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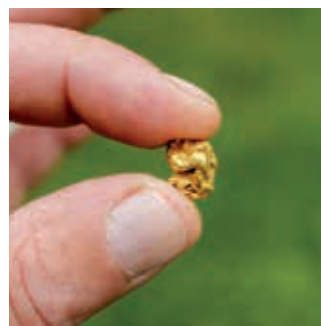
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# MEET THE NOVA REAL PRODUCERS TEAM



**Kristin Brindley**  
*Publisher*  
Kristin.Brindley@  
RealProducersMag.com  
(313) 971-8312



**Angela Clemons**  
*Events Manager*



**Ellen Buchanan**  
*Editor*



**Wendy Ross**  
*Client Operations Manager*



**Mark Celeste**  
*Publishing Assistant*



**Molly Lauryssens**  
*Writer*



**Zach Cohen**  
*Writer*



**Chris Menezes**  
*Writer*



**Amanda Claire**  
*Photographer*



**Ryan Corvello**  
*Photographer*



**Bobby Cockerille**  
*Videographer*



If you are interested in contributing or nominating REALTORS® for certain stories, please email the publisher at [Kristin.Brindley@realproducersmag.com](mailto:Kristin.Brindley@realproducersmag.com).

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**Ethan Delahunty**  
Phone: 703-791-1238  
[edelahunty@123junk.com](mailto:edelahunty@123junk.com)



**Neil McKinnon**  
Phone: 703-382-6536  
[nmckinnon@123junk.com](mailto:nmckinnon@123junk.com)





# NOVA REAL PRODUCERS

*preferred partners*



► publisher's note

## GROWING OUR COMMUNITY



*NOVA Real Producers* is growing rapidly, and I wanted to take a second to show my gratitude. The love and support from our Realtors® and partners has been overwhelming. The growth and value we plan on adding in the future is to better assist each and every one of you!

### THE HELPERS

This month, in honor of those in our *Real Producers* community who are reaching out and making a difference for others during the pandemic, we are launching the first of a series of stories on top agents and partners who are stepping up and giving back in a variety of thoughtful and creative ways. Please check out a few of these special people and their inspiring initiatives in our special section, “The Helpers,” on pages 59-64 in this month’s publication.

### OUR REALTOR®-PARTNER PLATFORM

We have also been busy working on fine-tuning our preferred partner list. These businesses support *NOVA Real Producers* in an array of different ways. I have gotten some great feedback from agents and partners about the relationships formed from our *Real Producers* platform. They’ve shared that it has provided more opportunities and different ways to close more deals. Please check out our excellent and valued industry partners on the facing page and on our Index of Preferred Partners on page 6. They

are here to help in any way possible and are looking forward to meeting you in the near future!

I am here and available to assist you in any way I can as well. Angela Clemons and I love personality matching and helping forge meaningful relationships between two mutually beneficial parties. Don’t be shy, reach out to me on my cell phone at 313-971-8312 or to Angela at 301-346-2307. Text/call us whenever, and let’s all grow together!

**CHALLENGE:** I challenge you to provide me with one thing you would like to see in *NOVA Real Producers*. It could be as simple as a different type of article, funny stories, unique experiences, or even hosting creative masterminding events. Email me at [Kristin.Brindley@realproducersmag.com](mailto:Kristin.Brindley@realproducersmag.com). This platform is exclusively for you, as leading experts in the real estate industry, and I want to get your feedback on how to constantly improve.

With gratitude,



**Kristin Brindley**

Owner and Publisher  
NOVA Real Producers  
[Kristin.Brindley@realproducersmag.com](mailto:Kristin.Brindley@realproducersmag.com)  
[www.novarealproducers.com](http://www.novarealproducers.com)



# AROUND THE NOVA REAL PRODUCERS COMMUNITY

Since we haven't been able to see everyone in person at an event in a while, it was awesome to get out and about in the community to deliver framed copies of their articles to the incredible agents and partners who've graced our pages.  
—Angela Clemons, Events Manager



Be on the lookout for emails from [events@novarealproducers.com](mailto:events@novarealproducers.com) regarding our upcoming events this fall. We hope to see everyone soon!

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## Did you take a vacation this summer?

## What is your favorite summer vacation memory?



**CAROLYN CONNELL**  
**KELLER WILLIAMS REALTY**

We snuck away to the beach for three days and it was a game-changer to get away. The sun, the sand, the ocean, playing games and cooking as a family — balms for my soul after such an intense non-stop few months.



**CARY FICHTNER-VU**  
**RE/MAX ALLEGIANCE**

Despite COVID-19, we spent two five-day vacations at Folly Beach, in Charleston, South Carolina. Our youngest daughter was to marry April 11, 2020, rescheduled for September 13, 2020, in Charleston, so besides re-scheduling vendors, we spent time with family on the beach, in the pool, and with outside open-air family dinners. Sitting apart but together, sharing each of our special dishes for dinner, old-fashioned talking and joking were the best of times.



**TANYA JOHNSON**  
**TANYA & CO.**  
**AT KELLER WILLIAMS REALTY**

Unfortunately, our summer vacation trip was canceled because of COVID, so instead, we built a pool at our river house in Montross, Virginia, in the Northern Neck, and are enjoying the summer there.



**CHUCK HALL**  
**WINSTON'S CHIMNEY SERVICE**

It was wonderful to get out of town this summer after Ocean City, Maryland, opened. The last week in June, I spent the week on 94th Street, in Ocean City, Maryland. The fondest memory was the lack of phone calls and texts I had to respond to due to the right people in the right seats on the bus in my business.



**ETHAN DELAHUNTY**  
**123JUNK**  
**JUNK REMOVAL & HAULING SERVICE**

A vacation I usually take during the summer is to Keuka Lake, in upstate New York. It is such a great, scenic lake with too many wineries and breweries to count. I have been going to our family cottage since I was about two years old. My favorite things to do there are watersports, exercising, and, of course, winery/brewery hopping. As much as I hate cardio, running isn't so bad when you are on a road directly next to a mountain and a lake. Every time I go, I debate whether or not to come back, but junk life is always calling. Our team always gets to hear my pitch on opening up new locations when I come back from vacations.



**KELLY KATALINAS**  
**FAIRWAY INDEPENDENT**  
**MORTGAGE CORPORATION**

Each summer, we visit Topsail Island, North Carolina, for a family vacation. We are always grateful for the time together to unwind, relax, and reconnect with our immediate and extended family. This year was especially nice, since we were limited in seeing each other during the year due to COVID-19. We did more cooking than usual, but very grateful!



**MOLLY FLORY**  
**OLD REPUBLIC HOME PROTECTION**

I have not taken a vacation so far this summer. However, I do plan a few days at the beach, hopefully.

My favorite summer vacation has to be any of the family trips we took to the beach.

We were actually rained out years ago and decided to go to the movies. This new movie had just come out — *Jaws*! Needless to say, as a young kid, this movie kept most of us close to shore when the sun did come out!



**ALICIA BROWN**  
**SCALABLE RES, LLC**

Not yet, but will be for our annual beach trip to the Outer Banks, in North Carolina. We all look forward to this so much, and this year we can barely wait! I don't know that I have a favorite memory — just the memory of cooking and eating and drinking and laughing together on a daily basis. Just so much more relaxed, and everyone slows down.



**ANNE LANG**  
**HWA HOME WARRANTY OF AMERICA**

For the past few years, I have been going to Cabo, Mexico, with my sisters – a Girl! Trip!

We have been staying at the Hacienda Encantada Resort & Residences, in Cabo. They have wonderful villas with private pools. We got lucky this year, as we went in February, before all this COVID-19 hit.

It is one of the most beautiful and relaxing places I have been. Thank you for asking!



**PAUL THISTLE**  
**TAKE 2 REAL ESTATE**

Yes! My family and friends went to Lake Anna for a week... My pictures for the August *NOVA Real Producers* issue were actually shot there! We love Lake Anna because it's close to NoVA and because it's uncrowded, the water is warm, and we love all kinds of water sports!



**STEPHANIE CALLAGHAN**  
**SWEET AIR HOMES AT**  
**CENTURY 21 REDWOOD REALTY**

No vacation for us this summer. We had originally talked about a trip to Europe but didn't have anything booked. COVID hit and squashed any overseas plans. I'm definitely jealous of my friends that got to the beach, but also happy to be home, healthy and happy with my family!



**GINA M TUFANO**  
**TEAM AGC**  
**AT KELLER WILLIAMS REALTY**

This year we tried something new and rented an RV for 10 days. Was able to stay socially distant while surrounded by nature and earning life points! It was quite the experience!



**JOAN STANSFIELD**  
**STANSFIELD SIGNATURE REAL ESTATE**

Best memories are summers on the Cape with my family and grandparents! Precious memories! Now that we have a home on the Chesapeake Bay, which is like a "staycation home," we have not needed a summer vacation. Yet, this year we are going with family to Antigua.



**FRED WESTERLUND**  
**MBH SETTLEMENT GROUP**

This summer, we vacationed every weekend at our house at Lake of the Woods. The drive is only an hour and 15 minutes, door to door; we love the view and the watersports. My favorite summer vacation may have been the summer after I completed grad school and toured the southwestern U.S. and Europe.





**BEFORE**

# PRE-SALE HOME RENOVATIONS MADE EASY!



**AFTER**

## See what a top producing agent had to say about MaxHousePrice:

"MaxHousePrice and Tom Parmentier saved the day for my client! After being highly recommended to me by numerous agents, I reached out to Tom to see if he could help my client. At the first meeting, it was apparent that Tom had the resources and skills to make it happen on an aggressive time line. Amazing is all I can say about the transformation of her home after Tom and his crew did their make over. Plus it was easy for me! No juggling different vendors, getting quotes, setting up time frames and waiting around for no shows. Tom was the project manager and made sure that everything was done on time and professionally.

I highly recommend Tom and MaxHousePrice! They are on my list of preferred vendors from now on!" **Robyn B.**



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## Built on Service

### ►► partner spotlight

By Zachary Cohen

*“We are focused on making your experience and that of your clients as seamless and smooth as possible by meeting today’s needs and anticipating tomorrow.”*

Fred Westerlund, CEO of MBH Settlement Group, has dabbled in real estate for decades. Alongside his wife, Chryssa, Fred has owned several investment properties and is an active DIYer.

“From a career perspective, I got my start in real estate in mortgage lending,” Fred explains, “and enjoyed it thoroughly, particularly the customer service aspect. When you’re helping someone to maximize their ability to purchase their first home, it’s a real thrill.”

# FRED WESTERLUND

of MBH Settlement Group

Fred worked for a homebuilder in the mortgage division, and there was an opening at their title insurance company. While he hadn’t previously considered leaving the mortgage side of the business, he recognized an opportunity to learn more about the process of home buying.

“Learning every aspect of the real estate business from the ground up has provided incredible perspective,” Fred reflects. “Getting my start in title insurance almost 15 years ago, I’ve seen a lot.”

Although Fred has since left that company, he’s remained in the title insurance business because he’s found that it provides a unique way of impacting the real estate transaction and his clients.

“We tie everything together at the end and ensure that the property — the basis of the transaction and most people’s largest investment — is transferred accurately,” Fred explains.

### Built on Service

Fred has built his business on hard work and a desire to serve. He was raised in a blue-collar family of veterans, coaches, and teachers.

“I was fortunate to have good, caring teachers as well, and a strong upbringing, in terms of our Christian faith. Then, I learned how to apply the concepts of teaching and service as a leader while at West Point and serving in the Army,” Fred says.

Fred brings that same leadership and a desire to serve to the title insurance industry. He also brings a deep sense of community advocacy to his work. Fred believes that if he puts his clients, communities, and teams first, then a smooth and accurate transac-



The Westerlund Family

tion will follow. Clients will be happy, partners will be happy, and colleagues will be happy.

“Consequently, we focus on providing the supportive environment and the tools our teams need to be successful,” Fred says. “And [we focus] on being active members of our communities. We’ve demonstrated our commitment by

increasing our charitable giving over 600% in the past two years and have maintained our own internal title department for timely and accurate search results.”

According to Fred, MBH Settlement Group’s client satisfaction surveys have a response rate of almost 40 percent, and their client satisfaction rating is an impressive 96 percent.

...



“

Every day I go to work, my focus is on serving others.

...

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#### Seeking a Win-Win

“[Our biggest win-win is] when the settlement is completed, and everyone is happy: the agents are happy for their clients, their clients are ecstatic, and we get to say ‘Congratulations!’ I love those happy, post-settlement photos,” Fred smiles.

In the end, Fred is all about serving others. Whether he’s serving his colleagues and employees, his partners, his community, or his clients, the goal remains the same.

“Every day I go to work, my focus is on serving others. That may sound like a cliché, but it’s really not. It’s been my experience that serving others yields the best results.”

For Fred, success is a multifaceted goal. Success includes a happy and healthy family, where each member feels loved and supported. Success includes serving the community. “How active have I been? How much have I given?” Fred asks. “And, ‘How much have I grown,’ is another way I measure success.”

At MBH, Fred measures success in terms of the quality of service he’s providing, the relationships he’s building, and the tools and resources he’s delivering to his team.

“As a company, MBH is constantly evolving to serve you. We’ve changed so much in the past two years, delivering new services and tools, and we’re going to continue to do so. We are all ears and want to hear about your needs and how we can make your job easier.”

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Fred Westerlund and his wife Chryssa.



Fred is incredibly proud of his four children, Hailey, Joseph, John and Nicholas.

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# Golden Nuggets



## JENNIFER MACK

**Pearson Smith Realty**

"Sincerity goes a long way. People will see whether you are sincere or not and that is how they decide if they trust you. Be sincere, get their trust, and then do what you say you are going to do."



## JOHN RUMCIK

**RE/MAX Gateway**

"The worst thing I can be is the same as everybody else. If I can see it and believe it, then I can achieve it."

—Arnold Schwarzenegger



## LESLIE HOBAN

**Berkshire Hathaway HomeServices PenFed Realty**

"Knowing that we are making a difference in the lives of children and families right in our community, while at the same time doing something we can all be proud of together [with Western Fairfax Christian Ministries], is beyond rewarding. In our small way,

we are doing something to reduce hunger in our community."



## SALIQ KHAWAR

**Pearson Smith Realty**

"I am living proof that hard work and persistence reward you with personal and economic advancement. Where I come from, your path in life was limited by who your father was and what religious and political affiliations you had. Here, you can truly be whoever you choose to be."



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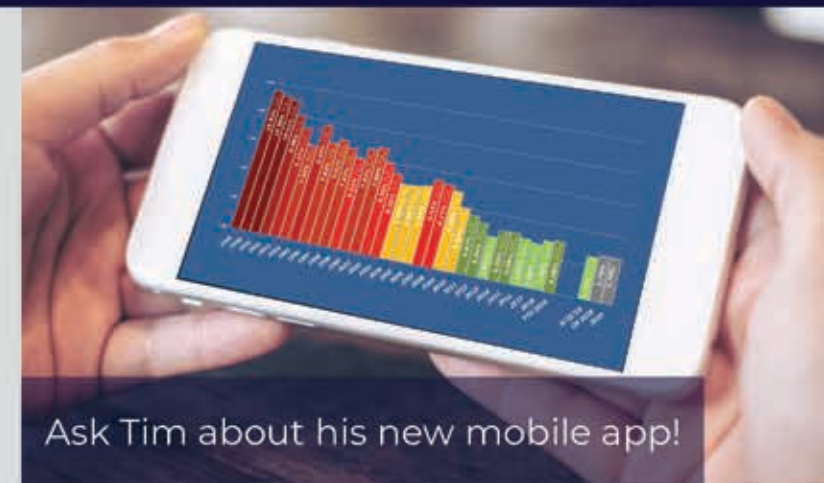
—Meredith G., Buyer's Agent

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words by wade   
By Wade Vander Molen

# LEVERAGING WITH VIDEO

*is More Important Than Ever*

It's 2020, and we feel like we are in the movie *Jumanji*, not knowing what is going to be thrown at us next. There is also a good chance your marketing plan that was outlined back in January was also put into flux. With the lack of ability to get face-to-face with people, other methods are needed to get the word out about your business, listings, and, of course, your value propositions. You have probably heard your

broker, real estate coach, or people like me talk about how video is the best way to convey a message to your target audience and can create a 24/7 selling proposition, especially if you post content on platforms like YouTube. If you were holding out, the time to jump on the video train is now.

## How to Get Started

If you were weak previously on a video

marketing strategy or never had one, don't fret. The process of doing it is easy; the hard part is getting started. It can be difficult because many Realtors® need to get over the mental hump of "putting themselves out there" on video. I tell my clients to practice using their smartphones. You don't need to run out and buy an expensive camera to shoot high-quality videos. Start by creating a top 10 list of video ideas — topics your SOI would find valuable and educational. The goal is to not talk about yourself, but educate others so it adds value back to you. Set a goal

of shooting one or two videos a week. Post them on social media, email out to clients, and upload your videos to large platforms like YouTube.

## Growing an Audience

There are two approaches to growing your video audience. One is micro, which is posting videos to your social media, emailing out to clients, or using BombBomb. The other is macro, which is posting and growing an organic viewership on YouTube. YouTube is owned by Google, so it can also rank your videos in online searches, especially for hyper-local content. Also, videos posted on YouTube have the ability to live forever, where they can get eyes to them all the time, unlike a postcard that has a very short lifespan. It's far better to be "discovered" by someone searching for content topics you created versus spending money on other forms of

marketing, targeting people who more than likely don't have a real-estate-related need.

## Video Shooting Tips

Having posted over 170 videos on YouTube myself, there are certain tips to help make your viewership grow.

- Have good audio. If people can't hear you well or understand what you are saying, they will click off.
- Create good titles for your videos. Boring titles don't get clicked on.
- Be engaging. Speak with enthusiasm to get your audience engaged.
- Ask people to subscribe or "like" your video at the beginning of the video. If you ask at the end, you will miss the people who didn't watch all the way through.
- Be consistent. As your audience grows, they will want more content. Have a strategy of how often to post and see which videos get the most views.

Now is the time to leverage video as an integral part of your real estate marketing plan!



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).



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# UNWRAPPING THE RESALE PACKAGE



## Help Your Clients Avoid Unexpected HOA/Condo Association Violations & Fines

### ▶▶ legal hotline

By Shannon A. Minarik, Esq.

When confronted with the 100-plus page document that is the HOA or condominium resale disclosure packet, a buyer client can be understandably overwhelmed and therefore tempted to ignore its contents. However, failing to review the resale disclosure package will not excuse the buyers from complying with the Association's rules and regulations. Moreover, being

unfamiliar with the Association's rules and regulations can be costly to buyers, resulting in unforeseen fines and unexpected headaches.

It's important to know what plans your clients may have for their new home, as these plans may be regulated by the Association. The resale disclosure package is required to include a copy of the Association's

declaration and bylaws, as well as any additional rules, regulations, or architectural guidelines that have also been adopted. Removing a tree, adding a fence, putting in a pool, even decorating outdoors for the holidays are all activities that can be — and often are — regulated by a homeowner or condominium Association. If your clients plan on making changes or improvements to their property, it's im-

portant they confirm in advance if any of those alterations: 1) are regulated by the Association's rules and regulations, and 2) if those projects require advanced approval by the Association's Architectural Committee or its Board of Directors. Failure to make this clarification could result not only in disappointment when, for example, a client's application for a new deck is denied, but also anger and frustration when the client receives notice that their new deck is in violation of the Association's rules and must be torn down or will be subject to the imposition of a fine.

While the deck scenario may be extreme, a review of the resale disclosure package is also important for your client to avoid more minor Association rules violations. Leaving a trash can at the curb after the

trash pickup day, parking a commercial vehicle in a driveway, and painting a front door an unapproved color are all common rules violations that could result in fines being levied on the homeowner by the Association. Familiarity with these rules helps your clients avoid headaches — monetarily or otherwise.

Resale disclosure packages are also required to disclose if the Association has identified any sort of rule or architectural violations currently on the property that must be remediated. Prior to closing, buyers can negotiate to place the burden and cost of rectifying these violations on the sellers. However, if the violations are not addressed and remain on the property after closing, both the cost of remediation and the cost of any potential fines resulting from the violation become the sole responsibility of the new owner.

Remember, if, after reviewing the Association's resale disclosure packet, your buyer client determines they simply cannot abide, they may be able to terminate the contract if notice to void is sent

to the seller within the contractually allotted time. Reviewing the resale disclosure package prior to closing may be a dizzying nuisance for your client now, but could help them avoid an even bigger headache later.



Shannon A. Minarik joined MBH Settlement Group in 2019 and is the Managing Attorney of the Lake

Ridge office. She has been a licensed attorney in Virginia for over seven years. Outside of the office, Shannon is an avid runner, reader, and lifelong fan of Cleveland sports teams.



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» a cool life story

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

# JOHN “RUM” RUMCIK

## PUMPING UP LIFE

*“The worst thing I can be is the same as everybody else. If I can see it and believe it, then I can achieve it.” —Arnold Schwarzenegger*

As a longtime admirer of Arnold Schwarzenegger, John “Rum” Rumcik, of RE/MAX Gateway, has adopted the same mentality expressed in that

quote and, as a result, has achieved some amazing feats in life, including starting his own business, losing 65 pounds, and not only meeting Arnold Schwarzenegger but retaining him as a life coach over a two-day visit. In fact, it was Arnold who encouraged Rum to go after his recent goal of participating in his first ever bodybuilding competition, the 2019 NPC (National Physique Committee) Virginia State Championships and 2019 Mid Atlantic Cup Championship.

“The proudest moment for me was when I took Arnold’s advice and stepped on stage in a bodybuilding show. At 42 years old, I won several divisions. Arnold is the one that said to me, ‘everybody knows that you can’t do it, because you haven’t. Believe in yourself and go out and achieve it.’”

John Rumcik has always looked up to Arnold Schwarzenegger — even as a kid growing up in Braddock, Pennsylvania, an old steel town that was left desolate after the collapse of the steel industry. Rum recalls not being able to walk down the street at night. His family was very close, however. In fact, before there was Arnold to really inspire him, Rum looked up to his Uncle Bob.

“Seeing my Uncle Bob go from a kid in Braddock to a leader in the Army during the Vietnam War to becoming a president of a large steel mill in Pennsylvania showed me that with hard work you can achieve anything you want,” says Rum.

Always considered a “big guy,” Rum played football in high school at Woodland Hills, in Pittsburgh, and at Gannon University, in Erie. He loved lifting weights and working out. Playing football had a huge impact on him. “I learned more about life, adversity, and overcoming challenges as a team than any other experience, playing football,” he says.

Although Rum originally set out to enter law enforcement after college, he realized it wasn’t going to be a long-term solution for him after he received



John Rumcik and his wife took a helicopter to lunch with Arnold Schwarzenegger in April 2019.

his first paycheck as a special police officer at George Washington University. Rather, he followed his love of sales and obtained a position working for a large corporation. After years in the corporate world, Rum desired more autonomy and control of his professional success.

Then, in December 2006, he met his broker, Scott Macdonald, and decided right then that he was going to join RE/MAX Gateway and go all-in on real estate. He credits Scott and RE/MAX Gateway for teaching him everything he knows about real estate and attributes much of his success to them.

Rum agreed to stay on with his old job until March 2007, and just days after finally leaving, the markets crashed. That Monday, when Rum went to his first real estate sales meeting, a fellow agent, who was leaving the business, told him to “run and get out.”

Ever the contrarian, Rum instead decided to run *towards* the collapsing market, knowing that as more people left, the more opportunity he would have to be one of the few left standing. And he was. Even today in his business, Rum chooses to not follow the norm. While he ran a team at one time, he found that he just didn’t get the same satisfaction as when he was an individual agent and restructured his business.

...





John Rumcik competed in the NPC Virginia State and Mid Atlantic Bodybuilding Championships in November 2019, where he won six medals; “Rum” will compete again in 2021 when competitions resume.



“I prefer to run my business on a scale that allows me to be the direct contact helping my clients. I have support staff to help, but I keep it to me as the only agent. I view myself as the trusted advisor for my clients. My mailing and marketing list are smaller than most agents’, I am sure. And 85 percent of my business is based on referrals and repeat business,” he says.

Although Rum learned how to run a healthy business early on, his physical health suffered for years. He ignored his doctor’s warnings about his weight and high blood pressure, thinking that just because he could lift a lot of weights that he was healthy. Then, in December 2017, just before his fortieth birthday, he went in for a physical and the doctor asked him, “How many 300-plus pound 70-year-olds do you know?”

“I got the point. And that was the day that my body transformation began,” says Rum.

Rum lost his first 25 pounds by eliminating processed foods and working out five days a week. Then, he went

to a high protein (low-fat proteins like cod, tuna, chicken, salmon, and eggs), cycled-carb diet that includes brown rice, sweet potatoes, and, of course, vegetables. He’s gone from weighing 315 pounds to 240 and feels more healthy than at any other time in his life. His bodybuilding is all-natural and he has never taken any performance-enhancing drugs.

Rum and his wife, Kristin, enjoy an active, fitness lifestyle together. Along with their rescued Greyhound, Cash, they take advantage of everything the area has to offer. Kristin, a pain management nurse at Georgetown University Hospital, practices yoga and is also on the board of The Espwa Foundation, a group that organizes medical mission trips to Haiti.

“Figuring out what I enjoy in life, my passion for real estate and for bodybuilding, has given me more satisfaction and enjoyment than I ever imagined. And having a loving, supporting wife who is with me each step of the way makes it that much more amazing,” says Rum.



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# LESLIE HOBAN

## *Doing Her Part*

You might be surprised to know that, according to [wfcma.org](http://wfcma.org), nearly 70,000 residents of Fairfax County live below the poverty line, which is defined as an annual income of \$24,600 for a family of four. And another 174,000 people live at or below twice that amount, which is an annual income of \$49,200 for a family of four. What makes these figures even more glaring is that Fairfax County is considered one of wealthiest counties in the United States. Of course, Fairfax County is just one out of many counties in America struggling with these problems.

Because the cost of living is so high in counties like Fairfax, many low-income families find it difficult to meet their basic, fundamental needs — food, clothing, shelter, and medical care. Since this is an obvious indication of a greater problem within our socio-economic, and even political, system, non-profit organizations like Western Fairfax Christian Ministries (WFCM) can only treat the symptoms of the problem rather than the cause. Nonetheless, WFCM has stepped up to help meet this growing need on a local level, specifically in Chantilly, Centreville, Clifton, Oak Hill, Fairfax, and Fairfax Station.

Since 1987, WFCM has been a critical safety net for Fairfax families struggling to make ends meet. They provide emergency financial assistance for rent, utilities, and other basic needs; food assistance through their “client choice” food pantry and

holiday food program; financial counseling and budgeting classes; a school backpack program; and spiritual support.

When Leslie Hoban and Capital Home Professionals discovered that WFCM was in need of volunteers to stock the food pantry, do fundraising, raise awareness, and provide food for needy families in her own county, she was happy to step up to the plate, as well, and do her part. Their first experience helping the organization was in donating backpacks for children starting school.

Since then, they have also gone on to work in the WFCM food pantry, where they bring in thousands of cans, check expiration dates, categorize according to food types, and stock shelves. The food pantry is laid out like a small grocery store, with shelves of dry goods, canned foods, personal hygiene products, refrigerated vegetables, meats, and frozen foods. Each client has a shopping basket and is able to shop in privacy.

“It is a very dignified approach to giving those in need an opportunity to get the foods and products their

...



Leslie Hoban and one of her two Scotties, Casey.





“

SUCCESS, FOR ME, IS DOING SOMETHING YOU LOVE AND HAVE A PASSION FOR, AND ULTIMATELY MAKING A POSITIVE IMPACT ON OTHERS' LIVES.

...

family needs,” says Leslie. “Knowing that we are making a difference in the lives of children and families right in our community, while at the same time doing something we can all be proud of together, is beyond rewarding. In our small way, we are doing something to reduce hunger in our community.”

Growing up in McLean, Virginia, and having lived in Great Falls for many years, Leslie now resides in Reston. She has watched the Washington D.C. metro area grow from “the sleepy town” of her youth to a major metropolis and loves the dynamic and vibrant transformation of the urban areas. However, she is secretly hoping the “small town” charm of those communities she knows and loves will stay a vital part of Northern Virginia. She decided to enter real estate after interning at a local real estate office during her senior year at Virginia Tech, where she earned a degree in marketing management from the Pamplin School of Business.

Leslie started her career working as an investment advisor, while still selling real estate part-time for many years. She then worked in the commercial interior design/build-out industry for several years, as well as as a personal stylist for some very successful Washingtonians. However, she always knew she’d return to real estate. She ultimately decided to reactivate her license about six years ago and soon formed The Hoban Real Estate Group.

In addition to volunteering with WFCM, Leslie serves on two volunteer committees within NVAR — the Technology Advisory Group, helping agents learn about and utilize technology in their business; and the Awards and Recognitions Committee, which recognizes agents for their community service, leadership, production, volunteering efforts, and other causes.



Leslie Hoban and Capital Home Professionals volunteer with Western Fairfax Christian Ministries’ food pantry, laid out like a grocery store to give the food-insecure in Fairfax County a dignified way to “shop” for donated food and other products their families urgently need.

Leslie also supports the Alzheimer’s Association and the “Walk to End Alzheimer’s” with her husband, siblings, niece’s family, and friends who still live in the area. They have put together a team to walk, raise money, and awareness in honor of Leslie’s mother, who tragically passed away from the disease. Last year, they made the Champions Club for fundraising, and this year, they have made a commitment to double their monetary goal and expand their team membership.

Leslie and her husband Jim have four children, six grandchildren, whom she enjoys traveling to and visiting, and two Scotties that she loves.

As Leslie continues her work both inside and outside of real estate, she will continue to make a difference wherever she goes. As she says, “Success, for me,” she says, “is doing something you love and have a passion for, and, ultimately, making a positive impact on others’ lives.”



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A full-page photograph of a couple, Jennifer Mack and Kris, standing on a wooden balcony with a metal railing. Jennifer is on the left, wearing a black long-sleeved top and pants, leaning on the railing. Kris is on the right, wearing a plaid shirt and jeans, standing next to her. A large, light-brown dog with white markings is sitting on the balcony in front of them. The background is a lush green forest with trees and hills in the distance.

# JENNIFER MACK

## FINDING BALANCE & LIVING A BIG, FULL LIFE

►► cover story

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

When Jennifer Mack first met her husband, Kris, fate stepped in. She was 20 years old and attending the University of Texas. Her high school best friend, who was attending the University of Wisconsin, invited her to live in Madison for the summer. While there, she applied for a summer gig at a restaurant. Initially, she didn't get hired because she'd only be there for the summer.

But the 21-year-old bartender, her future husband, noticed her resumé. "He saw that I was from Austin and, coincidentally, his parents just moved there." Kris asked the manager to reconsider, and Jennifer was hired. A couple weeks later, they officially met. "It was love at first sight. We dated that whole summer," says Jennifer. Fast forward, five years later — and they were married in 2002. Celebrating 18 years of marriage this summer, Jennifer says she is still madly in love with Kris. They do weekly, non-negotiable date nights and alternate planning them.

To be clear, this love story wasn't always fairy-tale like. As a former JAG in the Army, Kris did three tours in Iraq. On one particular tour, he left when their oldest was 6 months old and returned when she was 14 months old. "When he came back, she

wanted nothing to do with him. For one month, we'd force her into the stroller and they'd go to the park together. That first day she screamed the entire time and then every single day it was like a minute less of screaming her head off." By the end of the first month, things were fine, and now they have a great relationship.

But the point is, "For military families, it is really, really hard," especially when it comes to rearing children. That said, Kris recognizes the value of serving his country so much that he is now in the National Guard (and during the COVID-19 pandemic, was activated and away from the family, yet again). His passion for military service rivals Jennifer's for real estate.

### MOLDING JENNIFER

Jennifer is no stranger to military life. Her father served in the Army and the family moved around quite a bit. In fact, she went to three different high schools in four years. Her mom was a school teacher and relied on Jennifer to help out with her two younger siblings. Through preschool and kindergarten, they lived in Germany; she spoke fluent German and would go to the grocery store regularly and

...



...

make sure her siblings were on time and efficient. Often her parents would host parties and her mom would put her in charge. “I remember people were always impressed by that and I would get a lot of compliments on it — it made me want to help more.”

Jennifer got her master’s degree from Texas State, and for five years she worked for software companies. But when she and Kris married, he joined the Army and they were stationed in a town where she could no longer pursue that. After they bought their first house, she decided to get her license, in 2005. Shortly thereafter, she answered a classified ad for a licensed assistant. For \$10 an hour she soaked up as much knowledge as possible. For two years, she worked under Donna Clayton Lloyd, an agent in Fayetteville, North Carolina. “We sold 55 houses that first year we worked together...she was this entrepreneurial force and taught me everything that I know.” They still keep in touch to this day.

Jennifer didn’t start selling on her own until 2012, a month after her youngest child was born.

Last year, this Pearson Smith Realtor® did nearly \$27 million personally and has a team with four other agents.

### FINDING BALANCE

Jennifer says she is constantly being asked, how do you balance it all? How can you be so active with your husband, children, and volunteering and still be a Real Producer? For her, it boils down to a few core principals she has learned to hone: intention, calendaring, and discipline.

One of the keys has been keeping her schedule tight and standards high. She goes to bed early and doesn’t watch television. She gets her morn-



ing workout in by 7 a.m., is out the door by 9 a.m. and at the bus stop with her children. She has learned to really dial in to what is important. “I work really hard until 4 p.m. and then I am pretty much done.” That leaves family time intact, “I’m pretty crazy with my calendar. Every minute is scheduled; that is the only way this all works.”

She wonders out loud, why do we have to choose between being a good mom and doing a robust business? We don’t, she insists, and she is passionate about helping other women Realtors live big, full lives. “I think that too many women think they have to take a particular path and don’t think outside the box, as far as what their lives could look like if they really considered all their choices and options.” For her, it’s not a choice as much as it is a calling.

Jennifer is a big advocate of self-care. “The biggest things that have helped me with this are being proactive and not putting off difficult conversations, sleep, exercise, and the practice of being grateful.

...



Pearson Smith agent Jennifer Mack prioritizes discipline, balance, and self-care as the keys to being a high performer.





Jennifer met her husband of 18 years, Kris, when she spent a summer in Wisconsin.



We have to take care of ourselves and make sure we have healthy relationships.” Jennifer is a big fan of Orangetheory fitness and attends four times a week.

Jennifer and Kris have two children, 12-year-old Riley and 8-year-old Dane. Kris and her children obviously sit atop her list of priorities, and she mentioned that each of them share the same “sarcastic sense of humor.” She loves to cook (is actually in a cooking club) for them and play games with them, and only takes evening appointments once or twice a week. Some of her most cherished times with the

family include “laughing together so hard we can’t even talk.” They stay active together doing things like hiking and skiing.

Giving back is in Jennifer’s DNA. It’s not uncommon for her to help a single mom pay rent or make a car payment. She is on the Board of Directors for the Chamber of Commerce as well. When the pandemic hit, she reached out to nonprofits to see what they needed. Food and blood were top priorities. She collected hundreds of snack packs for kids who need food on the weekends when the school system wasn’t able to provide. Then, she began organizing a blood drive. She is a woman of action and will do whatever it takes — able to do more, give more, and live a bigger life, all by staying in balance.



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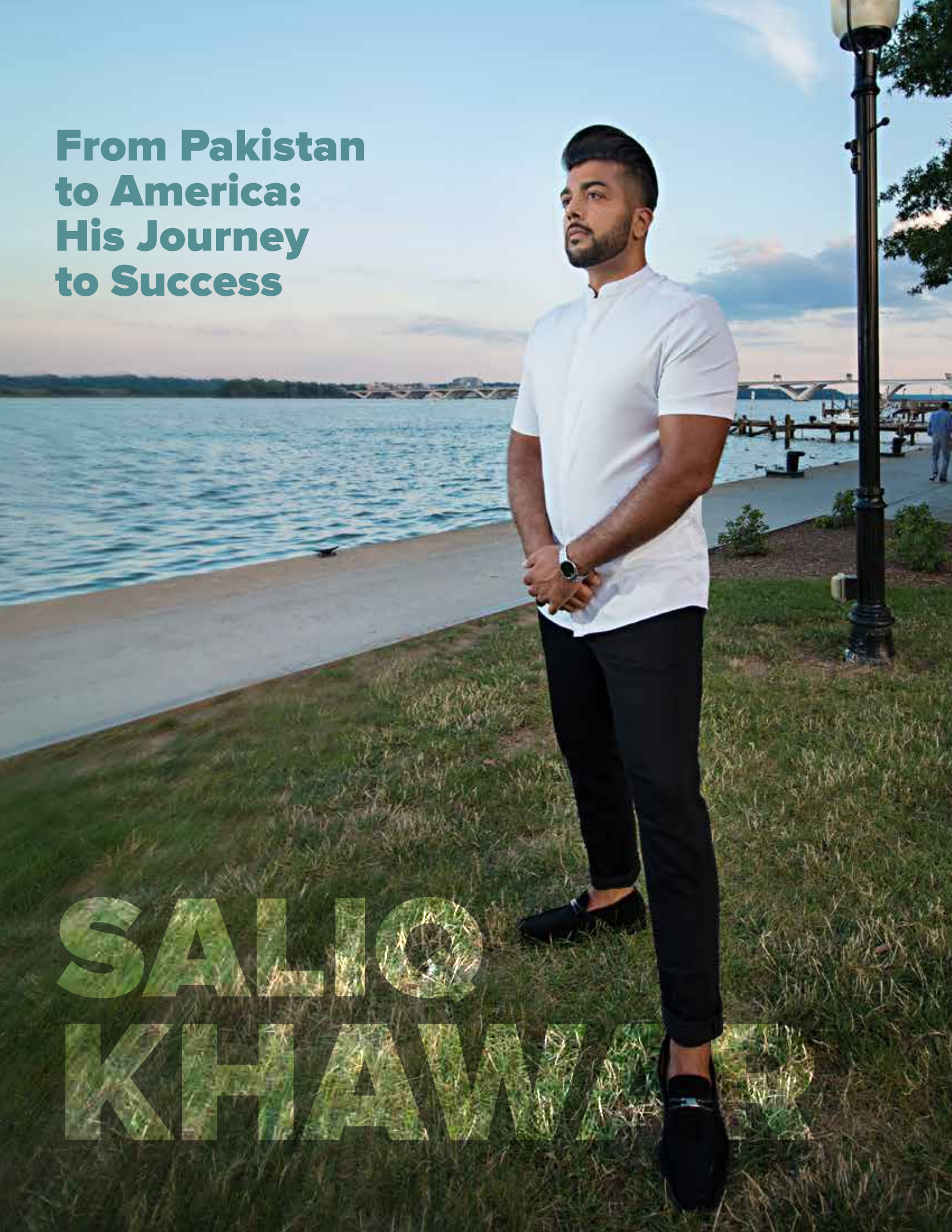
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# From Pakistan to America: His Journey to Success

SALIQ  
KHAWAR



► rising star  
By Zachary Cohen  
Photos by Ryan Corvello Photography

*“Impossible is nothing.”  
—Muhammad Ali*

As a first-generation Pakistani-American, Saliq Khawar and his family moved around — a lot — in an effort to build a stable life in America.

“I have called three different states and eight different cities my home and attended over eight different schools,” Saliq remembers. “We moved around a lot to different relatives, attempting to build a new life here.”

In those early years, Saliq grew to deeply dislike the constant moves. He remembers the struggle to maintain friendships and fit in socially. Yet, as he looks back on his childhood, he recognizes how it shaped him into the outgoing, optimistic man he is today.

“I have no problem initiating a conversation with a complete stranger. You can throw me in a room with anybody and I can connect,” Saliq says. “What makes me unique is my diverse background, which gives me the ability to adapt to various crowds.”

Saliq’s mother worked two jobs as a single mom to raise him. This instilled a deep respect for the hard work it takes to achieve success and stability.

These early experiences have come to support Saliq’s professional life. His outgoing personality, in tandem with a refusal to give up, has led him to tremendous success.

...

Rising Star Saliq Khawar has sold over 100 homes in a year and has been recognized as a *REALTOR® Magazine* 30 Under 30 agent.





“I seem to get asked a lot what motivates me to work so hard and refuse to give up. To me, it’s a simple answer. In the time I have spent on this planet, I have seen and been through a lot by an early age — whether it’s being held at gunpoint as a child in Pakistan by robbers in broad daylight in the middle of the street, not having the means to have breakfast every morning, cramming in with my whole family in a one-bedroom, seeing my mom sleeping in a car in between jobs, causing her health problems, or not having a father around for most of my life.”

As Saliq stepped into the working world, he accepted a job in the investment property division for Van Metre. He excelled in property management and leasing for six years before leveraging his skill set and giving real estate sales a shot.

In the past six years, Saliq has achieved great success in real estate. He has sold over 100 homes in one year, is a member of the NVAR Multi-Million Dollar Sales Club, and has been recognized as a *REALTOR® Magazine* “30 Under 30” agent. But perhaps his greatest achievement is the balance he has achieved between work and personal time.

Saliq and his wife, Emerald, will be welcoming their first child into the world this month.

“Success, to me, is being able to live comfortably in my daily life and providing for my wife and my future child,” Saliq says. “I used to prioritize business and cancel any personal commitments that seemed unimportant. Now, once family time is scheduled and on the calendar, it’s treated with the mindset of a business appointment, and I commit to it.”

As he prepares for his daughter to enter into the world, Saliq is ever-grateful for the life he lives here in

Virginia, as well as the opportunity to achieve success through real estate.

“Growing up in Pakistan, it is often difficult, if not impossible, for an average person to purchase a home in his lifetime. We were one of those families who simply were not able to afford the luxury of homeownership. My father, however, had bigger dreams for us and did manage to save up some money to send our family to America. Upon coming to the U.S. at the age of 12, it didn’t take long before I realized the significant difference between the U.S. and Pakistan.”

Here in America, Saliq has been afforded the opportunity to step beyond the bounds of his family’s previous financial situation and create abundance in his life. He’s been given the opportunity to achieve success on his own terms.

“I am living proof that hard work and persistence rewards you with personal and economic advancement. Where I come from, your path in life was limited by who your father was and what religious and political affiliations you had. Here, you can truly be whoever you choose to be.”



Saliq Khawar and his wife Emerald are expecting their first child this month.





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## AGENTS AND PARTNERS GIVING BACK

As Fred Rogers famously said, "When I was a boy and I would see scary things in the news, my mother would say to me, 'Look for the helpers. You will always find people who are helping.'"

In times of great adversity, the human spirit inevitably shines through. The coronavirus pandemic is no exception. We have seen people from all walks of life step up to the plate and give of themselves, their time, their efforts, and their resources to help others in need. Whether from organizing blood drives to delivering groceries to hand-making face masks and other PPE...these Helpers have come to the rescue and have been an inspiration to us all.

The Helpers can be found everywhere. We are so proud to share a few of the inspiring stories of selfless giving demonstrated by agents and valued partners in the NOVA and DC Metro Real Producers communities.

Thank you, thank you! We are so grateful for you and all you do! You are amazing!

...



# FIRST WASHINGTON MORTGAGE



## CHANIN WISLER

First Washington Mortgage

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

**Who participated?**  
Andy Detweiler and Katie Ostrowski (Realtors® with Rockville Real Estate Exchange) and I planned two food drives.

**Whose idea was it?**  
Mine.

**Did you work with an outside organization? If so, which one and how?**  
We donated at the Nourish Now food bank in Rockville.

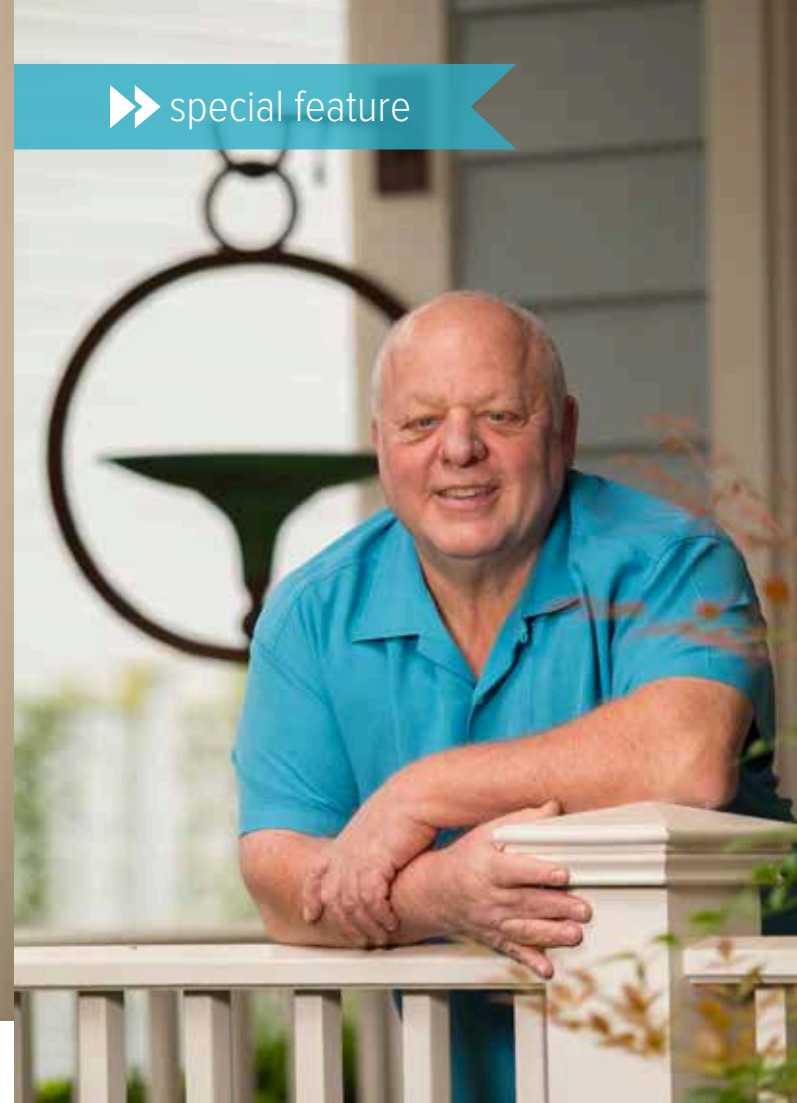
**How did your efforts help others?**  
We were able to donate over 1,100 pounds of food and \$300 in cash

from one neighborhood, Rockshire, in Rockville, and over 800 pounds from College Gardens, in Rockville.

**How did the experience help you or your team grow while helping?**  
It showed a genuine concern for our community, as a whole, and felt good to give back. Both Andy and I had our kids help, too.

**What is the biggest lesson you've learned over the past four months?**  
Just keep pushing through, no matter what...things may be uncertain, things may not be ideal, but you have to keep going, keep innovating, keep thinking of a better way to do things and serve people.

**Is there anything the *Real Producers* community could provide or do to help in your efforts?**  
Maybe advertise future events, allow us to post on the FB page so maybe more can participate if they wanted to.



## JEREMY LICHTENSTEIN

RE/MAX Realty Services

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

With the restrictions put in place due to the COVID-19 pandemic, my non-profit organization — Kids In Need Distributors (KIND), which started in 2012 — was unable to execute our regular business model of delivering food to our participating schools for kids to have on the weekends. We began delivering grocery store gift cards to the school so that kids on the FARM program still had some means of access to food. This alternative strategy was met with resounding approval from our school contacts and the families we support.

**Whose idea was it?**

KIND discussed this idea among our Board of Directors and then proposed the idea to the County for approval.

**Did you work with an outside organization? If so, which one and how?**

KIND did not work with an outside organization, but we did work for Montgomery County DHHS to clarify and get approval to implement this alternative strategy.



**How did your efforts help others?**

Over the last two and a half months of the school year, KIND purchased and delivered \$40,000 worth of gift cards to our partnering schools, which were then distributed to the kids who normally received the weekend bags of food from KIND. In this manner, KIND was still able to ensure that Montgomery County's neediest kids still had access to the food they needed.

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

The entire pandemic has certainly helped me feel more fortunate about my own situation and kindled an even deeper desire to do whatever I can to help those who are less fortunate.

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

Even during a pandemic/lockdown, the problems and dangers of food insecurity do not go away. If anything, they become more acute, and the ability to adapt to sudden obstacles and restrictions becomes paramount.

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

KIND's ability to continue to purchase the gift cards we provide to the kids in Montgomery County on the FARM program continues to depend on the support of the community. Please visit our website — [www.KINDinMD.org](http://www.KINDinMD.org) — and donate whatever you can. Every little bit helps! We are looking forward to being able to resume our normal model of delivering food, hopefully, this fall.







# NATALIE ROY & GABRIEL DEUKMAJI



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

**Who participated?**

We created a campaign we called FrontYards2FrontLines.com in March to raise money to buy meals and supplies for frontline workers during the pandemic and purchase the food from locally owned restaurants to help them too. The idea was to give a lifeline to the restaurants while also showing appreciation to those on the front lines during the quarantine.

As we were contacting the hospitals' administration teams, we kept getting

told about how many other wonderful organizations were coordinating meal deliveries for the staff, which is when we asked the head of Philanthropy for the INOVA Charitable Foundation, Nick Daly, what they really needed the most help with. He told us that they had a tremendous need for their Emergency Fund. As the husband of a nurse, I noted the importance of negative pressure isolation rooms for the treatment of infectious patients as something that we could really sink our teeth into. INOVA needed to convert more than 133 rooms across the system at a cost of \$10K-\$17K each. We put our efforts into raising

money to help fund some of those room conversions.

The Culture Committees of KW Metro Center in Arlington, Alexandria, and Tysons participated, along with many of the agents and their clients. We raised over \$50K with the help of our clients, agents, vendor sponsors, and a significant matching donation of \$15K for our Negative Pressure Room Conversion Campaign. On July 1, we donated \$30K to the INOVA Emergency Preparedness Fund.

—Gabriel Deukmaji

KW Metro Center



**Whose idea was it?**

The KW Culture Committees and several agents, including Bill Hoen, Gabriel Deukmaji, and Christine Sennott.

—Natalie Roy

**Did you work with an outside organization? If so, which one and how?**

We partnered with New Hope Housing so that all donations to the campaign would be fully deductible. This also allowed us to contribute to the critical work that New Hope Housing was doing to end homelessness during the pandemic. Our Matching Sponsor is the Guagenti Family Foundation and VAE Technology. Our vendor sponsors include McLean Mortgage, Universal Title, MBH Title, ATG Title, and JB Kirkland Design.

—Gabriel Deukmaji

**How did your efforts help others?**

KW Metro Center and New Hope Housing's FrontYards2FrontLines



project has fed over 1,000 frontline workers and provided thousands of masks to nursing facilities, hospitals, senior centers and service groups across the DMV. Since our campaign started just one month ago, we've raised over \$40,000 to feed and supply frontline workers. Some of the organizations and groups we have provided meals to follow below:

- Inova Alexandria Hospital
- Inova Fairfax Hospital
- Virginia Hospital Center Arlington
- Medstar Georgetown

- Medstar Washington Hospital Center
- Sibley Hospital
- George Washington Hospital
- Holy Cross Hospital
- Alexandria Fire and EMS
- Arlington Fire and EMS
- Vienna Fire and EMS
- Vienna Police
- US Postal Service
- Falls Church Police
- Falls Church Sanitation





Celebrating the success of KW Metro Center's and New Hope Housing's "FrontYards2FrontLines" campaign on the steps of the George Washington Masonic Temple.

The second part of the campaign involved raising \$30K to benefit the Inova Emergency Fund to pay for the conversion of negative-pressure rooms for the treatment of COVID-19 and infectious patients. These critically needed rooms help to keep patients and staff safer by controlling the spread of airborne diseases. [www.facebook.com/frontyards2frontlines](https://www.facebook.com/frontyards2frontlines)

—Natalie Roy

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

It was an incredibly bonding effort for our market center. These are challenging times, and the pandemic is uncharted for all of us. It was a great opportunity for our market center to give back, right here in our community.

—Natalie Roy

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

Never underestimate the impact a small group of people can have to change the community for the better. People want to help each other and if you connect the good inside of them with a cause that's doing good and a way to make an impact, they will step up to the plate and you'll be overwhelmed by their generosity.

—Gabriel Deukmaji





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## TOP 200 STANDINGS

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	152.5	\$99,837,120	298	\$195,511,600	450.5	\$295,348,736
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	294	\$147,133,056	180	\$84,283,664	474	\$231,416,720
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	199	\$103,737,312	51	\$30,634,248	250	\$134,371,564
4	Debbie J Dogrul	Long & Foster Real Estate, Inc.	114	\$71,002,624	84	\$49,152,276	198	\$120,154,896
5	Sue S Goodhart	Compass	44	\$40,144,840	55	\$47,815,368	99	\$87,960,208
6	Phyllis G Patterson	TTR Sotheby's International Realty	40.5	\$40,443,000	31	\$28,305,740	71.5	\$68,748,736
7	Janet A Callander	Weichert, REALTORS	42	\$44,456,248	15	\$15,617,500	57	\$60,073,748
8	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	26	\$30,998,608	21.5	\$22,952,500	47.5	\$53,951,108
9	Martin K Alloy	SMC Real Estate Corp.	81	\$39,101,692	29	\$12,818,432	110	\$51,920,124
10	Khalil Alexander El-Ghoul	Glass House Real Estate	43	\$29,808,990	24.5	\$19,660,464	67.5	\$49,469,452
11	Christopher Craddock	Keller Williams Realty	81	\$26,462,010	53	\$22,842,428	134	\$49,304,436
12	Bruce A Tyburski	RE/MAX Executives	33	\$21,989,084	37	\$26,017,456	70	\$48,006,540
13	Cynthia Schneider	Long & Foster Real Estate, Inc.	43.5	\$21,975,412	41.5	\$25,972,140	85	\$47,947,552
14	Jennifer L Walker	McEneaney Associates, Inc.	37	\$27,533,852	25	\$19,872,200	62	\$47,406,052
15	Jean K Garrell	Keller Williams Realty	42	\$32,147,900	20	\$12,555,240	62	\$44,703,140
16	Casey C Samson	Samson Properties	37.5	\$31,221,950	13	\$11,628,200	50.5	\$42,850,152
17	Scott A MacDonald	RE/MAX Gateway	64	\$38,962,974	5	\$3,295,250	69	\$42,258,224
18	Laura C Mensing	Long & Foster Real Estate, Inc.	24	\$25,944,500	16	\$14,225,505	40	\$40,170,004
19	Lenwood A Johnson	Keller Williams Realty	52	\$21,683,670	45.5	\$17,343,668	97.5	\$39,027,336
20	Michael I Putnam	RE/MAX Executives	46	\$21,562,264	36	\$17,255,764	82	\$38,818,032
21	James W Nellis II	Keller Williams Fairfax Gateway	38	\$19,558,880	36.5	\$18,949,016	74.5	\$38,507,896
22	Erin K Jones	KW Metro Center	29	\$15,630,192	46	\$21,704,540	75	\$37,334,732
23	Kay Houghton	KW Metro Center	34	\$16,382,101	36	\$19,614,250	70	\$35,996,352
24	Paul Thistle	Take 2 Real Estate LLC	33	\$19,734,650	24	\$15,796,615	57	\$35,531,264
25	Nikki Lagouros	Property Collective	24	\$9,527,200	54	\$24,936,966	78	\$34,464,168
26	Janet Pearson	Pearson Smith Realty, LLC	60	\$33,861,024	0	\$0	60	\$33,861,024
27	Damon A Nicholas	Coldwell Banker Residential Brokerage	35	\$22,500,000	20	\$10,980,500	55	\$33,480,500
28	Daan De Raedt	Property Collective	37	\$18,960,649	22	\$14,347,156	59	\$33,307,806
29	Tom Francis	Keller Williams Realty	15	\$26,758,070	4	\$6,265,170	19	\$33,023,240
30	Carla C Brown	Toll Brothers Real Estate Inc.	55.5	\$32,866,700	0	\$0	55.5	\$32,866,700
31	Deyi S Awadallah	D.S.A. Properties & Investments LLC	63	\$32,112,468	1	\$619,450	64	\$32,731,918
32	Anthony H Lam	Redfin Corporation	12	\$7,129,000	37	\$25,061,300	49	\$32,190,300
33	Karen E Close	Century 21 New Millennium	16	\$19,588,500	8	\$11,980,400	24	\$31,568,900
34	Akshay Bhatnagar	Virginia Select Homes, LLC.	8	\$4,925,700	44	\$26,336,952	52	\$31,262,652
35	Melissa A Larson	KW Metro Center	15.5	\$23,380,520	5	\$7,758,550	20.5	\$31,139,070

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# TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Patricia E Stack	Weichert, REALTORS	26	\$23,692,500	7	\$6,470,780	33	\$30,163,280
37	Lilian Jorgenson	Long & Foster Real Estate, Inc.	18	\$26,809,000	3	\$3,143,001	21	\$29,952,000
38	Eli Tucker	RLAH Real Estate	12.5	\$10,246,100	19	\$18,704,600	31.5	\$28,950,700
39	Eve M Weber	Long & Foster Real Estate, Inc.	26	\$17,813,796	18	\$10,977,801	44	\$28,791,598
40	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	18	\$17,556,616	10	\$10,108,000	28	\$27,664,616
41	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	7	\$3,894,085	38	\$23,016,538	45	\$26,910,624
42	Timothy D Pierson	Keller Williams Realty Falls Church	13.5	\$8,157,801	28	\$18,627,000	41.5	\$26,784,802
43	Raymond A Gernhart	RE/MAX Executives	16.5	\$10,133,590	27.5	\$16,605,920	44	\$26,739,510
44	Bichlan N DeCaro	EXP Realty, LLC.	8.5	\$8,139,000	25.5	\$18,310,300	34	\$26,449,300
45	Kimberly A Spear	Keller Williams Realty	19	\$10,638,976	30	\$15,456,621	49	\$26,095,596
46	Gitte Long	Redfin Corporation	29	\$15,767,033	13	\$9,973,300	42	\$25,740,332
47	Roy Kohn	Redfin Corporation	37	\$24,211,218	1	\$1,355,000	38	\$25,566,218
48	Irina Babb	RE/MAX Allegiance	36	\$19,741,832	10	\$5,805,000	46	\$25,546,832
49	Rheema H Ziaadeh	Redfin Corporation	43.5	\$22,401,200	5	\$2,925,000	48.5	\$25,326,200
50	Victoria(Tori) McKinney	KW Metro Center	17.5	\$17,759,944	8.5	\$7,424,960	26	\$25,184,904
51	Jennifer H Thornett	Washington Fine Properties, LLC	6	\$13,661,185	3.5	\$11,369,600	9.5	\$25,030,784
52	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	54	\$24,094,000	1	\$850,000	55	\$24,944,000
53	Brian D MacMahon	Redfin Corporation	13	\$6,321,400	29	\$18,441,700	42	\$24,763,100

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Lisa Dubois-Headley	RE/MAX West End	19.5	\$16,639,400	11	\$8,090,700	30.5	\$24,730,100
55	Wes W Stearns	M. O. Wilson Properties	35	\$17,064,750	13	\$7,074,900	48	\$24,139,650
56	Christopher J White	Long & Foster Real Estate, Inc.	26	\$19,276,300	5	\$4,760,000	31	\$24,036,300
57	Christina M O'Donnell	RE/MAX West End	10	\$9,134,500	18	\$14,576,240	28	\$23,710,740
58	Megan Buckley Fass	FASS Results, LLC.	13.5	\$12,055,655	14	\$11,588,500	27.5	\$23,644,156
59	Laura R Schwartz	McEneaney Associates, Inc.	9	\$9,301,875	12	\$14,223,595	21	\$23,525,470
60	Barbara G Beckwith	McEneaney Associates, Inc.	11	\$14,380,600	5	\$8,655,600	16	\$23,036,200
61	Ashley C Leigh	Linton Hall Realtors	38	\$17,746,200	8	\$5,267,500	46	\$23,013,700
62	Steven C Wydler	Compass	10.5	\$12,235,000	6	\$10,760,900	16.5	\$22,995,900
63	Katie E Wethman	Keller Williams Realty	7.5	\$5,230,900	22	\$17,703,032	29.5	\$22,933,932
64	Ryan Rice	Keller Williams Capital Properties	20	\$9,493,000	23	\$13,407,000	43	\$22,900,000
65	Elizabeth A Twigg	McEneaney Associates, Inc.	14	\$17,929,000	3	\$4,697,000	17	\$22,626,000
66	Jillian Keck Hogan	McEneaney Associates, Inc.	8.5	\$5,718,000	22.5	\$16,627,500	31	\$22,345,500
67	Dinh D Pham	Fairfax Realty Select	13	\$7,237,400	26	\$15,073,838	39	\$22,311,238
68	Dina R Gorrell	Redfin Corporation	37	\$20,719,400	2	\$1,540,000	39	\$22,259,400
69	Kevin E LaRue	Century 21 Redwood Realty	24	\$14,722,780	10	\$7,396,990	34	\$22,119,770
70	Branden L Woodbury	Redfin Corporation	45	\$17,804,696	10	\$4,175,200	55	\$21,979,896
71	Lisa E Thompson	Hunt Country Sotheby's International Realty	15	\$18,795,498	2	\$2,980,500	17	\$21,775,998
72	Carolyn A Capalbo	Long & Foster Real Estate, Inc.	26	\$13,999,080	14	\$7,650,300	40	\$21,649,380
73	Patricia Ammann	Redfin Corporation	10.5	\$5,875,012	23	\$15,627,000	33.5	\$21,502,012
74	Elizabeth L Kovalak	Keller Williams Realty	12	\$6,495,000	21	\$14,815,000	33	\$21,310,000
75	Diane U Freeman	Redfin Corporation	4	\$1,921,001	33	\$18,962,900	37	\$20,883,900
76	Kristina S Walker	Keller Williams Realty Falls Church	12	\$7,300,500	20.5	\$13,488,100	32.5	\$20,788,600
77	Albert D Pasquali	Redfin Corporation	4	\$1,694,800	35	\$19,080,684	39	\$20,775,484
78	Candee Currie	Redfin Corporation	30.5	\$20,652,900	0	\$0	30.5	\$20,652,900
79	Margaret J Czapiewski	Keller Williams Realty	27.5	\$12,890,400	15.5	\$7,602,450	43	\$20,492,848
80	Jacob Smith Hamilton	Compass	18	\$11,128,900	16	\$9,353,300	34	\$20,482,200
81	Lisa T Smith	Pearson Smith Realty, LLC	18	\$13,320,100	12	\$7,159,780	30	\$20,479,880
82	Kendell A Walker	Redfin Corporation	13	\$6,675,000	25	\$13,736,880	38	\$20,411,880
83	Natalie Wiggins	Redfin Corporation	35.5	\$17,552,040	4	\$2,513,000	39.5	\$20,065,040
84	Joan M Reimann	McEneaney Associates, Inc.	12.5	\$9,825,408	15	\$10,217,216	27.5	\$20,042,624
85	Anna Vidal	Keller Williams Realty	18	\$7,917,395	29	\$12,100,070	47	\$20,017,464
86	Robert T Ferguson Jr.	RE/MAX Allegiance	20	\$14,280,300	9	\$5,698,500	29	\$19,978,800

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# TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Paramjit K Bhamrah	Redfin Corporation	32.5	\$18,084,700	2	\$1,805,000	34.5	\$19,889,700
88	Marianne K Prendergast	Washington Fine Properties, LLC	11	\$13,387,250	5.5	\$6,429,800	16.5	\$19,817,050
89	Cathy V Pongmalai	Frankly Real Estate Inc	18	\$11,287,014	14	\$8,487,800	32	\$19,774,814
90	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	5	\$4,235,000	5	\$15,300,000	10	\$19,535,000
91	Ruth M Cotter	Redfin Corporation	41	\$19,516,750	0	\$0	41	\$19,516,750
92	Andrea M Hayes	Living Realty, LLC.	19	\$9,872,498	15.5	\$9,461,932	34.5	\$19,334,430
93	Heather E Heppe	RE/MAX Select Properties	17	\$13,608,510	8	\$5,659,833	25	\$19,268,344
94	Daniel MacDonald	TTR Sotheby's International Realty	18	\$16,788,650	4	\$2,472,400	22	\$19,261,050
95	Ana Lucia Ron	ANR Realty, LLC	66	\$19,199,600	0	\$0	66	\$19,199,600
96	Denean N Lee Jones	Redfin Corporation	6	\$3,171,650	30	\$16,016,920	36	\$19,188,570
97	Debra Meighan	Washington Fine Properties, LLC	6.5	\$11,947,000	8	\$7,235,500	14.5	\$19,182,500
98	Ruth W Boyer O'Dea	TTR Sotheby's International Realty	8	\$9,049,000	6	\$10,025,000	14	\$19,074,000
99	Abuzar Waleed	RE/MAX Executives LLC	21.5	\$9,971,200	23.5	\$9,026,387	45	\$18,997,588
100	David L Smith	Coldwell Banker Residential Brokerage	2.5	\$1,244,500	29.5	\$17,719,500	32	\$18,964,000
101	Karen A Briscoe	Keller Williams Realty	13.5	\$16,099,250	5	\$2,789,527	18.5	\$18,888,776
102	Elizabeth W Conroy	Keller Williams Realty	12	\$13,758,250	5	\$4,970,000	17	\$18,728,250
103	Patricia Fales	RE/MAX Allegiance	16.5	\$12,840,150	9	\$5,818,053	25.5	\$18,658,202
104	Debbie P Kent	Cottage Street Realty LLC	34	\$17,798,200	2	\$810,501	36	\$18,608,700
105	Elizabeth Kline	RE/MAX 100	18.5	\$12,519,255	11.5	\$5,964,530	30	\$18,483,784
106	Josh Dukes	KW Metro Center	15	\$6,209,100	26	\$12,259,950	41	\$18,469,050
107	Jill Judge	Keller Williams Realty	8.5	\$4,420,100	27	\$14,035,600	35.5	\$18,455,700
108	Lauren A Bishop	McEneaney Associates, Inc.	5	\$6,208,800	9	\$12,227,200	14	\$18,436,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
109	Kevin J Carter	RE/MAX Select Properties	12	\$6,981,100	19	\$11,420,255	31	\$18,401,355
110	Christine G Richardson	Weichert Company of Virginia	16	\$13,766,900	6	\$4,569,880	22	\$18,336,780
111	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	9.5	\$12,001,800	3	\$6,303,270	12.5	\$18,305,070
112	Katharine R Christofides	Century 21 New Millennium	7.5	\$3,565,000	26	\$14,632,697	33.5	\$18,197,696
113	Cheryl L Hanback	Redfin Corporation	0	\$0	32	\$18,176,900	32	\$18,176,900
114	Ashraf Morsi	Keller Williams Realty	19	\$12,993,112	7	\$5,036,000	26	\$18,029,112
115	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	20	\$14,565,845	6	\$3,315,700	26	\$17,881,544
116	Lauryn E Eadie	Keller Williams Realty	16.5	\$9,104,650	14	\$8,705,788	30.5	\$17,810,438
117	Danilo D Bogdanovic	Redfin Corporation	31	\$14,776,700	5	\$2,995,799	36	\$17,772,500
118	Ryan R Mills	Redfin Corporation	8	\$3,520,000	26.5	\$14,222,938	34.5	\$17,742,938
119	Thomas R Moffett Jr.	Redfin Corporation	23.5	\$13,025,150	7	\$4,664,100	30.5	\$17,689,250
120	Lyssa B Seward	TTR Sotheby's International Realty	11	\$7,164,500	11.5	\$10,458,338	22.5	\$17,622,838
121	William F Hoffman	Keller Williams Realty	9	\$9,528,000	9	\$8,087,680	18	\$17,615,680
122	William E Close	KW Metro Center	14	\$7,919,000	14	\$9,654,000	28	\$17,573,000
123	Dilyara Daminova	Samson Properties	6	\$2,548,400	39	\$14,900,790	45	\$17,449,190
124	Robyn B Bomar	Compass	12	\$9,699,700	10	\$7,745,500	22	\$17,445,200
125	Douglas Ackerson	Redfin Corporation	8.5	\$4,057,027	23	\$13,325,500	31.5	\$17,382,528

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# TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Sue G Smith	RE/MAX Premier	21	\$11,930,822	9	\$5,259,900	30	\$17,190,722
127	Mara D Gemond	Redfin Corporation	7	\$4,483,018	20	\$12,633,400	27	\$17,116,418
128	Cricket Bedford	Thomas & Talbot Real Estate	6.5	\$7,636,500	5	\$9,427,000	11.5	\$17,063,500
129	Marion Gordon	KW Metro Center	19.5	\$13,115,780	5	\$3,812,500	24.5	\$16,928,280
130	Benjamin D Heisler	Pearson Smith Realty, LLC	16	\$10,757,000	10	\$6,116,144	26	\$16,873,144
131	Micah A Corder	Washington Fine Properties, LLC	6	\$13,661,185	2.5	\$3,105,840	8.5	\$16,767,025
132	Matias Leiva	Keller Williams Chantilly Ventures LLC	12.5	\$7,127,150	15	\$9,607,000	27.5	\$16,734,150
133	Guy F Golan	Redfin Corporation	3	\$1,302,500	23	\$15,388,013	26	\$16,690,513
134	Brian J Gaverth	Redfin Corporation	26.5	\$14,826,445	3	\$1,852,100	29.5	\$16,678,545
135	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	6	\$2,782,000	24	\$13,727,258	30	\$16,509,258
136	Mercy F Lugo-Struthers	Casals, Realtors	4.5	\$1,509,000	37.5	\$14,982,100	42	\$16,491,100
137	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	13	\$5,901,000	22	\$10,443,900	35	\$16,344,900
138	Viktorija Piano	Keller Williams Realty	18	\$13,810,500	4	\$2,489,890	22	\$16,300,390
139	Aaron Podolsky	Compass	11	\$6,195,162	13	\$10,093,000	24	\$16,288,162
140	Tracy L Vitali	Coldwell Banker Residential Brokerage	14	\$8,744,400	12	\$7,493,300	26	\$16,237,700
141	Benjamin J Grouby	Redfin Corporation	26	\$14,859,665	1	\$1,315,000	27	\$16,174,665
142	Jeddie R Busch	Coldwell Banker Residential Brokerage	7	\$5,146,490	16	\$10,996,765	23	\$16,143,255
143	Vicky Z Noufal	Pearson Smith Realty, LLC	19	\$14,377,525	3	\$1,699,990	22	\$16,077,515
144	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	10.5	\$12,055,745	4	\$4,009,025	14.5	\$16,064,770
145	Linh T Aquino	Redfin Corporation	33	\$14,684,325	3	\$1,348,100	36	\$16,032,425

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
146	Kamal Parakh	Customer Realty LLC	12	\$6,316,245	13	\$9,698,500	25	\$16,014,745
147	Alexander J Bracke	Pearson Smith Realty, LLC	24.5	\$12,543,840	8	\$3,455,000	32.5	\$15,998,840
148	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	17	\$12,238,400	5	\$3,603,525	22	\$15,841,925
149	Tana M Keeffe	Long & Foster Real Estate, Inc.	8	\$9,035,900	7	\$6,771,900	15	\$15,807,800
150	Jason Cheperdak	Samson Properties	7	\$3,636,375	25.5	\$12,148,144	32.5	\$15,784,520
151	Nathan Daniel Johnson	Keller Williams Capital Properties	23.5	\$9,297,550	12.5	\$6,409,050	36	\$15,706,600
152	Jack D Work	RE/MAX Allegiance	10	\$8,026,500	8	\$7,583,500	18	\$15,610,000
153	William B Prendergast	Washington Fine Properties, LLC	6	\$7,847,250	6.5	\$7,760,000	12.5	\$15,607,250
154	Troy J Sponaugle	Samson Properties	6	\$3,136,308	19.5	\$12,434,130	25.5	\$15,570,438
155	Jon C Silvey	Pearson Smith Realty, LLC	15	\$10,699,000	7	\$4,837,760	22	\$15,536,760
156	Lizzie A Helmig	Keller Williams Realty	7	\$2,957,500	26	\$12,567,440	33	\$15,524,940
157	Diane V Lewis	Washington Fine Properties, LLC	10	\$11,040,500	3	\$4,427,370	13	\$15,467,870
158	Ahmad T Ayub	Redfin Corporation	7	\$3,694,500	22	\$11,765,300	29	\$15,459,800
159	Andrew J Biggers	Keller Williams Realty Falls Church	14	\$10,013,458	8	\$5,436,425	22	\$15,449,884
160	Heather Carlson	RE/MAX Allegiance	15	\$7,957,390	11	\$7,490,863	26	\$15,448,253
161	Sandra Shimono	Redfin Corporation	3	\$1,269,900	24	\$14,051,188	27	\$15,321,088
162	William R Davis	Century 21 New Millennium	16.5	\$11,780,718	4	\$3,485,000	20.5	\$15,265,718
163	Catherine B DeLoach	Long & Foster Real Estate, Inc.	13	\$9,197,040	6	\$6,050,000	19	\$15,247,040
164	Shahab Sariri	Redfin Corporation	24	\$13,908,646	3	\$1,324,912	27	\$15,233,558
165	Michael McConnell	Redfin Corporation	5.5	\$2,312,950	25	\$12,893,277	30.5	\$15,206,227
166	Gabriel Deukmaji	KW Metro Center	13	\$9,696,202	3	\$5,507,400	16	\$15,203,602
167	Peter J Braun Jr.	Long & Foster Real Estate, Inc.	17	\$9,670,338	8.5	\$5,529,895	25.5	\$15,200,232
168	Brian Siebel	Compass	3	\$2,508,000	14	\$12,684,650	17	\$15,192,650
169	Megan E Duke	Keller Williams Realty	8.5	\$6,854,400	10.5	\$8,307,100	19	\$15,161,500
170	Thomas E Luster	Century 21 New Millennium	35	\$15,099,600	0	\$0	35	\$15,099,600
171	Monique H Craft	Weichert, REALTORS	15.5	\$7,834,450	13.5	\$7,186,750	29	\$15,021,200
172	Kristen K Jones	McEneaney Associates, Inc.	5	\$5,585,000	8	\$9,357,905	13	\$14,942,905
173	Margaret C Richardson	Washington Fine Properties	4.5	\$6,753,275	7	\$8,170,499	11.5	\$14,923,774
174	Fouad Talout	Long & Foster Real Estate, Inc.	4.5	\$7,587,500	8	\$7,252,687	12.5	\$14,840,187
175	Jeremy G Browne	TTR Sotheby's International Realty	9	\$8,073,500	7.5	\$6,732,691	16.5	\$14,806,191
176	John E Grzejka	Pearson Smith Realty, LLC	15.5	\$10,557,350	6	\$4,224,000	21.5	\$14,781,350
177	William S Gaskins	Keller Williams Realty Falls Church	14	\$10,193,458	5	\$4,545,900	19	\$14,739,358
178	Abel Aquino	Redfin Corporation	27	\$12,110,600	5	\$2,555,000	32	\$14,665,600
179	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	17	\$7,519,700	14.5	\$7,116,450	31.5	\$14,636,150

**Disclaimer:** Information based on MLS closed data as of August 5, 2020, for residential sales from January 1, 2020, to July 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.

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# TOP 200 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Michelle Walker	Redfin Corporation	10	\$4,725,000	19	\$9,886,589	29	\$14,611,589
181	Joseph K Dao	Redfin Corporation	13	\$7,056,711	10	\$7,552,500	23	\$14,609,211
182	Christine R Garner	Weichert, REALTORS	12	\$11,292,850	4	\$3,309,000	16	\$14,601,850
183	Reid G Voss	Golston Real Estate Inc.	8	\$6,631,000	10	\$7,898,000	18	\$14,529,000
184	Julie A Zelaska	Smith & Schnider LLC	5	\$7,035,000	4	\$7,470,000	9	\$14,505,000
185	Natalie H McArtor	Long & Foster Real Estate, Inc.	18	\$8,934,427	11	\$5,562,327	29	\$14,496,754
186	Michael C Rush	Long & Foster Real Estate, Inc.	15.5	\$8,021,000	7	\$6,475,578	22.5	\$14,496,578
187	Natalie Vaughan	Compass	7	\$6,264,900	8	\$8,217,145	15	\$14,482,045
188	Sam Nassar	Compass	8	\$3,216,000	17	\$11,236,840	25	\$14,452,840
189	Jessica S Richardson	Compass	7	\$5,473,000	10	\$8,950,400	17	\$14,423,400
190	Ryan C Clegg	Middleburg Real Estate LLC. Atoka Properties	18.5	\$11,571,500	5	\$2,838,900	23.5	\$14,410,400
191	Sridhar Vemuru	Aragami, LLC	5	\$2,543,300	17	\$11,852,310	22	\$14,395,610
192	Sarah Harrington	Long & Foster Real Estate, Inc.	9.5	\$7,953,579	9	\$6,438,500	18.5	\$14,392,078
193	Vladimir Dallenbach	TTR Sotheby's International Realty	4	\$2,885,000	15	\$11,476,667	19	\$14,361,667
194	Charlet H Shriner	RE/MAX Premier	13.5	\$7,880,508	9	\$6,454,900	22.5	\$14,335,408
195	Conor Sullivan	KW Metro Center	9	\$6,902,075	8	\$7,385,000	17	\$14,287,075
196	Joseph L Dettor	Keller Williams Fairfax Gateway	18	\$9,851,645	8	\$4,383,900	26	\$14,235,545
197	Jason Quimby	KW Metro Center	12	\$10,573,200	4	\$3,482,775	16	\$14,055,975
198	Yony Kifle	KW Metro Center	4	\$1,534,000	29	\$12,498,880	33	\$14,032,880
199	Blake Davenport	Long & Foster Real Estate, Inc.	0	\$0	23	\$14,031,995	23	\$14,031,995
200	Leslie L Carpenter	Keller Williams Realty	13	\$8,755,000	8	\$5,270,000	21	\$14,025,000

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Loan Consultant

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**Steven Linane**

Loan Consultant

NMLS #1032627

(571) 250-9897 cell

(703) 537-2367 office

slinane@loanDepot.com

www.loanDepot.com/slinane



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