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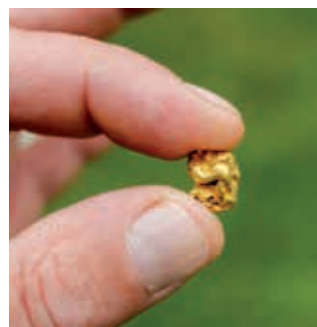


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# FALL IS HERE!

## ► publisher's note

Dear NOVA Real Producers,

Here we are in October. Fall is the time of harvest — and of taking stock of the fruits of our year's labor. This year has been a blur... and challenging on so many levels for all of us. Personally, over the last many months, I've reflected on and prioritized what's truly important and have tried to stay focused on what winners do even when the chips are down. When nothing can be taken for granted, it seems everything comes into sharp focus. We always have a choice to feel reactive to things we have no control over or to proactively forge ahead and through. I've had amazingly more engaging and heartfelt times spent with my family, friends, and work colleagues in these months. I even started a new business during the height of the pandemic. I know many of you have seized the day and moved forward in surprisingly powerful ways as well. Silver linings have been everywhere.

Our current real estate market is an incredible silver lining. While the economy basically shut down, the real estate market exploded and there is so much opportunity out there. People in our industry have an abundance of work and so much to be encouraged about. The harvest basket is truly full.

Likewise, my heart is full... I am so happy to announce that the wait is finally over, and *NOVA Real Producers'* in-person events have resumed. It was a long wait! And for a platform that relies on community in the way that ours does, it was particularly challenging not being able to network and get together. We made the best of it with our incredible virtual and mini masterminds and are

**“Challenges are gifts, opportunities to learn.”**  
—ANDY ANDREWS



so grateful to everyone who connected and participated. But we were chomping at the bit to see everyone in person again and are so pleased to announce that our amazing mixers and networking events have started back up!

In September, we held a Fall Mixer at Keri Shull's fabulous, luxury, new construction listing in Arlington. Keri is one of our community's top producers and graced the cover of our February 2020 issue. It was great and heartwarming seeing everyone again and getting our momentum going for more excellent events to come! We'll have photos of the Mixer to share with you in next month's issue. If you weren't able to attend, we hope to see you at our Fall Feté on October 7th, in Clifton, VA. We are

happy to be providing masks for everyone attending our events and, of course, will be practicing appropriate social distancing and following safety guidelines. If you aren't already registered for the Clifton event and would like to attend, please reach out to us at [events@novarealproducers.com](mailto:events@novarealproducers.com).

I feel such a strong sense of gratitude for all of the challenges and opportunities of this year — and for each and every one of you. You inspire me! I hope you're taking stock of all of the accomplishments and gifts that have come your way this year too. Onward and upward!

In gratitude,



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# What is your greatest fear in life or business — and how do you go about conquering it?



**ADAM ALAMI**  
KELLER WILLIAMS REALTY  
LOUDOUN GATEWAY

My greatest fear in life is myself. These thoughts of barriers in my head are illusions that I have created. When I remember that these barriers are just a figment of my imagination, the possibilities are limitless.



**DONNA SEEKER**  
DONOFRIO & ASSOCIATES, LLC

My goal is to be sure that I'm always doing/giving/being as much as I am capable of and not setting my sights too low or not giving myself credit for what I am able to accomplish. I want to nourish my mind and body so that I am able to grow and achieve what is necessary to impact those around me.



**CHARLET SHRINER**  
RE/MAX PREMIER

My greatest fear in life and business is losing my health and not being able to help my clients and family live their best life. Life is short and it's so important to feel gratitude every day for another day on this side of the ground. To do that, I work out every day and have a support group in place to make sure I don't ever give in to the urge to slump! I surround myself with like-minded people, eat right, and enjoy good wine!



**DAVID NOROD**  
WJD MANAGEMENT

My greatest fear in business is running out of things to do. However, judging from my typical daily workload, I believe there is very little chance of that ever happening. As for my greatest fear in life, that's easy — it's that my hands will someday stop

working, making it impossible to play my instrument. Other than that, I continue to think that I am invincible.



**CASEY SAMSON**  
SAMSON PROPERTIES

Fear cannot be a part of who you are or what you do.



**GIFT THONGPIA**  
KELLER WILLIAMS REALTY RESTON

I used to be my own worst enemy. I had limiting beliefs and a lack of self-confidence. Over time, I was able to change my beliefs. Now, I realize I can accomplish anything I put my mind to. My life has been a tremendous success. I overcame my fear by facing challenges over and over again. It has become easier every time.

Fear has two meanings. Forget everything and run or face everything and rise. The choice is yours. I am happy to tell you, never stop following your dream. Your goal must be bigger than your fear. To get over the fear, just do it and believe in yourself. Know that you can be successful in life. Don't let fear stop you. Live life by design, not by default.



**ANGELA KAISER**  
REDFIN CORPORATION

To die and not have fully lived. In this industry, especially in a hot and competitive market, we can be incredibly busy and get so caught up in the work that we forget what is truly important in life: Living it! We get to enjoy life, have fun with clients and our family...We can make this process of home buying a fun experience in any market if we remember to enjoy life...and in the long haul, we will build some really beautiful, lifelong friendships.



**JAIME CRADDOCK**  
CENTURY 21 REDWOOD REALTY

My greatest fear in life is that I will be rejected and fail in my business, causing financial hardship to myself and my family. I was afraid for so long to step out of my comfort zone and try new things and explore new sales and marketing tactics, and now that I have, I am reaching new limits I never thought imaginable! I have focused on tuning out any "white noise" around me. I am surrounding myself with positive people and putting myself into environments that I thrive in! I'm also investing BIG time in my business. It's risky, it's scary, my stomach is in knots at times, I worry, I stress, *but* I am truly seeing that stepping out of my comfort zone was just what I needed to boost me to the next level, I just had to figure out what that looked like for me. Dream BIG — there are no limits!



**DEAN YEONAS**  
YEONAS & SHAFRAN REAL ESTATE

Letting down those that are important to me, family/loved ones, professional relationships, and friends. Conquering it by working to be the best I can every day, constantly learning and exploring; operating with high ethics in both my personal and professional life, all with the goal of keeping life interesting, fun and rewarding.



**LYNNE MCCABE**  
KELLER WILLIAMS  
CAPITAL PROPERTIES

Oh, how life changes. I ended up divorced and single after a 37-year marriage, losing a home, retirement accounts, and even having my car repossessed — from the car lot AT MY WORK! I would wake up in terror that I would become a bag lady in my old age. My family and life seemed fractured. I leaned on my strong faith to get me through.

Through my faith journey, I met my husband and best friend. We married two years ago. He has given me the best years of my life. We are partners in every way, including in our real estate business. He is my love and confidante. Through real estate, we have created a wonderful business and financial buffer. I no longer face the terror of becoming a bag lady...My fear now is how will I move forward if...but then I go back to my story and know that even on my darkest day, I know that situations always improve.

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# Golden Nuggets




Corey Dutko

**COREY DUTKO  
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1. Hire a coach when you can afford one.
2. Identify your top 20% of activities — not all activities are created equal.
3. Show/walk through 25 houses a week.
4. Talk to 10 people a day.
5. Get really good at holding open houses.
6. Don't be afraid to hire and empower your hire.



Sean Ragen



**ERIC PEARSON**  
Pearson Smith Realty

"Consistency equals results! Create a business plan and attack it immediately. Waiting for it to be perfect before getting started often leads to never getting started at all. Stay laser-focused on your goals and what will get you there."



**ANDRÉA VACCARELLI**  
Pearson Smith Realty

"Do what you want to do no matter how hard it may be or the extra schooling you may need. What's harder is looking back and wishing you did!"



**DEBRA MCELROY**  
CENTURY 21 New Millennium

"One of my major personal turning points was fully embracing the fact that I can't do everything on my own. It is okay to ask for help and admit that others are better than you at some things...there are many people who want to help you to succeed."



**JANICE SPEARBECK  
GHEYSENS**  
RE/MAX Gateway

"Success, for me, comes when I've left a situation (and the world) a little better than I found it. There are so many things in this life that are not in my control. Something I can control is my attitude and the way I treat others. If I am able to treat people with honesty, kindness, and respect, then I feel successful."



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—Christine W., Buyer's Agent

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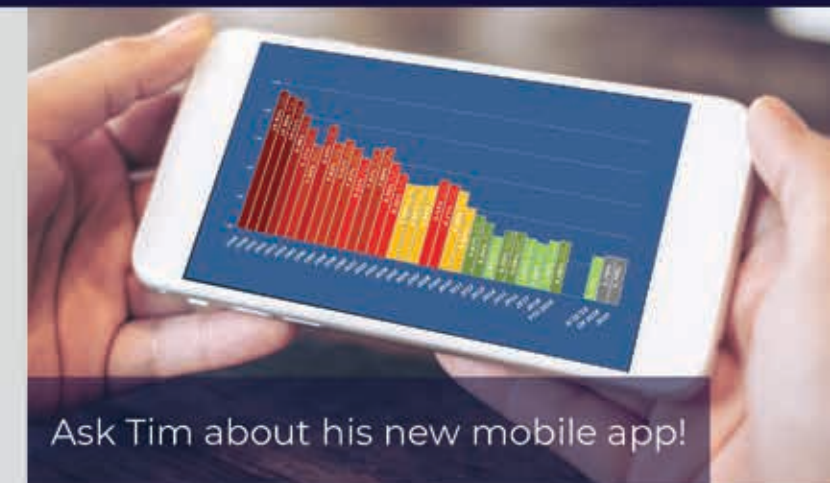
—Meredith G., Buyer's Agent

"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."

—Sadaf A., Listing Agent



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# MOLLY FLORY

Old Republic Home Protection

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## partner spotlight

By **Zach Cohen**  
Photography by **Ryan Corvello**

*“To love what you do and feel that it matters—how could anything be more fun?”* —Katharine Graham

Purchasing a home can be a magical experience for individuals and families; it can also be a stressful one. Often, buying a home, moving, and all of the associated costs can strain the financial flexibility of a family. When a primary system or appliance breaks or fails, they may not have the money to repair or replace it on hand — but they still need the fix.

Home warranties have the ability to lift the stress off the shoulders of homebuyers. When a home warranty is in place, major systems can be fixed or repaired for nothing more than a nominal trade fee.

Warranties can be one of the most overlooked options in a real estate transaction, and yet, homes listed with a warranty may command a higher price and sell faster than their counterparts. In addition, explaining the benefits of a home warranty to buyers helps to outfit them with what they need to protect their most significant asset: the home that they inhabit. Explaining the benefits of a home warranty shows that you care and you have the client’s best interest at heart.

A recent *HousingWire* article stated that 44 percent of homeowners experience their first unexpected repair within the first year after closing and that the average homeowner has \$1,000 or less in reserves for repairs after making the biggest purchase of their lives. For these folks, a home warranty can be a lifesaver.

That’s where Molly Flory and Old Republic Home Protection step in.

Old Republic Home Protection has been providing home warranties in the real estate industry for over 45 years. Molly, herself, has been with Old Republic for a decade and a half. In 2019, Old Republic paid over \$130 million in claims. “We are dependable (A+ BBB rating),” Molly says. “We have built a solid reputation on the service we provide.”

Molly previously worked for a luxury builder and was a licensed real estate agent. When the opportunity to introduce Old Republic to the Virginia real



Molly Flory has been a home warranty account executive with Old Republic Home Protection for over 15 years.

estate market was presented to her, she jumped on it.

“I am fascinated with the real estate industry, so when the opportunity came up, I decided this was for me,” Molly reflects.

Molly was raised with strong ethics, a commitment to honesty, and a lot of love; she brings these qualities to her work with Old Republic Home Protection daily.

“[I believe in] service, above all else,” Molly continues. “I am honest and sincere. I care deeply about the people I work with.”

One of Molly’s primary goals is to work with educated real estate agents who understand the value of a reputable home warranty. She firmly believes that she can help these agents build their referral business, and over the past 15 years, has proven this strategy’s truth.

“A home warranty can help real estate agents build their referral business,” Molly explains. “We take care of sellers and buyers before and after the sale. Our warranty can literally save their clients thousands of dollars in repairs...Old Republic’s goal is to offer comprehensive coverage and quality service at reasonable



“We take care of sellers and buyers before and after the sale. Our warranty can literally save their clients thousands of dollars in repairs.”





When she's not helping agents and their clients with home warranties, Molly loves gardening.



rates. We handle claims on a case-by-case basis. [We are] fast, friendly, and efficient."

For Molly, the most fulfilling part of her work is, as she explains, "hands down, the many people I meet and work with throughout this area through real estate firms, title companies, seminars, committees, and my affiliation with the local boards." She also has a love for following the ever-changing real estate market.

"[Success is] making a positive difference in the lives I touch each and every day," Molly continues with a smile. "[I want to be remembered for] making as many people laugh as I can...for making others feel loved and appreciated."

With deep care and a big heart, Molly is out to make every client, every partner, and every individual she interacts with in life feel her love and appreciation.

*Founded in 1974, Old Republic Home Protection offers a well-balanced mix of home warranty coverage, price, and service with genuine care. For more information, please visit [my.orhp.com/mollyflory](http://my.orhp.com/mollyflory).*





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# 3 Ways to Generate More Listing Inventory RIGHT NOW!

» words by wade

By Wade Vander Molen

Do you have buyers looking for a home but running into issues getting their contracts ratified? They are either continuing to be outbid or can't find what they want due to super-low housing inventory. Yeah, that seems to be a common theme amongst many top Realtors®. There is one thing that could improve the situation, and that is more housing inventory. You might agree that now is one of the best times ever to list your home for sale, yet many aren't doing so. I get it — COVID has caused many people to pause on their home-selling decision, so there have to be more creative ways to educate potential sellers why now is a great time to cash out of their investment and either move up or move down. Here are three ways to generate more listing inventory right now!

## 1. Zoom Market Update Seminar

In these uncertain times, your database and farm are wondering — how is the market? You know and I know it's a great time to sell, but they may not. Now is a great time to contact your SOI and your farm and invite them to a Zoom real estate market update seminar. It's free, and they can log in from their home. Super easy and simple, so the turnout should be higher than past in-person events. Educate your people on why sellers have more selling power now than ever before and how you can help them achieve the goal of moving up or moving down. Have past sellers from this year join the Zoom and give testimonials to your systems and how you helped them achieve a great selling result.

## 2. Who has an ARM?

This is one of the more creative ways to generate listings. Have your favorite Title Rep (cough, cough) pull for you every homeowner inside your farm or in a radius around your latest hot listing who has an adjustable-rate mortgage coming due within the

next six months. This is important because someone with an ARM coming due is going to either refinance or potentially sell their home. If you know, specifically, who these homeowners are, it is easy to target them to list their homes for sale.

## 3. Do Some Digging

Your real estate CRM hopefully contains every client and transaction you have done in your career. Do some digging...who did you sell condos and townhomes to three to five years ago? Who has lived in their single-family home over seven years? On top of your regular mailing or drip campaign efforts, reach out to these people and set up an in-person coffee, or have a Zoom conversation to touch base. Discuss wealth-building opportunities and ask for potential referrals

to their network who would trust you with selling their home. I know this sounds elementary, but many Realtors don't take the step further than the mailings and drip-marketing efforts.

The benefits of more listing inventory are huge. Not only does it help listing agents gain more business, but it gives buyers more quality homes to choose from when purchasing. This market has created a great opportunity for home sellers. Using the three additional marketing efforts above should help get more potential home sellers off the fence and into the market.



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).

## PREPARING YOUR HOUSE FOR A HOME INSPECTION



### MAKE NECESSARY REPAIRS AND IMPROVEMENTS:

- Replace the light bulbs.
- Re-caulk around bathtubs and sinks.
- Unclog drains.
- Replace missing roofing.
- Pressure wash the exterior of home and clean gutters.

### CLEAN AND DECLUTTER INSPECTION ACCESS POINTS:

- Organize closets that are access points to your attic or crawl space.
- Clear clutter in basement, attic, crawl space, furnace room, and under sinks.
- Make sure there is access to your water heater, electrical panel, furnace, and washing machine/dryer.

### TEST FUNCTIONALITY OF ITEMS THE INSPECTOR WILL CHECK:

- Make sure windows open/close and check locks/seals.
- Run all faucets and check for leaks.
- Confirm weather stripping on doors is intact.
- Check downspouts.

### LAST MINUTE PREPARATIONS:

- Take pets with you or crate during the inspection.
- Leave remotes for the garage and fans.
- Turn on pilot light for gas appliances.
- Make sure the utilities are ON.
- Take laundry out of the washer and dryer.

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# ERIC PEARSON



## CONSISTENCY & RESULTS

### ► celebrating leaders

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

Eric Pearson is all about entrepreneurship. He owns numerous successful companies, but his primary focus is Pearson Smith Realty. So perhaps it is a bit surprising to hear that when he told his mom, Judy, he was going into real estate she was practically in tears. “She wasn’t excited about it, that’s for sure! I must say, though, since that initial reaction, she has always been my biggest supporter.” He was a public accountant at the time, and while the job seemed safe, he took that “leap of faith” after buying his first house.

Like most starting out in real estate, it was not easy. He had to borrow \$1,000 from his then girlfriend and now wife, Janet, to help sustain him until he closed on his first deal. However, today he is the CEO of Pearson Smith Realty, at 35 years old, and is riding a serious wave of growth, with nearly 1,000 agents currently on staff, eagerly admitting, “I’d be lying if I said we anticipated the growth we’ve had. At the end of the day, we are definitely blessed.”

One thing that Eric has always appreciated about the business is, as he says, “With the right mindset, anyone can achieve great things in this industry. There is really nothing special about me — no ‘it’ factor, in my opinion. I was just consistent and did the activities I was supposed to do,” he says, downplaying it all, noting that routine and discipline are vital for success.



Eric Pearson and his wife, Janet, with their children, Everley (4), Wesleigh (8 months), and Royce (6).

### Growing Eric’s Vision

As Eric defines success, he starts off with what it isn’t: “It’s not materialistic.” For him, it’s being able to be present and in the moment with whatever is right in front of him at any given time. “If I’m working on my business, then I’m all into my business. If I’m with family, I’m all into family. That’s hard for a lot of people to have that focus with what you do,” but it is what he strives for.

A role model and inspiration in his own life was his father, Michael, who passed away in 2018. “My dad was blue-collar, worked hard, and led by example. He enjoyed life, and died way too young, for someone who loved life so much.”

When asked if he could come up with some words to describe himself, his modesty kicks in yet again. “What I would say, and it is likely that nobody would agree with me since we have had such tremendous growth...I’m rather average. I’m not the smartest, but I’m smart enough. I’m not the most tech-savvy, but I know enough to be dangerous.”



Here is where he excels: getting the most out of people. Not in a dictatorship style, but with a lead-by-example approach and put-others-first men-

...





...

Eric's mother, Judy, has been his biggest supporter since he decided to go into real estate.



tality. “I’ll eat last” is something he references often (from Simon Sinek’s book, *Leaders Eat Last*) when speaking about his work with agents. Eric strives to meet people where they are, not where he wants them to be. “Real estate is not a one size fits all, it’s customizable. Let’s identify your strengths and [capitalize on] them.”

Real estate became Eric’s passion. In 2011, in his first year, he closed two transactions, three listings, and seven rentals for a total of \$2.5 million in sales. In 2012, he had 30 purchas-

es, nine listings, and \$15 million in sales. And then, in 2013, he began building a team. The team quickly grew to 17 agents and Eric learned some valuable lessons. First was that he was meant to help others flourish, so that meant he’d fully step out of production. Second, that if he wanted to truly grow and expand, he’d need to innovate and find ways to provide value to all agents, regardless of where they were in their careers — from new agents to the top-producing agents (and teams) and everywhere in between.

Then came the brokerage. Eric reached out to his uncle, Chuck Smith, with the idea of Pearson Smith Realty. “I focus on brokerage vision, recruiting,

culture, and growth while Chuck (CFO) handles internal operations and financials. I couldn’t do it without him,” he says. Pearson Smith Realty formed in 2014, and five years later, they are growing strong. They have one primary objective: fairness and transparency for all agents. “Our job is to take care of our real estate agents. If we take care of them and provide them with what they need to be successful, in turn, they will take care of the consumer. When we all do that together, it’s a win-win-win!”

### Pearson Family Fun

Eric and Janet were high school sweethearts and now live in Eric’s childhood home in Ashburn with their three children: six-year-old Royce, four-year-old Everley, and their eight-month-old daughter Wesleigh. They bought it from his mom and renovated it into their forever home. “I have some amazing memories here and we are hoping to do the same thing for our kids.”

Obviously, with three young children, the family keeps super busy. But the COVID-19 pandemic helped put a lot in perspective. Eric has been going back to the basics and is even doing odd jobs around the house. “You feel accomplished when you do

something on your own. Not to mention,” he jokes, “I realized that my wife is more impressed when I complete a simple task around the house than anything I accomplish in business.”

### Sidebar: Eric’s 3 Pillars of Success

1. Protect your time! Time block, and ensure your key performance indicators take priority. By doing so, results will come, and it will lead to a great work-life balance. Never be afraid to turn down a meeting if it does not align with your goals.

2. Consistency equals results! Create a business plan and attack it immediately. Waiting for it to be perfect before getting started often leads to never getting started at all. Stay laser-focused on your goals and what will get you there. It is better to be great at a few items than mediocre at many. Results take time; always be mindful of that.

3. Relationships are the key to everything! Whether it is with employees, vendors, partners...you must build trust. Always make it a win-win, which is key for growth and success. Surround yourself with the right people who share your goals. How you build those relationships will determine how strong your business is and will become.



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Debra McElroy with husband Antonio.

# DEBRA MCELROY

## *Following the Call*

► a cool life story

By **Chris Menezes**  
Photography by **Erich Morse**

Before entering real estate, Debra McElroy, of Century 21 New Millennium, spent 20-plus years traveling the world with her husband, Antonio, who was a chaplain for the Army. Not only were they constantly on the move, but they were also raising a family at the same time. These were formidable years for Debra, deepening her faith, her love for all people, and shaping much of who she is as a person.

“Through the military, we were able to meet some of the greatest people, see some of the most beautiful places in the world, but most importantly, we had the joy of serving our country as well,” says Debra. “However, I believe God sends you to people more than places. I believe in order to have a great life you have to make room in your heart for new people.”

...







“Success isn’t about how much money you make. It’s about the difference you make in people’s lives.”

Having room in her heart for all people is one of the things that has made Debra such an effective real estate agent. While Antonio had told Debra that she would be great in real estate for quite some time, it wasn’t until they had finally settled and built their first house that she started to really consider it. Plus, both their builder and real estate agent told her that they thought she would be good at it.

“I stepped out in faith and it was one of the best decisions I have ever made,” says Debra. “I love meeting new people and helping them navigate the home-buying process, being able to lead people out of confusion, despair, and chaos into a place of peace and purpose.”

As Debra focused on helping as many people as she could and her business began growing, one of the biggest challenges she encountered was asking for help herself.

“I tend to be a perfectionist and I make things a little harder than I should. One of my major personal turning points was fully embracing the fact that I can’t do everything on my own. It is okay to ask for help and admit that others are better than you at some things. I have learned that there are many people who want to help you to succeed,” she says.

While Debra has had great success within real estate, she places being a mother at the top of her greatest

successes. “The joy of raising kids has been one of the proudest moments of all. The enormous responsibility of raising children with the help of God and my husband can’t be overstated. To see them grow up spiritually, emotionally, physically, and psychologically has been an exciting, scary, adventurous, humbling, and growing experience,” she says.

Debra and Antonio have four children and two grandchildren. Debra loves spending as much time with her family as she can, and hanging out with friends. She enjoys going out to find a great coffee shop, reading, shopping, traveling, listening to Christian music, serving with her local church and small group, and cooking when she has the time to do so.

“Success isn’t about how much money you make,” says Debra. “It’s about the difference you make in people’s lives.”



Debra McElroy and her newly-a-Realtor daughter Semone love frequenting Starbucks together.





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# ANDRÉA VACCARELLI

IT'S NOT BUSINESS; IT'S PERSONAL.

“My tagline is, ‘It’s not business; it’s personal,’ and I mean it,” Andréa Vaccarelli, of Pearson Smith Realty, begins. “[Buying a home] is a bucket-list item, a dream, a life goal — one of, if not *the* biggest investment someone will make. I want to be there every step of the way and help support them in making it a personal experience that suits their needs, wants, and goals.”

## The Road Home

Growing up on Long Island, Andréa never dreamed of becoming a real estate agent. She studied communications at Towson University, where she graduated a semester early to jump-start her career at an advertising agency in New York City, where she lived for eight years.

“During that time, I went from advertising to events to marketing and even got certified as a life and business coach,” Andréa recalls.

A mutual friend introduced Andréa to her husband Ben, who was a native of Loudoun County. After dating long-distance for a year and a half, Andréa finally made the move to Virginia.



The Vaccarelli family (Ben, Adrien, Andréa, and Luca).  
(Photo by Ryan Corvello Photography)





Photo by  
Alimond Studio

In the time that followed her move, Andréa began to reconsider her career aspirations.

“I wish I knew more about entrepreneurial industries, rather than your typical tunnels you funnel into for college,” Andréa says.

After careful consideration, Andréa’s passions led her to real estate.

“I always had an interest in looking at homes, renovating, decorating, you name it. I mean, who doesn’t love HGTV? [I’m a] self-proclaimed interior designer. I always found myself sending homes to my friends when they were looking,” Andréa says.

Andréa struggled to balance work (with a long commute) and family life (she gave birth to her son Luca). She had a friend who was a lender, and he suggested that she look into real estate.

“That’s when I met Eric Pearson,” Andréa says. “He instilled confidence in me, and I took a leap of faith.

Thankfully, my husband didn’t even bat an eye...He just said he trusted me and was fully supportive. [I] got my license, and boom — here we are.”

That was in 2016. Since then, Andréa has been consistently recognized as a top agent in the Northern Virginia area. Andréa builds relationships and creates trust — and that doesn’t stop at the closing table. Her dedication to her clients and to doing business with a philosophy of full transparency, honesty, and tenacity have catapulted her to success.

“Do what you want to do no matter how hard it may be or the extra schooling you may need. What’s harder is looking back and wishing you did!”

**On Family and Balance**  
Andréa and Ben now have two boys,

Luca (four) and Adrien (one). When she’s not working, Andréa can be found supporting her community, coaching her sons’ sports teams, having family game and movie nights, and teaching the boys all of their “firsts.”

“I am obsessed with my boys,” Andréa beams. “I’m a total boy mom. We make sure we have quality time together during the week. When our life isn’t engulfed in the children’s activities as a couple, we enjoy local wineries, breweries, hosting friends and family at the house, and, you know, just having plain old fun.”

Running a top-producing real estate business and supporting a young family isn’t easy. While real estate provides incredible flexibility, it is also demanding.

“Real estate is flexibly unflexible,” Andréa says. “Though I have the opportunity to be my own boss and make my own schedule, I am also at the mercy of my clients’ schedules, and this market waits for no one. You snooze, you lose...It sometimes can be challenging having two little ones and creating the proper work-life balance.



That being said, it has allowed me to attend my children’s Mother’s Day tea, partake in the school Halloween parades, and coach soccer and tee-ball. I don’t have to worry about calling out of work for a week because my child is sick, so that is the flexible part. I can still be there for my family.”

Andréa sees success as being able to step back and appreciate what she has created, nurtured, and worked hard for.

“I’m successful if my family is happy and comfortable,” she says. “I’m successful if, when a transaction is over, my clients are happy and we keep in touch.”

“My biggest success, though, will be my family — watching my husband become a dad, and my boys become men, seeing them happy and develop into good people.”

“I’M SUCCESSFUL IF, WHEN A TRANSACTION IS OVER, MY CLIENTS ARE HAPPY AND WE KEEP IN TOUCH.”



Photo by  
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▶▶ special feature

# ▶▶ THE ▶▶ HELPER AGENTS AND PARTNERS GIVING BACK

**"Look for the helpers. You will always find people who are helping."**  
—Fred Rogers

This month, we continue our special feature series on "The Helpers." These very special *NOVA Real Producers* top-producing agents and valued industry partners have stepped up to the plate during the coronavirus pandemic to give of themselves — their time, energy, and compassion — to those in need in our communities.

We are humbled and inspired by their stories, and it is our great pleasure to share some of them with you.

This month, meet **David Gorozdos**, of Cabbage Run Records (working with our partner, **David Norod**, of WJD Management), and **Shelley Draheim**, of Welcome Home Realty Partners, at Long and Foster Real Estate!

...





(Nominated by our property management partner, **David Norod**, of WJD Management. David Norod is also a musician and was featured in our August 2020 issue of *NOVA Real Producers*.)

# DAVID GOROZDOS

Cabbage Run Records

## What initiative have you/your organization taken to help people during the pandemic?

I produced two music videos honoring health-care workers, intended to demonstrate that social separation does not necessarily prevent artistic collaboration.

Please see The Together Band's collaborative music video at:

<https://youtu.be/XI1FW1VLdB4>

## Who participated?

Over two dozen local musicians.

## Whose idea was it?

It was my idea.

## Did you work with an outside organization?

No. All production was done by me and the musicians involved.



## How did your efforts help others?

My efforts have inspired other musicians to create music with others while socially distancing.

## How did the experience help you or your team grow while helping?

I gained new skills in project management and coordinating people toward a common goal.

## What is the biggest lesson you've learned over the past four months?

I've learned to adapt to a new way of working with people from afar.

## Is there anything the *Real Producers* community could provide or do to help in your efforts?

Please share my videos with others.

[https://youtu.be/AeH\\_nKK2Ti0](https://youtu.be/AeH_nKK2Ti0)



# SHELLEY DRAHEIM

Welcome Home Realty Partners  
Long & Foster Real Estate

## What initiative have you/your organization taken to help people during the pandemic? Who participated?

I organized a virtual "Gather for Good" fundraiser to benefit Shelter House. Currently organizing monthly community collections for ECHO (Ecumenical Community Helping Others).



Monthly community collection to benefit ECHO.



## Whose idea was it?

I was inspired to help while staying home — not being able to go out and help made me frustrated.

## Did you work with an outside organization?

If so, which one and how?

For the fundraiser, I partnered with Noonday Collection (<https://karenbarnes.noondaycollection.com/>).

The monthly ECHO collection has been in association with friends and neighbors. It has grown from one community to three, and my hope is that participation will increase.

## How did your efforts help others?

\$738 was raised for Shelter House, and artisans living in impoverished areas internationally were supported by the purchases made through the Facebook Live "Gather for Good" event. The monthly ECHO collections have helped stock the food pantry, as well as provide school supplies and children's clothing.

## How did the experience help you or your team grow while helping?

The events enabled me to connect with and bring others in on the opportunity to help those in need. I remind myself often of the butterfly effect — what you give out no matter how slight, can have a significant impact on others. Combine efforts and the impact is even greater! Teamwork!

## What is the biggest lesson you've learned over the past four months?

Not to be afraid to ask people more than once to donate or support a cause. I've found that providing the opportunity for others to participate and help others is a service many really appreciate.

## Is there anything the *Real Producers* community could provide or do to help in your efforts?

Encourage others to make donations to local food pantries; people need to give now more than ever. *The Washington Post* recently ran an article about the virus pushing 250,000 people into hunger. We truly need to support families, as there are going to be many, many children who no longer have the support they received by going to school.





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# JANICE SPEARBECK GHEYSENS

THE FUTURE IS BRIGHT

► rising star

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

“Success, for me, comes when I’ve left a situation (and the world) a little better than I found it. There are so many things in this life that are not in my control. Something I can control is my attitude and the way I treat others. If I am able to treat people with honesty, kindness, and respect, then I feel successful,” says Janice Spearbeck Gheysens, of TVRG Homes at RE/MAX Gateway.

**A Star on the Rise:  
Leading with  
Customer Care**

After graduating from Elon University, Janice jumped into real estate as her very first career.

“I was lucky enough to know my broker, Scott MacDonald, and he suggested that after I graduated, I get my license and become an agent,” Janice remembers. So in 2014, Janice did just that.

Admittedly, Janice had no idea what she was getting into. “But I wouldn’t change a thing!” she exclaims.

In the past six-plus years, Janice has positioned herself as one of Northern Virginia’s up-

...





This month's Rising Star, Janice Spearbeck Gheysens, has been named 30 Under 30 by the NAR and REALTOR® Magazine.



and-coming agents. She's done so with a commitment to the basics in real estate: executing for her clients, transparent communication, and strong follow-through. As a result, Janice has received recognition as a National Association of REALTORS® and REALTOR® Magazine 30 Under 30 honoree (2018), a Washingtonian Magazine Top Agent (2018 to present), and was named to the NVAR Multi-Million Dollar Sales Club (2017 to present).

"There are so many things I love about being a real estate agent," Janice continues. "My favorite part is just helping people. That could be helping someone find the home of their dreams or helping someone during a tough time sell their house and start a new chapter. It's a wonderful feeling to wake up each day and know that I've made my career one that is focused upon helping people achieve their real estate goals."

Janice has also followed the lead of her team lead, Bryan Felder, of TVRG Homes, dipping into the cookie jar for more unorthodox ways of connecting with her clients. TVRG Homes has a cookie

machine at their office, and collectively, they bake over 500 cookies every month.

"Each person we meet with — potential customer, vendor, or client — gets a bag of cookies," Janice says. "Something to 'sweeten' their day. It is a small token, but it's a tangible representation of our commitment to serving our clients. We are committed to being prepared, each and every time, to guide you through your real estate needs."

For Janice, the definition of success is simple: if her clients are happy, she's happy.

"I think that 'win-win' is a funny term. If my clients are happy at the end of a transaction, then I consider it a win, period. The term 'win-win' implies to me that I have some sort

of role in the transaction. For me (and for the other agents on the team), each transaction is about the client and their real estate needs. Client first, service first. Here at TVRG Homes, we are building clients not just for six months, but for life."

**The Future is Bright**

This past November, Janice got married to her husband Stephen. "[Stephen is] the most wonderful human on the planet," Janice beams.

For the newlywed couple, family is their number one priority — above friends, hobbies, and even work.

"In the end, I believe the best legacy you can leave is the influence and relationships of people around you. We are so lucky to have such a strong support system with friends and family."

Janice and Stephen take time for connection, making technology-free dinners, where space is set aside to hone in on relationships and family. Time blocking and other time management strategies help Janice stay organized and focused on what is most important to her.

"Each quarter, my husband and I break up our goals by five main areas: financial, personal, spiritual, family, and business," Janice explains. "This year, I have two main goals: read one business and one personal book a month, to total 24 books per year, and to make RE/MAX Platinum Club (\$250,000-plus in gross commissions). My long-term goals are to learn to speak Spanish, have a baby, get a fur baby (doggo), and build our own house in Arlington."

With such a clear focus on what is important to her, it's no wonder Janice has found success in real estate. As she heads into the seventh year of her career, one thing is certain: the future is bright.

"We are focused and not finished," Janice smiles.



“  
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# COREY DUTKO & SEAN RAGEN

▶▶ cover story

By Molly Laurysens  
Photography by Ryan Corvello



# WORKING HARD & PLAYING HARD



**To say that Corey Dutko and Sean Ragen live and breathe real estate might actually downplay this hunger they share. As Corey so eloquently states, “We are real estate nerds and huge advocates for buying and selling long-term.” So much so that at any given moment, their companies are investing upwards of \$7 million. They are all in, and readily admit they love to dissect the market, track inventory, and advise clients.**



Corey’s path wasn’t quite as straightforward. He jokes that he started working when he was only four years old, accompanying his mom to work. By day, she was a property manager, and at night, she would clean offices with Corey by her side. Although Corey did get his real estate license when he was a senior in high school, he said one of his teachers talked him out of going into it straight away, advising him to go to college. With his marketing degree, he graduated college and then began working as an adjuster in insurance — a job he was dispassionate about. Within a year and half of that, he chose to move on and began selling homes with the same firm that Sean was at.

It was 2008, at the height of the mortgage/housing crash. It was a tumultuous time in the real estate world. But

here is where they met, persevered, and built a solid friendship and foundation, rising through the ranks as two top buyer agents. Eventually, Corey went to work in the foreclosure department. In 2012, a few years later, they were presented with an opportunity by a client who was flipping homes...and Northern Virginia Investments was born. Soon enough, they decided to expand and scale their business. In 2014, they opened Dutko | Ragen Homes & Investments. They’ve been growing strong ever since.

Cultivating their team and creating a culture where like-minded people can thrive has been one of their top priorities. They don’t grow for the sake of growth. They are slow to onboard new agents, and look for individuals who share their mindset of “work hard and play hard; life is short,” as Sean says.

According to Corey, the cool part of this team is that, prior to joining, most of them were family and friends already, which makes them “that much tighter,” he says. They still insist on doing things together. “Back when gyms were open, half of us would go to the gym together. Or we’d hit happy hours together. When people’s kids were having performances or different things, we would go to them. We really are a family,” Corey continues. They pride themselves on having one another’s back. When this team hits their

“We know a multitude of ways to make money with real estate. It’s not like there is just one way to do it. And we are willing to help people make money however they want to; we are so passionate about what we are doing,” Sean adds.

Initially, they started this venture to make sure their families would be taken care of. It’s grown into so much more, and they’ve begun multiple businesses together: Dutko | Ragen Homes & Investments is a traditional real estate firm; Northern Virginia Investments is strictly for investments; Easy House Buyers is the youngest company of that investment arm; and finally, HRC Holdings, LLC, which facilitates their rental portfolio. Their modus operandi has spurred their growth and furthers their mission, where they are “looking to influence as many people’s lives as positively

as possible through the vehicle of real estate, both clients and team members, and help build their wealth,” Sean remarks.

**HUMBLE BEGINNINGS**

Sean’s path to real estate was determined early on in life. Growing up in Annandale, his father was in the custom home building industry for 30 years. In high school, Sean was reading books on flipping houses. “I knew real estate was for me, but didn’t want to make the trek to Howard County, Maryland, and join the company my dad worked with. I always knew I wanted to work in sales.” So when he graduated college with his economics degree in May 2007, he signed on with a large team at Long and Foster. In spite of the housing meltdown that was brewing, he and the team hustled, selling between 500 to 600 homes.



Corey Dutko had his license as a senior in high school, but didn’t go into real estate in earnest until 2008.



As the son of a custom home builder, Sean Ragen grew up with real estate and acquired his license right out of college.

goals, they love to go on trips to celebrate. They’ve been to Mexico and Jamaica, among other tropical destinations and, if COVID-19 cooperates, they will be heading to Costa Rica in the near future.

Another piece that Sean and Corey bring to their team, as coaches, is fiscal responsibility. Sure, dreaming big is not only encouraged but a prerequisite but so is living within your means. “Financial independence and financial savvy are important. [We encourage people] to actually reduce expenses and increase savings. That is important to us because we care about people.” This is part of their long-term retention plan.

**JUST FOR FUN**

Clearly, Corey and Sean are ambitious and energetic and try not to keep it all about work all of the time. They like to have a good time as well. They enjoy boating, fishing, and traveling, as well as staying fit and being active. Corey and his wife Ryla have a son in three-year-old Zain, and Sean has a fiancée in Bethany Pittman.

**“We are looking to influence as many people’s lives as positively as possible through the vehicle of real estate, both clients and team members, and help build their wealth.”**





...

They also enjoy playing and watching sports. Sean is the professed “local football guy.” He says, “Having grown up inside the Beltway my whole life, the Redskins or RedWolves — whatever their new name is going to be — was always an easy decision for me.” Corey, on the other hand, confesses to the very “unpopular” local decision of rooting for the Dallas Cowboys. He jokes, “That is what has driven Sean and me together in sports for all these years, and makes for dynamic conversations every football season.” That said, Corey has somehow been converted to a Nationals and Capitals fan.

When asked if either has a secret talent or obsession, Sean mentions that his younger sister Chelsea is deaf, and he and all his family are fluent in sign language. Corey says that, while he doesn’t really have any, his wife Ryla is an awesome musician.

When the two chose what their theme songs for life would be, they were on the same page, each picking different Eminem songs. Sean chose “Not Afraid” and Corey chose “Lose Yourself.” One other thing they agreed on: if they were to write a book together, they’d call it, *How to Build Wealth Through Real Estate with People You Love*.

**6 TIPS FROM COREY AND SEAN FOR UPCOMING TOP PRODUCERS**

1. Hire a coach when you can afford one.
2. Identify your top 20% of activities — not all activities are created equal.
3. Show/walk through 25 houses a week.
4. Talk to 10 people a day.
5. Get really good at holding open houses.
6. Don’t be afraid to hire and empower your hire.

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By Arthur L. Grace, Esq.

# A Walk-Through Inspection Form:

*who needs it?*

A common question I receive as a result of the current trend of sellers and buyers choosing split settlements is “Art — do you need a copy of the walk-through form?” While settlement companies rarely need a copy of the walk-through form, the question begs a far more important one: “What’s the purpose of the walk-through form, and who should obtain a copy?”

One of the most critical provisions of any real estate contract is the provision that controls the con-

dition the property must be delivered at the time of possession. When using the NVAR’s “Residential Sales Contract,” the “Property Maintenance and Condition” paragraph dictates that condition. The NVAR Walk-Through form (“the Form”) is the tool by which buyers document the condition in which the seller has left the property. When the Form is signed by the buyer and delivered to the seller, the Form becomes notice to the seller that the buyer either believes that the seller has complied with their obligations under the contract, or they have not.

For a listing agent, obtaining a copy of the Form showing “No issues” is a valuable piece of evidence. Should the buyer later attempt to argue that the seller has additional obligations related to the condition of the property, it’s a strong defense. Failure of a listing agent to obtain such a Form could lead to liability for that agent.

When the parties both agree there are issues related to the condition of the property, specifically issues that cannot be cured by the seller prior to settlement, the issues and their corresponding seller remedies should be clearly described in the Form and signed off on by both buyer and seller. Such an executed Form becomes an addendum to the contract which may prove critical to protect the buyer’s rights after Settlement if the seller fails to perform the required remedies listed.

Thankfully for a buyer in that situation, if they have used the aforementioned NVAR Residential Sales Contract, the contractual obligations of the parties may be enforced after Settlement (see the “Entire Agreement” paragraph). Meaning, if after settlement the seller refuses to fulfill promises made on the

walk-through form, the buyer can use said form to enforce their rights.

Buyers and sellers, of course, do not always agree upon walk-through issues. In that situation, a buyer must decide if they want to proceed with settlement with no agreed-upon resolution. As a selling agent in that situation, it’s always good to remind your buyer of their rights under the “Entire Agreement” paragraph. As stated before, this paragraph of the contract affords them the right to move forward with settlement, take possession of the property, and later enforce the obligations of the seller. This may encourage the buyer to proceed without a resolution. A walk-through form signed and dated by the buyer alone is valuable evidence as to the condition of the property at settlement.

In summary, for the listing side, when it comes to a walk-through form, a listing agent should always obtain a copy signed by the buyer. Even when unsigned by the seller, the Form showing “No Issues” is direct evidence of the seller’s compliance with the contract. Don’t forget to ask for it!

When walk-through issues arise, a selling agent should always attempt to have those issues resolved by having both the buyer and seller sign the Form. This creates an enforceable addendum to the contract that may be used after settlement.

Finally, for the buyer side, when the seller does not agree with the buyer’s identified walk-through issues, the selling agent should create a walk-through form clearly noting all discrepancies and have the buyers sign and date it. This form, though unsigned by the Seller, can stand as future evidence as to the condition of the property at settlement, which may be extremely helpful should the buyer choose to pursue their rights against the seller after closing.



For the past 22 years, Arthur Grace has been a managing attorney for several MBH branches. In 1998, he opened our Lake Ridge office; in 2000, our Manassas office; and in 2006, the Gainesville office, where he currently works. He is a senior partner of the law firm Grace Stuart PLC and, in addition to having conducted over 10,000 closings, is a significant contributor to his local Realtor® associations, being a former recipient of the “Educator of the Year” award, and a “Hall of Fame” member.



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## TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to August 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	178.5	\$118,574,120	348.5	\$228,731,968	527	\$347,306,112
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	348	\$173,945,152	202.5	\$95,717,864	550.5	\$269,663,008
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	223	\$117,001,480	63	\$36,143,148	286	\$153,144,628
4	Debbie J Dogrul	Long & Foster Real Estate, Inc.	132.5	\$82,788,352	90	\$53,372,720	222.5	\$136,161,072
5	Sue S Goodhart	Compass	53	\$46,546,936	61	\$56,429,288	114	\$102,976,224
6	Phyllis G Patterson	TTR Sotheby's International Realty	43.5	\$42,730,688	37	\$33,102,740	80.5	\$75,833,424
7	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	34	\$44,377,528	26.5	\$29,481,500	60.5	\$73,859,024
8	Janet A Callander	Weichert, REALTORS	46	\$47,993,748	22	\$21,461,500	68	\$69,455,248
9	Jean K Garrell	Keller Williams Realty	52	\$42,918,100	31	\$20,725,140	83	\$63,643,240
10	Martin K Alloy	SMC Real Estate Corp.	96	\$47,355,420	34	\$15,640,337	130	\$62,995,760
11	Khalil Alexander El-Ghoul	Glass House Real Estate	51	\$35,126,792	34.5	\$27,633,710	85.5	\$62,760,500
12	Christopher Craddock	Keller Williams Realty	96.5	\$32,824,460	63	\$27,635,928	159.5	\$60,460,388
13	Jennifer L Walker	McEneaney Associates, Inc.	45.5	\$34,150,400	30	\$24,389,100	75.5	\$58,539,504
14	Cynthia Schneider	Long & Foster Real Estate, Inc.	57	\$28,437,412	45.5	\$28,192,140	102.5	\$56,629,552
15	Bruce A Tyburski	RE/MAX Executives	37.5	\$25,449,084	41	\$28,927,356	78.5	\$54,376,440
16	Scott A MacDonald	RE/MAX Gateway	75	\$46,458,964	6	\$4,005,250	81	\$50,464,212
17	Lenwood A Johnson	Keller Williams Realty	64	\$27,012,150	52	\$20,757,860	116	\$47,770,012
18	Casey C Samson	Samson Properties	42	\$34,665,200	13	\$11,628,200	55	\$46,293,400
19	James W Nellis II	Keller Williams Fairfax Gateway	44	\$22,887,130	44.5	\$22,944,516	88.5	\$45,831,648
20	Laura C Mensing	Long & Foster Real Estate, Inc.	27	\$29,139,500	18	\$15,816,505	45	\$44,956,004
21	Carla C Brown	Toll Brothers Real Estate Inc.	72.5	\$43,484,468	0	\$0	72.5	\$43,484,468
22	Akshay Bhatnagar	Virginia Select Homes, LLC.	14	\$8,308,190	58	\$34,528,636	72	\$42,836,828
23	Anthony H Lam	Redfin Corporation	14	\$8,238,000	48	\$34,205,200	62	\$42,443,200
24	Nikki Lagouros	Property Collective	26	\$10,687,200	65	\$31,668,176	91	\$42,355,376
25	Tom Francis	Keller Williams Realty	19	\$33,308,070	6	\$8,377,420	25	\$41,685,488
26	Daan De Raedt	Property Collective	44	\$23,118,049	28	\$18,442,916	72	\$41,560,966
27	Michael I Putnam	RE/MAX Executives	49	\$22,903,764	39	\$18,350,764	88	\$41,254,528
28	Paul Thistle	Take 2 Real Estate LLC	37	\$22,685,050	26	\$17,029,616	63	\$39,714,664
29	Erin K Jones	KW Metro Center	30	\$16,170,192	49.5	\$23,387,040	79.5	\$39,557,232
30	Kay Houghton	KW Metro Center	38	\$18,372,600	39	\$21,164,250	77	\$39,536,852
31	Damon A Nicholas	Coldwell Banker Residential Brokerage	39	\$24,983,000	25	\$13,862,000	64	\$38,845,000
32	Karen E Close	Century 21 New Millennium	20	\$22,098,500	11	\$15,599,400	31	\$37,697,900
33	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	24.5	\$24,964,616	12	\$12,534,750	36.5	\$37,499,364
34	Melissa A Larson	KW Metro Center	20.5	\$29,525,310	5	\$7,758,550	25.5	\$37,283,860
35	Janet Pearson	Pearson Smith Realty, LLC	63	\$35,768,684	0	\$0	63	\$35,768,684

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# TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to August 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Irina Babb	RE/MAX Allegiance	46	\$26,406,832	14	\$8,409,000	60	\$34,815,832
37	Deyi S Awadallah	D.S.A. Properties & Investments LLC	69	\$34,118,468	1	\$619,450	70	\$34,737,920
38	Eve M Weber	Long & Foster Real Estate, Inc.	30	\$21,038,796	23	\$13,504,801	53	\$34,543,600
39	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	9	\$5,103,105	47	\$29,006,706	56	\$34,109,812
40	Timothy D Pierson	Keller Williams Realty Falls Church	17.5	\$11,639,801	32	\$22,123,000	49.5	\$33,762,800
41	Raymond A Gernhart	RE/MAX Executives	18	\$11,669,340	34	\$20,866,920	52	\$32,536,260
42	Eli Tucker	RLAH Real Estate	15	\$12,353,600	21	\$20,036,100	36	\$32,389,700
43	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	15.5	\$23,214,100	5	\$8,923,270	20.5	\$32,137,370
44	Barbara G Beckwith	McEnearney Associates, Inc.	15	\$19,214,600	6	\$12,555,600	21	\$31,770,200
45	Elizabeth A Twigg	McEnearney Associates, Inc.	18	\$23,178,500	6	\$8,398,000	24	\$31,576,500
46	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	64	\$30,525,300	1	\$850,000	65	\$31,375,300
47	Roy Kohn	Redfin Corporation	45	\$29,658,218	1	\$1,355,000	46	\$31,013,218
48	Lilian Jorgenson	Long & Foster Real Estate, Inc.	19	\$27,534,000	3	\$3,143,001	22	\$30,677,000
49	Jennifer H Thornett	Washington Fine Properties, LLC	6.5	\$14,868,685	5	\$15,359,600	11.5	\$30,228,284
50	Patricia E Stack	Weichert, REALTORS	26	\$23,692,500	7	\$6,470,780	33	\$30,163,280
51	Gitte Long	Redfin Corporation	36	\$19,662,432	14	\$10,366,300	50	\$30,028,732
52	Bichlan N DeCaro	EXP Realty, LLC.	9.5	\$8,881,000	29.5	\$20,791,276	39	\$29,672,276
53	Victoria(Tori) McKinney	KW Metro Center	21.5	\$20,632,444	10.5	\$9,001,486	32	\$29,633,930

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Patricia Ammann	Redfin Corporation	13.5	\$7,804,912	30	\$21,534,376	43.5	\$29,339,288
55	Rheema H Ziadeh	Redfin Corporation	50.5	\$26,393,100	5	\$2,925,000	55.5	\$29,318,100
56	Christopher J White	Long & Foster Real Estate, Inc.	30	\$22,613,300	6	\$6,500,000	36	\$29,113,300
57	Ashley C Leigh	Linton Hall Realtors	44	\$22,286,700	10	\$6,631,500	54	\$28,918,200
58	Candee Currie	Redfin Corporation	42.5	\$28,726,900	0	\$0	42.5	\$28,726,900
59	Megan Buckley Fass	FASS Results, LLC.	16.5	\$15,439,055	17	\$13,267,500	33.5	\$28,706,556
60	Laura R Schwartz	McEnearney Associates, Inc.	12	\$11,584,375	14	\$16,923,596	26	\$28,507,970
61	Wes W Stearns	M. O. Wilson Properties	43	\$20,949,750	14	\$7,544,900	57	\$28,494,650
62	Dinh D Pham	Fairfax Realty Select	18	\$10,040,400	32	\$18,362,638	50	\$28,403,038
63	Lisa Dubois-Headley	RE/MAX West End	23.5	\$19,795,500	12	\$8,563,700	35.5	\$28,359,200
64	Christina M O'Donnell	RE/MAX West End	13	\$11,760,000	21	\$16,540,851	34	\$28,300,852
65	Kevin E LaRue	Century 21 Redwood Realty	28	\$17,166,780	14	\$10,719,790	42	\$27,886,570
66	Brian D MacMahon	Redfin Corporation	14	\$7,151,400	32	\$20,466,700	46	\$27,618,100
67	Kimberly A Spear	Keller Williams Realty	20	\$11,058,976	31	\$16,011,121	51	\$27,070,096
68	Jillian Keck Hogan	McEnearney Associates, Inc.	9.5	\$6,387,500	29	\$20,439,180	38.5	\$26,826,680
69	Paramjit K Bhamrah	Redfin Corporation	43.5	\$24,903,974	2	\$1,805,000	45.5	\$26,708,974
70	William F Hoffman	Keller Williams Realty	11	\$13,453,000	12	\$13,107,680	23	\$26,560,680
71	Dina R Gorrell	Redfin Corporation	43	\$24,952,900	2	\$1,540,000	45	\$26,492,900
72	Heather E Heppe	RE/MAX Select Properties	22	\$17,021,510	12	\$9,366,813	34	\$26,388,324
73	Katie E Wethman	Keller Williams Realty	10.5	\$6,822,650	25	\$19,558,032	35.5	\$26,380,680
74	Lisa E Thompson	Hunt Country Sotheby's International Realty	17.5	\$22,320,498	3	\$4,030,500	20.5	\$26,350,998
75	Carolyn A Capalbo	Long & Foster Real Estate, Inc.	33	\$17,433,980	16	\$8,759,300	49	\$26,193,280
76	Debbie P Kent	Cottage Street Realty LLC	46	\$25,110,724	2	\$810,501	48	\$25,921,226
77	Katharine R Christofides	Century 21 New Millennium	13	\$7,171,730	34	\$18,646,554	47	\$25,818,284
78	Elizabeth L Kovalak	Keller Williams Realty	15	\$8,055,000	26	\$17,293,500	41	\$25,348,500
79	Cathy V Pongmalai	Frankly Real Estate Inc	24	\$15,382,714	17	\$9,924,790	41	\$25,307,504
80	Ryan Rice	Keller Williams Capital Properties	20	\$9,493,000	27	\$15,763,000	47	\$25,256,000
81	Lisa T Smith	Pearson Smith Realty, LLC	21	\$15,925,100	16	\$9,316,780	37	\$25,241,880
82	Branden L Woodbury	Redfin Corporation	53	\$20,963,596	10	\$4,175,200	63	\$25,138,796
83	Diane U Freeman	Redfin Corporation	7	\$3,192,001	37	\$21,817,900	44	\$25,009,900
84	Abuzar Waleed	RE/MAX Executives LLC	26.5	\$12,312,100	29.5	\$12,420,387	56	\$24,732,488
85	Steven C Wydler	Compass	11.5	\$13,800,000	6	\$10,760,900	17.5	\$24,560,900
86	Elizabeth W Conroy	Keller Williams Realty	14.5	\$16,810,750	8	\$7,679,000	22.5	\$24,489,750

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Natalie Wiggins	Redfin Corporation	44.5	\$21,967,040	4	\$2,513,000	48.5	\$24,480,040
88	Marianne K Prendergast	Washington Fine Properties, LLC	13	\$17,347,250	6	\$6,914,800	19	\$24,262,050
89	Anna Vidal	Keller Williams Realty	24	\$10,582,295	33	\$13,509,970	57	\$24,092,264
90	Joan M Reimann	McEneaney Associates, Inc.	15.5	\$12,569,408	17	\$11,301,716	32.5	\$23,871,124
91	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	7.5	\$7,240,000	6	\$16,425,000	13.5	\$23,665,000
92	Jeddie R Busch	Coldwell Banker Residential Brokerage	11	\$8,673,990	21	\$14,928,185	32	\$23,602,176
93	Kendell A Walker	Redfin Corporation	16	\$8,008,400	28	\$15,424,580	44	\$23,432,980
94	Margaret J Czapiewski	Keller Williams Realty	32	\$15,120,024	17	\$8,259,950	49	\$23,379,974
95	Karen A Briscoe	Keller Williams Realty	16	\$19,151,750	6	\$4,139,527	22	\$23,291,276
96	Danilo D Bogdanovic	Redfin Corporation	41	\$19,818,500	6	\$3,372,799	47	\$23,191,300
97	Robert T Ferguson Jr.	RE/MAX Allegiance	21	\$15,830,200	12	\$7,319,500	33	\$23,149,700
98	Albert D Pasquali	Redfin Corporation	5	\$2,248,600	38	\$20,861,584	43	\$23,110,184
99	Lauryn E Eadie	Keller Williams Realty	18.5	\$10,839,650	17.5	\$12,253,288	36	\$23,092,938
100	Lauren A Bishop	McEneaney Associates, Inc.	7.5	\$10,808,800	9	\$12,227,200	16.5	\$23,036,000
101	Andrea M Hayes	Living Realty, LLC.	25	\$12,434,498	18	\$10,584,432	43	\$23,018,930
102	Denean N Lee Jones	Redfin Corporation	9	\$4,436,650	34	\$18,550,920	43	\$22,987,570
103	Ashraf Morsi	Keller Williams Realty	23	\$15,217,112	10	\$7,487,000	33	\$22,704,112
104	Kristina S Walker	Keller Williams Realty Falls Church	13	\$7,850,500	21.5	\$14,738,100	34.5	\$22,588,600
105	Jason Cheperdak	Samson Properties	9	\$4,629,375	36	\$17,891,882	45	\$22,521,256
106	Robyn B Bomar	Compass	15	\$11,965,600	12	\$10,440,400	27	\$22,406,000
107	Patricia Fales	RE/MAX Allegiance	19.5	\$15,025,150	11.5	\$7,349,053	31	\$22,374,202
108	Brian J Gaverth	Redfin Corporation	36.5	\$20,368,696	3	\$1,852,100	39.5	\$22,220,796

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
109	Ana Lucia Ron	ANR Realty, LLC	76	\$22,098,500	0	\$0	76	\$22,098,500
110	Christine G Richardson	Weichert Company of Virginia	19	\$16,321,800	8	\$5,769,880	27	\$22,091,680
111	Josh Dukes	KW Metro Center	18	\$7,959,100	29	\$14,058,450	47	\$22,017,550
112	Linh T Aquino	Redfin Corporation	44	\$20,254,776	4	\$1,648,100	48	\$21,902,876
113	Jacob Smith Hamilton	Compass	19	\$11,713,900	18	\$10,184,800	37	\$21,898,700
114	Ruth M Cotter	Redfin Corporation	47	\$21,886,350	0	\$0	47	\$21,886,350
115	Jessica S Richardson	Compass	11	\$10,022,000	12	\$11,775,400	23	\$21,797,400
116	Jill Judge	Keller Williams Realty	10	\$5,263,600	32	\$16,469,600	42	\$21,733,200
117	Kevin J Carter	RE/MAX Select Properties	13	\$7,741,100	21	\$13,971,255	34	\$21,712,355
118	David L Smith	Coldwell Banker Residential Brokerage	2.5	\$1,244,500	34	\$20,304,500	36.5	\$21,549,000
119	Thomas R Moffett Jr.	Redfin Corporation	28.5	\$15,855,150	9	\$5,466,100	37.5	\$21,321,250
120	Ahmad T Ayub	Redfin Corporation	7	\$3,694,500	31	\$17,377,040	38	\$21,071,540
121	Viktorija Piano	Keller Williams Realty	21	\$16,688,500	6	\$4,167,890	27	\$20,856,390
122	Daniel MacDonald	TTR Sotheby's International Realty	19.5	\$18,173,600	4	\$2,472,400	23.5	\$20,646,000
123	Nathan Daniel Johnson	Keller Williams Capital Properties	30.5	\$11,880,800	17.5	\$8,734,500	48	\$20,615,300
124	William E Close	KW Metro Center	17	\$9,809,900	16	\$10,779,000	33	\$20,588,900
125	Blake Davenport	Long & Foster Real Estate, Inc.	2	\$1,246,000	32	\$19,295,096	34	\$20,541,096

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Tracy L Vitali	Coldwell Banker Residential Brokerage	17	\$10,852,534	14	\$9,668,300	31	\$20,520,834
127	Mercy F Lugo-Struthers	Casals, Realtors	4.5	\$1,509,000	48.5	\$18,849,400	53	\$20,358,400
128	Micah A Corder	Washington Fine Properties, LLC	6.5	\$14,868,685	4	\$5,425,940	10.5	\$20,294,624
129	Mara D Gemond	Redfin Corporation	9	\$5,478,018	24	\$14,775,400	33	\$20,253,418
130	Guy F Golan	Redfin Corporation	4	\$2,027,500	28	\$18,150,164	32	\$20,177,664
131	Andrew J Biggers	Keller Williams Realty Falls Church	17	\$12,954,458	11	\$7,206,425	28	\$20,160,884
132	Cheryl L Hanback	Redfin Corporation	0	\$0	35	\$20,136,900	35	\$20,136,900
133	Ryan R Mills	Redfin Corporation	9	\$4,210,000	29.5	\$15,919,338	38.5	\$20,129,338
134	Fouad Talout	Long & Foster Real Estate, Inc.	5.5	\$9,975,000	9	\$10,152,687	14.5	\$20,127,688
135	William B Prendergast	Washington Fine Properties, LLC	7	\$10,297,250	8	\$9,755,000	15	\$20,052,250
136	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	6	\$2,782,000	30	\$17,179,196	36	\$19,961,196
137	Lyssa B Seward	TTR Sotheby's International Realty	12	\$7,926,500	13	\$12,006,338	25	\$19,932,838
138	Marion Gordon	KW Metro Center	22.5	\$16,063,880	5	\$3,812,500	27.5	\$19,876,380
139	Lizzie A Helmig	Keller Williams Realty	9	\$3,800,500	33	\$16,040,440	42	\$19,840,940
140	Elizabeth Kline	RE/MAX 100	21	\$13,857,355	11.5	\$5,964,530	32.5	\$19,821,884
141	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	13	\$14,137,510	6	\$5,678,340	19	\$19,815,850
142	Kamal Parakh	Customer Realty LLC	15	\$7,659,245	18	\$12,097,500	33	\$19,756,744
143	Dilyara Daminova	Samson Properties	6	\$2,548,400	44	\$17,192,706	50	\$19,741,106
144	Sue G Smith	RE/MAX Premier	23	\$13,283,322	11	\$6,424,900	34	\$19,708,222
145	Michael McConnell	Redfin Corporation	5.5	\$2,312,950	33	\$17,378,276	38.5	\$19,691,228
146	Benjamin J Grouby	Redfin Corporation	31	\$18,130,816	2	\$1,485,000	33	\$19,615,816

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
147	Debra Meighan	Washington Fine Properties, LLC	6.5	\$11,947,000	9	\$7,620,500	15.5	\$19,567,500
148	Megan E Duke	Keller Williams Realty	10	\$7,714,400	14.5	\$11,718,600	24.5	\$19,433,000
149	Benjamin D Heisler	Pearson Smith Realty, LLC	20	\$13,293,000	10	\$6,116,144	30	\$19,409,144
150	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	14.5	\$6,583,850	26	\$12,547,700	40.5	\$19,131,550
151	Ruth W Boyer O'Dea	TTR Sotheby's International Realty	8	\$9,049,000	6	\$10,025,000	14	\$19,074,000
152	Michael S Webb	RE/MAX Allegiance	13.5	\$8,003,600	22	\$11,069,900	35.5	\$19,073,500
153	Conor Sullivan	KW Metro Center	13	\$9,895,725	11	\$9,172,990	24	\$19,068,716
154	Jon C Silvey	Pearson Smith Realty, LLC	19	\$13,059,000	9	\$5,972,760	28	\$19,031,760
155	Matias Leiva	Keller Williams Chantilly Ventures LLC	14.5	\$8,637,150	16	\$10,386,000	30.5	\$19,023,150
156	Catherine B DeLoach	Long & Foster Real Estate, Inc.	18.5	\$12,897,540	6	\$6,050,000	24.5	\$18,947,540
157	Tana M Keffe	Long & Foster Real Estate, Inc.	10	\$10,692,900	8	\$8,221,900	18	\$18,914,800
158	Yony Kifle	KW Metro Center	5.5	\$2,179,000	38.5	\$16,655,875	44	\$18,834,876
159	Abel Aquino	Redfin Corporation	34	\$15,277,000	7	\$3,521,000	41	\$18,798,000
160	Cricket Bedford	Thomas & Talbot Real Estate	8.5	\$9,291,500	5	\$9,427,000	13.5	\$18,718,500
161	Heather Carlson	RE/MAX Allegiance	18	\$9,678,590	13	\$8,893,863	31	\$18,572,452
162	Aaron Podolsky	Compass	13	\$7,389,662	14	\$11,159,550	27	\$18,549,212
163	Gabriel Deukmaji	KW Metro Center	16.5	\$12,433,702	4	\$6,092,400	20.5	\$18,526,102
164	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	21.5	\$15,170,095	6	\$3,315,700	27.5	\$18,485,796
165	Darren E Robertson	Keller Williams Fairfax Gateway	10	\$4,323,800	34	\$14,121,450	44	\$18,445,250
166	John Coles	Thomas & Talbot Real Estate	9.5	\$17,361,500	1	\$965,000	10.5	\$18,326,500
167	Monique H Craft	Weichert, Realtors	15.5	\$7,834,450	18.5	\$10,484,010	34	\$18,318,460
168	Douglas Ackerson	Redfin Corporation	8.5	\$4,057,027	26	\$14,260,500	34.5	\$18,317,528
169	Jack D Work	RE/MAX Allegiance	11	\$8,701,500	11	\$9,541,500	22	\$18,243,000
170	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	19.5	\$8,725,700	19.5	\$9,407,700	39	\$18,133,400
171	Jeremy G Browne	TTR Sotheby's International Realty	13	\$10,870,750	8.5	\$7,220,191	21.5	\$18,090,940
172	Sarah Harrington	Long & Foster Real Estate, Inc.	12.5	\$10,697,578	10	\$7,387,500	22.5	\$18,085,078
173	Irene M deLeon	Redfin Corporation	26	\$16,040,359	3	\$1,988,838	29	\$18,029,196
174	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	19	\$13,795,400	6	\$4,233,525	25	\$18,028,924
175	Joseph K Dao	Redfin Corporation	16	\$8,711,711	13	\$9,205,400	29	\$17,917,112
176	Sridhar Vemuru	Aragami, LLC	8	\$4,554,200	19	\$13,139,310	27	\$17,693,510
177	William S Gaskins	Keller Williams Realty Falls Church	17	\$13,134,458	5	\$4,545,900	22	\$17,680,358
178	Natalie Perdue	Long & Foster Real Estate, Inc.	7	\$4,773,500	21	\$12,840,900	28	\$17,614,400
179	Gregory A Wells	Keller Williams Realty	17	\$10,959,751	11	\$6,573,499	28	\$17,533,250

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**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.



# TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to August 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Michael C Rush	Long & Foster Real Estate, Inc.	18.5	\$9,807,000	9	\$7,638,168	27.5	\$17,445,168
181	Christine R Garner	Weichert, REALTORS	15	\$13,384,350	5	\$3,949,000	20	\$17,333,350
182	Michael B Dotterweich	RE/MAX Gateway, LLC	14.5	\$10,563,000	9	\$6,730,000	23.5	\$17,293,000
183	Sandra Shimonio	Redfin Corporation	4	\$1,734,900	26	\$15,476,188	30	\$17,211,088
184	To-Tam Le	Redfin Corporation	1	\$350,000	30	\$16,855,830	31	\$17,205,830
185	Charlet H Shriner	RE/MAX Premier	14.5	\$9,195,508	12.5	\$7,985,750	27	\$17,181,258
186	Peter J Braun Jr.	Long & Foster Real Estate, Inc.	19.5	\$11,598,288	8.5	\$5,529,895	28	\$17,128,182
187	Brian Siebel	Compass	3	\$2,508,000	18	\$14,554,650	21	\$17,062,650
188	Alexander J Bracke	Pearson Smith Realty, LLC	24.5	\$12,543,840	10	\$4,443,000	34.5	\$16,986,840
189	Claudia V Cornejo	Fairfax Realty of Tysons	15	\$4,311,800	43	\$12,621,350	58	\$16,933,150
190	Alireza Daneshzadeh	Samson Properties	2	\$620,000	30	\$16,279,024	32	\$16,899,024
191	Ryan C Clegg	Middleburg Real Estate LLC. Atoka Properties	21	\$13,091,250	7	\$3,769,900	28	\$16,861,150
192	Richie Hanna	Keller Williams Fairfax Gateway	18	\$10,009,430	11	\$6,848,900	29	\$16,858,330
193	Diane V Lewis	Washington Fine Properties, LLC	11	\$11,975,500	4	\$4,879,370	15	\$16,854,870
194	Ana M Ventura	Redfin Corporation	30.5	\$14,841,950	4	\$1,951,000	34.5	\$16,792,950
195	Heather C Corey	TTR Sotheby's International Realty	9	\$11,588,000	4.5	\$5,195,000	13.5	\$16,783,000
196	Lymaris Lee Hosage	Federated Realty, LLC	35	\$16,739,840	0	\$0	35	\$16,739,840
197	Elizabeth Lord	Keller Williams Realty	4	\$3,966,500	17	\$12,771,082	21	\$16,737,582
198	Brad C Kintz	Long & Foster Real Estate, Inc.	27	\$14,895,240	3	\$1,838,000	30	\$16,733,240
199	Ryane Johnson	Keller Williams Capital Properties	20	\$9,224,650	15	\$7,477,388	35	\$16,702,038
200	Brad Kiger	KW Metro Center	20.5	\$10,446,374	8	\$6,227,900	28.5	\$16,674,274

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