822	13	\$7,370,900	43.5	\$26,074,722
104	William B Prendergast	Washington Fine Properties, LLC	9.5	\$13,653,250	10	\$12,417,000	19.5	\$26,070,250
105	Danilo D Bogdanovic	Redfin Corporation	45	\$21,971,500	7	\$4,083,399	52	\$26,054,900
106	Lyssa B Seward	TTR Sotheby's International Realty	13.5	\$9,134,000	17	\$16,642,838	30.5	\$25,776,838
107	Brian J Gaverth	Redfin Corporation	42.5	\$23,818,596	3	\$1,852,100	45.5	\$25,670,696
108	Piper Gioia Yerks	Washington Fine Properties, LLC	9	\$19,029,250	4.5	\$6,499,350	13.5	\$25,528,600

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
109	Joan M Reimann	McEneaney Associates, Inc.	16.5	\$13,249,408	18	\$12,176,616	34.5	\$25,426,024
110	Ana Lucia Ron	ANR Realty, LLC	86	\$25,367,500	0	\$0	86	\$25,367,500
111	Lauryn E Eadie	Keller Williams Realty	19	\$11,104,650	20.5	\$14,206,288	39.5	\$25,310,938
112	Nathan Daniel Johnson	Keller Williams Capital Properties	37.5	\$14,666,375	21	\$10,634,450	58.5	\$25,300,824
113	Jessica S Richardson	Compass	12	\$10,637,000	14	\$14,425,400	26	\$25,062,400
114	Jill Judge	Keller Williams Realty	12	\$6,195,500	36	\$18,829,600	48	\$25,025,100
115	Linh T Aquino	Redfin Corporation	49	\$22,782,686	5	\$2,133,000	54	\$24,915,686
116	Elizabeth Kline	RE/MAX 100	27.5	\$17,112,104	14	\$7,475,030	41.5	\$24,587,136
117	Ahmad T Ayub	Redfin Corporation	9	\$4,569,500	33	\$20,009,540	42	\$24,579,040
118	Karen A Briscoe	Keller Williams Realty	17.5	\$19,889,500	6.5	\$4,537,027	24	\$24,426,528
119	Jacob Smith Hamilton	Compass	21	\$12,342,250	22	\$11,944,800	43	\$24,287,050
120	Conor Sullivan	KW Metro Center	16.5	\$13,881,725	13	\$10,400,990	29.5	\$24,282,716
121	Robyn B Bomar	Compass	17	\$13,324,100	13	\$10,839,400	30	\$24,163,500
122	Albert D Pasquali	Redfin Corporation	5	\$2,248,600	40	\$21,776,584	45	\$24,025,184
123	Margaret J Czapiewski	Keller Williams Realty	33.5	\$15,726,580	17	\$8,259,950	50.5	\$23,986,530
124	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	7	\$3,170,500	35	\$20,704,196	42	\$23,874,696
125	Josh Dukes	KW Metro Center	20.5	\$9,286,100	30	\$14,419,700	50.5	\$23,705,800

Disclaimer: Information based on MLS closed data as of October 6, 2020, for residential sales from January 1, 2020, to September 30, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to September 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	David L Smith	Coldwell Banker Residential Brokerage	4.5	\$1,849,500	38	\$21,788,800	42.5	\$23,638,300
127	Patricia Fales	RE/MAX Allegiance	20.5	\$15,564,150	12	\$8,011,553	32.5	\$23,575,702
128	Kamal Parakh	Customer Realty LLC	17	\$8,609,245	23	\$14,764,400	40	\$23,373,644
129	William E Close	KW Metro Center	18	\$10,653,000	19	\$12,693,999	37	\$23,347,000
130	Catherine B DeLoach	Long & Foster Real Estate, Inc.	24	\$16,516,786	7	\$6,815,000	31	\$23,331,786
131	Ruth M Cotter	Redfin Corporation	50	\$23,299,850	0	\$0	50	\$23,299,850
132	Blake Davenport	Long & Foster Real Estate, Inc.	2	\$1,246,000	36	\$21,965,696	38	\$23,211,696
133	Lizzie A Helmig	Keller Williams Realty	14	\$5,577,930	36	\$17,411,190	50	\$22,989,120
134	Denean N Lee Jones	Redfin Corporation	9	\$4,436,650	34	\$18,550,920	43	\$22,987,570
135	Andrew J Biggers	Keller Williams Realty Falls Church	19	\$15,171,958	12	\$7,735,425	31	\$22,907,384
136	Yony Kifle	KW Metro Center	7	\$3,029,000	45.5	\$19,806,876	52.5	\$22,835,876
137	Benjamin J Grouby	Redfin Corporation	36	\$21,347,720	2	\$1,485,000	38	\$22,832,720
138	Fouad Talout	Long & Foster Real Estate, Inc.	6.5	\$12,547,500	9	\$10,152,687	15.5	\$22,700,188
139	Gregory A Wells	Keller Williams Realty	20	\$12,640,751	17	\$10,009,019	37	\$22,649,770
140	Irene M deLeon	Redfin Corporation	35	\$20,560,108	3	\$1,988,838	38	\$22,548,948
141	Dilyara Daminova	Samson Properties	8	\$3,336,400	49	\$19,173,956	57	\$22,510,356
142	Marion Gordon	KW Metro Center	24.5	\$17,693,880	6	\$4,722,500	30.5	\$22,416,380
143	Ryan R Mills	Redfin Corporation	10	\$4,620,000	32.5	\$17,794,338	42.5	\$22,414,338
144	Mercy F Lugo-Struthers	Casals, Realtors	4.5	\$1,509,000	53.5	\$20,863,400	58	\$22,372,400
145	Spencer R Marker	Long & Foster Real Estate, Inc.	25	\$16,741,500	9	\$5,584,400	34	\$22,325,900
146	Christine G Richardson	Weichert Company of Virginia	20	\$16,501,800	8	\$5,769,880	28	\$22,271,680

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
147	Kevin J Carter	RE/MAX Select Properties	13	\$7,741,100	22	\$14,481,255	35	\$22,222,355
148	Thomas R Moffett Jr.	Redfin Corporation	30.5	\$16,700,150	9	\$5,466,100	39.5	\$22,166,250
149	Darren E Robertson	Keller Williams Fairfax Gateway	15	\$6,275,997	37	\$15,793,350	52	\$22,069,348
150	Tracy L Vitali	Coldwell Banker Residential Brokerage	18	\$11,679,534	15	\$10,343,300	33	\$22,022,834
151	Daniel MacDonald	TTR Sotheby's International Realty	21	\$19,545,200	4	\$2,472,400	25	\$22,017,600
152	Alexander J Bracke	Pearson Smith Realty, LLC	30	\$15,819,936	14	\$6,088,900	44	\$21,908,836
153	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	17.5	\$7,898,601	30	\$13,983,700	47.5	\$21,882,300
154	Cheryl L Hanback	Redfin Corporation	0	\$0	37	\$21,847,700	37	\$21,847,700
155	Cricket Bedford	Thomas & Talbot Real Estate	10.5	\$11,386,500	6	\$10,322,000	16.5	\$21,708,500
156	Benjamin D Heisler	Pearson Smith Realty, LLC	21	\$13,849,000	12	\$7,716,144	33	\$21,565,144
157	Gabriel Deukmaji	KW Metro Center	18.5	\$14,567,782	5	\$6,992,400	23.5	\$21,560,182
158	Megan E Duke	Keller Williams Realty	12	\$8,632,900	16.5	\$12,926,600	28.5	\$21,559,500
159	Mara D Gemon	Redfin Corporation	9	\$5,478,018	26	\$16,080,400	35	\$21,558,418
160	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	22.5	\$10,353,200	22.5	\$11,198,200	45	\$21,551,400
161	David A Moya	KW Metro Center	16.5	\$14,069,175	6	\$7,316,000	22.5	\$21,385,176
162	Guy F Golan	Redfin Corporation	5	\$2,405,500	30	\$18,966,412	35	\$21,371,912
163	Jack D Work	RE/MAX Allegiance	15	\$11,736,390	11	\$9,541,500	26	\$21,277,890
164	Sridhar Vemuru	Aragami, LLC	12	\$7,102,700	21	\$14,126,395	33	\$21,229,096
165	Debra Meighan	Washington Fine Properties, LLC	6.5	\$11,947,000	11	\$9,255,500	17.5	\$21,202,500
166	Claudia V Cornejo	Fairfax Realty of Tysons	21	\$6,724,800	49	\$14,466,850	70	\$21,191,650
167	Sarah Harrington	Long & Foster Real Estate, Inc.	15.5	\$13,015,078	10.5	\$8,150,300	26	\$21,165,378
168	Peter Pejacsevich	Middleburg Real Estate	6.5	\$7,948,250	8	\$13,210,000	14.5	\$21,158,250
169	Michael McConnell	Redfin Corporation	8.5	\$3,742,950	33	\$17,378,276	41.5	\$21,121,228
170	Tana M Keffe	Long & Foster Real Estate, Inc.	11	\$11,733,140	9	\$9,271,900	20	\$21,005,040
171	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	21	\$15,145,400	8	\$5,818,525	29	\$20,963,924
172	Joseph L Dettor	Keller Williams Fairfax Gateway	27	\$15,418,645	9	\$5,343,900	36	\$20,762,544
173	Michael S Webb	RE/MAX Allegiance	14	\$8,103,600	24.5	\$12,627,400	38.5	\$20,731,000
174	William S Gaskins	Keller Williams Realty Falls Church	19	\$15,351,958	6	\$5,330,900	25	\$20,682,858
175	Matias Leiva	Keller Williams Chantilly Ventures LLC	16.5	\$9,372,140	17	\$11,211,000	33.5	\$20,583,140
176	Heather Carlson	RE/MAX Allegiance	19	\$10,198,840	15	\$10,308,863	34	\$20,507,704
177	Abel Aquino	Redfin Corporation	36	\$16,424,600	8	\$4,081,000	44	\$20,505,600
178	Sandra Shimono	Redfin Corporation	4	\$1,734,900	30	\$18,579,188	34	\$20,314,088
179	Michael C Rush	Long & Foster Real Estate, Inc.	20.5	\$11,552,000	11	\$8,731,068	31.5	\$20,283,068

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to September 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Joseph K Dao	Redfin Corporation	18	\$9,356,711	15	\$10,835,400	33	\$20,192,112
181	Tracy B Dunn	McEneaney Associates, Inc.	14	\$10,851,000	11	\$9,314,500	25	\$20,165,500
182	Brian Siebel	Compass	4	\$3,558,000	21	\$16,593,550	25	\$20,151,550
183	Peter J Braun Jr.	Long & Foster Real Estate, Inc.	22.5	\$14,278,126	9.5	\$5,873,395	32	\$20,151,520
184	Troy J Sponaugle	Samson Properties	7	\$3,786,308	25.5	\$16,294,130	32.5	\$20,080,438
185	Chul Kim	Samson Properties	11.5	\$7,082,861	16.5	\$12,951,000	28	\$20,033,860
186	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	24.5	\$16,540,095	6.5	\$3,437,700	31	\$19,977,796
187	Jon C Silvey	Pearson Smith Realty, LLC	20	\$13,754,000	9	\$5,972,760	29	\$19,726,760
188	Christine R Garner	Weichert, REALTORS	16	\$14,709,350	6	\$4,979,000	22	\$19,688,350
189	Lisa A Thompson	Weichert, REALTORS	22	\$11,390,800	14	\$8,173,150	36	\$19,563,950
190	To-Tam Le	Redfin Corporation	1	\$350,000	33	\$19,080,830	34	\$19,430,830
191	Jennifer Mack	Pearson Smith Realty, LLC	13.5	\$8,913,832	15	\$10,502,300	28.5	\$19,416,132
192	Jonathan J Fox	Compass	15	\$13,793,500	8	\$5,595,000	23	\$19,388,500
193	Douglas Ackerson	Redfin Corporation	9.5	\$4,405,927	27	\$14,974,500	36.5	\$19,380,428
194	Jon B DeHart	Long & Foster Real Estate, Inc.	15	\$8,876,110	18.5	\$10,414,300	33.5	\$19,290,410
195	Lymaris Lee Hosage	Federated Realty, LLC	41	\$19,268,840	0	\$0	41	\$19,268,840
196	Mickey Glassman	RE/MAX Premier	28	\$15,956,500	5	\$3,221,000	33	\$19,177,500
197	Monique H Craft	Weichert, REALTORS	15.5	\$7,834,450	19.5	\$11,343,010	35	\$19,177,460
198	Natalie Perdue	Long & Foster Real Estate, Inc.	7.5	\$5,189,000	23	\$13,974,900	30.5	\$19,163,900
199	Brad C Kintz	Long & Foster Real Estate, Inc.	31	\$17,316,140	3	\$1,838,000	34	\$19,154,140
200	Sam Nassar	Compass	10.5	\$4,838,500	22.5	\$14,273,740	33	\$19,112,240

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