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TABLE OF CONTENTS



06

Index of Preferred Partners



15

Special Events: Save the Dates!



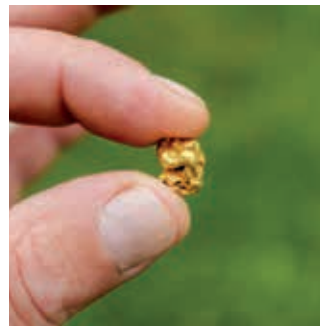
16

Marketing Matters: Compete with Agents in Your Farm



20

Legal Hotline: What Does My Ex Have to Do with It?



23

Golden Nuggets: Words of Wisdom from Our Features



24

Partner Spotlight: Katherine Dudley, Scalable RES



30

Agent Spotlight: Lauren Heisey



36

Agent Spotlight: Dan Rochon



42

Partner Spotlight: Joey Donofrio, Donofrio & Associates



46

Cover Story: Megan Fass



52

Words by Wade: What Your Real Estate Marketing Plan Is Missing



55

Top 250 Standings

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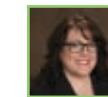
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2020

BY THE NUMBERS

HERE'S WHAT NORTHERN VA'S TOP 500 AGENTS SOLD...

24,386
TOTAL TRANSACTIONS

\$15,870,817,859
SALES VOLUME

13,048 LISTING SIDE
TRANSACTIONS

11,338 BUYING SIDE
TRANSACTIONS

\$31,745,635
AVERAGE
SALES VOLUME
PER AGENT

48.77
AVERAGE
TRANSACTIONS
PER AGENT

Information is based on residential sales in 2020 in Virginia, Maryland, and Washington, D.C., by agents licensed in Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County.

A NOTE FROM THE PUBLISHER

Dear NOVA Real Producers,

Spring is here and we cannot wait to gather our tribe in person in safe ways with outdoor events. That said, our *Digital Mini Mastermind* on Low Inventory in February was impactful, with insights shared and progress made. Thank you to all who participated. The April event is coming up very soon on April 15th. We are looking forward to seeing you!

Here at *NOVA Real Producers*, we only continue to step up our game so get ready to attend some amazing events over the next year. For those of you who are already anticipating what's next – mark your calendars and save the dates for May 19th, June 16th, and July 22nd!

There are lots of new faces in our Top 500 this year! For those of you who have made it to the top and are receiving the publication for the first time – CONGRATULATIONS on becoming a Real Producer! If you want access to some of our exclusive tools and digital publications, download our App *DigaPub* from Apple or Google Play. Also, check out our YouTube Channel “Kristin Brindley.”

Take a look at our mission and who we are!

Our Mission:

Is to connect, elevate, and inspire industry professionals, such as yourselves, within Northern Virginia. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top 500 out of close to 20,000 REALTORS® in our area.

Who We Are:

We are the local, pro-REALTOR® publication and relationship platform, covering our local Real Estate top performers. We accomplish this by providing top REALTOR® content in the publication monthly, exclusive quarterly events, and our social media private group.

We give voice to our Real Producers' stories, and your stories of success leave clues for our entire community. Our in-person quarterly events offer our Real Producers an opportunity to meet each other in an ever-growing virtual world. Odds are, you have or will work with them, and be in multiple-offer situations. Relationships are key.

So, this publication is for you. We want your opinion! What topics and/

or columns would help you achieve your 2021 goals?

I also want to send a shout-out to our Real Producers who have been with us since the beginning! Your consistency, courage, and resilience are amazing. It has been incredible to learn and grow with you.

Finally, without our Preferred Partners, none of this would be possible! We are thankful for their participation and all they do for our community.

For more information about our publication, partners, and future events, check out www.NOVARealProducers.com, our private Facebook group, or email us at info@novarealproducers.com.

THANKS AGAIN!



Kristin Brindley

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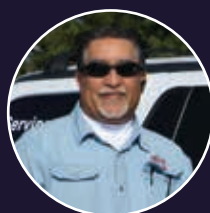
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- ★ Active on social media

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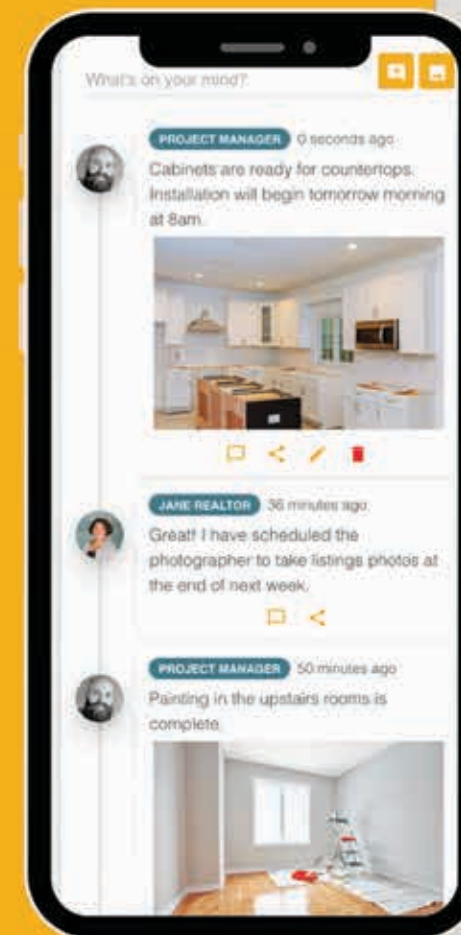
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NOVA REAL PRODUCERS EVENTS

Our Digital Masterminds Continue!

► special events

On February 18th, we held another amazing Digital Mastermind on Zoom. Our community truly engaged and participated!

Thank you to our fabulous panelists: **Jennifer Gunlicks Mack, Kat Massetti, Richard Yoon** and **Allen "AJ" Johnson** for sharing insights, tips, and solutions on the current, low-inventory market. A very special thank-you to our exclusive sponsor, **Wade Vander Molen, of Stewart Title.**



SAVE THE DATES

We can't wait to get our community together again!

Keep an eye on your inbox for your exclusive invitations to our **Upcoming Special Events:**

- MAY 20th
- JUNE 17th
- JULY 21st

For more information about NOVA Real Producers events email events@novarealproducers.com.



► marketing matters

By Todd Lebowitz

Compete with Agents in Your Farm

The real estate industry has always been competitive. Staying at the top of your game in your farm can be tricky, especially when you're competing with other agents.

Here are 5 tips on how to stay successful while competing with other agents in your farm.

1. Analyze the competition.

To better compete with the agents in your farm, do some research! Check out the social profiles of your competitors, and look at their websites. Familiarize yourself with who they are, how they work, their specialty, and how they connect with their clients. The more you understand what they do, the better you will know how they connect with their community. You will also be able to see if there is a need that isn't met in the area.

2. Fill a niche.

If you've discovered an open niche in an area, consider filling it! This niche could be to help first-time homebuyers or it could be more regular

communications with potential clients. If there's an open niche, it might bring in more clients than an already-filled niche would.

3. Connect with the community.

Once you've selected a niche, introduce yourself to your farm and your potential clients. Send out postcards or brochures with your information.

4. Always keep learning.

You can always learn more about the industry you work in. The more you know, the better prepared you will be to help your clients. Make sure you are up-to-date on all of your Continuing Education (CE) courses, and look for other experts in the real

estate industry for seminars and coaching. I would also suggest taking an online course on social media marketing.

Another great way to keep learning is by networking with other agents in the industry. Look into joining Facebook and LinkedIn groups to stay up-to-date about best practices.

5. Show off your expertise.

The most important thing to do is make sure your name is out there to give yourself a competitive advantage. Send out postcards or brochures with your information and be sure to keep your social media profiles up to date. Share photos of homes you've sold, and share updates with your clients on your website or LinkedIn account. Ensure your information is easily accessible, so when people look for an agent, your name will be the one they find.



With more than 25 years of experience, Todd Lebowitz is CEO and Owner at My Marketing Matters, which he runs with his business partner Ram Devaguptapu. Together, they have

grown the company to be a recognized leader in real estate marketing with more than 20,000 clients locally, regionally and nationwide.

ABOUT MY MARKETING MATTERS

Since 1982, My Marketing Matters (MMM) has helped clients create and implement effective marketing solutions to reach their business goals. MMM is a full-service real estate marketing firm located in Gaithersburg, MD, with clients across the Mid-Atlantic region and nationally. MMM has grown to be a leading marketing vendor offering innovative print products and custom, on-demand marketing materials through our design portal. Learn more at www.mymarketingmatters.com.



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» legal hotline
By Colleen Sweeney, Esq.

What Does My **EX** Have to Do with It?

At your first meeting for a potential listing, you are met by only one individual. Prior to the appointment, you completed your due diligence and determined the tax records reflect two owners. Therefore, you inquire about the second individual on the Deed. You are told, "That is my ex, but I own the property." Real estate agents routinely need guidance on how to remedy these types of issues and should seek to partner with settlement attorneys to assist their clients in addressing matters early in the process to ensure a smooth and timely settlement.

If you find yourself in this situation, it is important to gather some information. Knowing which questions to ask inspires confidence with the client and allows for a path to a solution to be found.

First, when a property "owner" believes they were given title to a property in a divorce, it is important to gather the pertinent facts. To do so, ascertain where the parties are in the divorce process. If the parties are already divorced, the Final Order of Divorce will be the first document that will most likely provide answers. In Virginia, when a party seeks a divorce, their property is divided in one of two ways: 1) an agreement between spouses, or 2) an equitable distribution hearing. In most cases, the parties will agree to a division of their property in a contract often referred to as a Marital Settlement Agreement (MSA). These agreements range from highly complex documents prepared by attorneys to simple forms filled in by the parties. The disposition of real estate can be addressed in one or more paragraphs, so it is important to consider all aspects of the MSA. Obtaining a copy of the parties' agreement and Final Order of Divorce will allow for a plan to be developed to remedy the title issue.

Second, it is important to understand that the terms of an MSA may state that one spouse conveys an interest in a piece of property to their spouse; however, the contractual language alone does not establish a change in ownership. A deed must be signed by both owners for it to have the intended legal effect. Domestic Relations attorneys often draft the MSA to require the spouse sign a Quit Claim Deed; however, it is not uncommon for this step in the process to be inadvertently missed. This creates a problem

for the spouse that believes they are the sole owner.

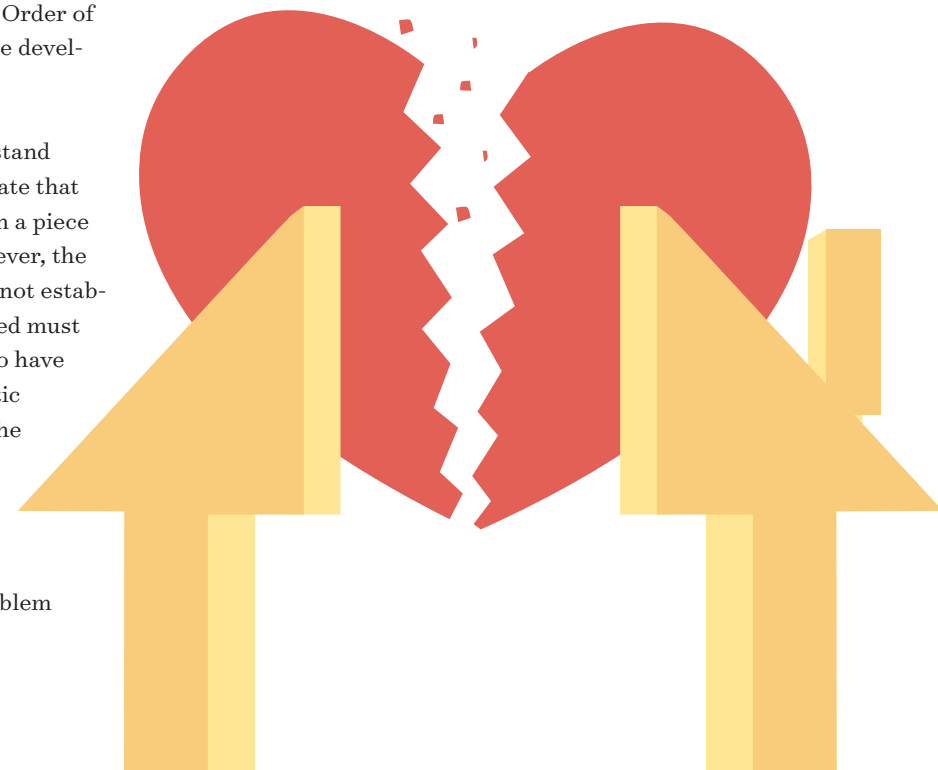
Third, it is important to assure your client that the issue can and will be resolved. By partnering with a settlement attorney, you can ascertain what needs to be done to establish a clear title. Final Orders of Divorce and MSAs are legally binding documents; therefore, if the parties intended to convey ownership to one spouse, the transfer will occur. As the real estate agent, you must be cognizant of the fact that ensuring that this occurs may take time. It will also be helpful to encourage the client to reach out to their Domestic Relations attorney regarding the status of a deed. Some matters are easily resolved. For example, the attorney may have the deed in their possession but did not record it properly.

Reach out to a settlement attorney early in the process so they can provide you and your client with guidance to help remedy these types of matters. By identifying potential title issues, knowing which questions to ask, and working with an attorney, you can ensure a path to a smooth settlement.



Colleen Sweeney is currently a Settlement Attorney with MBH Settlement Group.

Colleen has 20-plus years of legal experience ranging from drafting complex contracts, representing clients in litigation, and conducting real estate closings. She is an active member of the legal community and a lifelong resident of Northern Virginia.



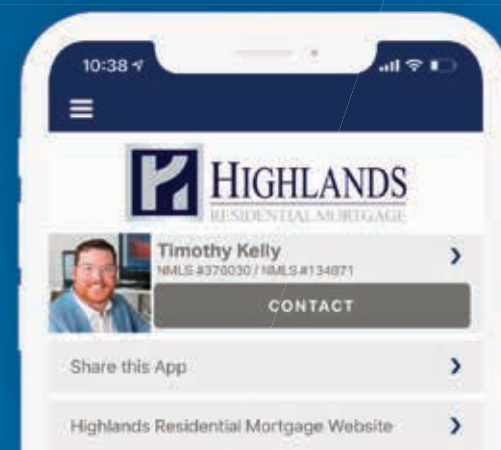


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"Support each other. I am so thankful for some of the other Top Agents I often call for questions, support and advice."



JOEY DONOFRIO
Donofrio & Associates

"Work-life balance is not really realistic, in my opinion. But if I'm fully present whenever I'm doing something, I think that's important. Success, to me, is striving to get better every single day and creating value for those around you. I want my kids to know anything is possible!"



KATHERINE DUDLEY
The Virtual Advantage, powered by Scalable RES

"My business hasn't always been easy or glamorous. I've kept the attitude of 'failing forward' and gave myself permission to be imperfect."

"Success is the ability to go from one failure to another with no loss of enthusiasm." —Winston Churchill



DAN ROCHON
Keller Williams Realty

"Success leaves clues, and so does failure. When you follow a plan of others that have success, you will sell more homes and earn a consistent income. When you seek someone to emulate and learn from, study a 'person of excellence.' Identify their strategy. You do not need to create a

relationship with this person, yet you can choose to do so."



LAUREN HEISEY
Keller Williams Realty

"Listen to your clients and try to put yourself in their shoes. Take the time to listen, explain, overexplain, and walk them through next steps and how it will all be ok. Be the calm one. Being logical, ethical, and kind is always the right answer."

"I love it when people doubt me. It makes me work harder to prove them wrong." —Derek Jeter



KATHERINE DUDLEY

The Virtual Advantage,
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In 1999, Katherine Dudley began her real estate career as an entry-level administrative assistant. Still in her early twenties, she learned under the tutelage of Mary and Joe Charters.

"I worked for Mary and Joe for years, learning the ropes," Katherine recalls. "They taught me a lot, but most importantly, that there was no crying in real estate. They were tough, and they believed I was tougher."

The faith that Mary and Joe had in Katherine, and the confidence they instilled within her, allowed her to excel. She believes that their encouragement changed the trajectory of her career — and her life.

By 2007, Katherine was ripe for bigger adventures. That's the year she launched The Virtual Advantage, with full support from Mary and Joe. Over the years, the company grew, expanding beyond Keller Williams' doors.

In 2019, Katherine and The Virtual Advantage took the next big step in their evolution, merging with Alicia Brown and Scalable RES. "We have become an organization of over 20 professionals, closing almost 2,000 transactions this past year," Katherine explains. "We service many of the top-producing real estate agents and teams in the Maryland, D.C., and Virginia areas."

THE GO-TO SOLUTION

Katherine believes that transaction coordination should be the first part of a real estate agent's business that is outsourced. Once coordination efforts are in the hands of a trusted TC, the agent is available to focus on other tasks.

"Your mind is free to focus on activities such as lead generation and enjoy the parts of the business that attracted you to it in the first place," Katherine says. "Real estate agents don't become real estate agents because they want to sit in front of their computer all day handling the repetitive tasks and paperwork."

Katherine and Alicia have a combined 35 years of experience in transaction coordination. They are experts in their field and passionate about helping real estate agents achieve success and break through ceilings.

"We are committed to your success. We believe that outsourcing this part of your business has the ability to catapult your business and free up your time so you have more time to do what you choose to do," Katherine says. "Our goal is to make the transaction feel hassle-free for the agents, lenders, title contacts, buyers, and sellers."

COMMITTED TO SUCCESS

With a well-rounded, experienced team, The Virtual Advantage, powered by Scalable RES, is able to be there for their clients whenever they need them.

...

“WE SERVICE MANY OF THE TOP-PRODUCING
REAL ESTATE AGENTS AND TEAMS IN THE
MARYLAND, D.C., AND VIRGINIA AREAS.”



Katherine Dudley founded The Virtual Advantage in 2007 and merged with Scalable RES in 2019.

...

“We have a powerhouse team of reliable transaction coordinators and support staff,” Katherine says. “We are always available to our agents.”

The healthy team atmosphere also allows Katherine to be there for her own family. She’s been married to her husband, Archie, for seven years, and the pair have a blended family with four children.

“With three teenagers and a six-year-old, there’s never a dull moment in the Dudley household,” Katherine smiles. “In our down time, we love to travel and often take weekend road trips together. During COVID, we found new passions in working around the house and in our yard, playing board games, and watching movies.”

After more than two decades as a transaction coordinator, Katherine is as inspired as ever. She is a believer in the old cliché that “if you do what you love, you’ll never work a day in your life.”

“I believe that I’ve created a life worth living for myself and my family. The remote nature of my business has allowed me to be home with my kids, live near my family, and have the flexibility to enjoy the day-to-day treasures,” Katherine says.




“
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DON’T BECOME REAL
ESTATE AGENTS
BECAUSE THEY WANT
TO SIT IN FRONT OF
THEIR COMPUTER
ALL DAY.
”

“There have been highs and lows over the years. My business (and my passion for real estate) survived the 2008 housing crisis and now a pandemic. It hasn’t always been easy; it hasn’t always been glamorous. I’ve made countless mistakes. I’ve kept the attitude of ‘failing forward’ and gave myself permission to be imperfect. My resilience and commitment to the success of this business is the number one thing that landed us where we are today.”

Scalable RES (Real Estate Solutions) assists high-producing agents, teams, and brokerages by relieving them of day-to-day administration. Their transaction coordination division, The Virtual Advantage, powered by Scalable RES, allows agents to focus on their client interactions by managing the transaction details. Scalable RES also provides consulting for agents and teams on lead management, lead follow-up, and marketing plans. For more information, please visit www.scalableres.com.




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LAUREN HEISEY



► agent spotlight

By Zachary Cohen
Photos by Ryan Corvello

Practicing the Art of Balance

Lauren Heisey has long had an interest in houses, architecture, and connecting with people. The summer before her senior year at Virginia Tech University, she landed a job for a local builder, and since then, has worked in the real estate industry.

For seven years, Lauren built a career as a sales representative for builders. “I have loved forming relationships with different types of people over my years in real estate. While there might be similarities, every person and situation is different, and I learn something new with each transaction,” Lauren says.

In 2010, Lauren transitioned from the development side of the business to become a real estate agent. Her career volume exceeds \$150 million.

“The transition from working as a builder’s rep in a model home to becoming an agent was a logical one for me,” Lauren continues. “I wanted to work in the areas that I grew up in and knew the best, and I wanted to be able to work with clients in multiple communities versus one particular neighborhood.”

The Keys to Success

Honesty and transparency are Lauren’s pillars of success. She refuses to over-promise to her clients, instead preferring to rely on hard work and unwavering integrity. “I look at my job as being to help a client navigate the highs (and potential lows) of their sale, and to take as much stress or anxiety away from them as possible,” Lauren says. “I want them to sit back and let me take care of things for them so they can think about their move, their family, their job, etc.”

Lauren’s role is to guide her clients through such a stressful time. She practices listening skills, genuine care, and empathy. “Listen to your clients and try to put yourself in their shoes,” she reminds us. “It’s easy for us to think of negotiations, deals falling through, etc., as typical and ‘just another day’ for us, but for a buyer/seller, it is much

more personal, and their stress level is higher, especially now. Take the time to listen, explain, overexplain, and walk them through next steps and how it will all be okay. Be the calm one. If we are calm and solution-oriented, it will put them at ease. Sometimes, they just need to be told it will be okay and that we are listening and there for them.”

...



With three children at home, Lauren Heisey is constantly striving to strike the right balance between her real estate career and family.



...

Aspiring for Balance

Many agents get into the real estate business because of the flexibility it provides. Yet, most agents still struggle with balance. Clients expect availability, and agents, in turn, expect the same of themselves. Boundaries are a necessity — but challenging. “I should have listened to my mom when she would say that ‘One day, I wouldn’t have the time to take a nap every day,’ so now I say the same thing to my kids,” Lauren laughs.

Real estate can be all-consuming, but when balance is achieved, it offers ultimate flexibility. One year into her real estate career, Lauren became a mom. It was then that her need for balance truly came into focus. “Real estate has allowed me to close deals on a ski lift or sitting in a beach chair and to spend time with my kids while they are little. Having a home office has its perks — I work well in comfy clothes!” Lauren says. “My motivators are my four boys (husband and three sons) and planning so that later in life, my husband and I can travel and spend time with our sons and their families.”

With three children (ages 3, 5, and 8) at home, Lauren has become practiced in the art of balance. Sometimes that means knowing her limits, and that’s more than okay — it’s necessary. “It’s a challenge to want to take on every client, but I am only one person and know my personal bandwidth for how many clients I can work with at once to give optimal service and attention,” Lauren says. “It’s challenging to find time to be disconnected because I want to be accessible ... It is a constant balancing act to be the wife/mom and a hardworking real estate agent — and to give my all to both.”

“Real estate has allowed me to close deals on a ski lift or sitting in a beach chair and to spend time with my kids while they are little. Having a home office has its perks — I work well in comfy clothes!”



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DAN ROCHON

» agent spotlight

By Zachary Cohen
Photos by Ryan Corvello

Opening Doorways for Others



Dan and Traci Rochon.

“Everything that you want is on the other side of fear.” —Jack Canfield

In his late 20s and early 30s, Dan Rochon worked as a waiter at the highest-end steak house in Washington, D.C. Senators, lobbyists, and celebrities would meet there to win over and impress each other. They dined on \$85 dry-aged porter-house steaks and drank \$350-plus bottles of Bordeaux wine.

“After 9 p.m., the back dining area would become congested with the light blue fog of cigar smoke,” Dan recalls. “I would overhear conversations that would be broadcast in the breaking news section of *The Washington Post* the next day.”

On rare, slow days, Dan and his coworkers would glance at the televisions hanging above the giant, wrought-iron eagle that guarded the kitchen entryway and watch

the talking heads spit insults. The previous night, those same combatants cordially had dined together at the same table.

“I earned a lot of money, but I hated my job,” Dan recalls. “My vision for the future was clouded. I could see where I wanted to go, yet I had no idea how to get there.”

Dan dreamed of being a business owner and helping others. He was determined to find a way to buy or start a company. He met with business brokers, attended franchise fairs, and had lunches with business owners who intended to sell. “My efforts created

no real opportunities. I continued to search,” Dan remembers.

“I found out that to get started in real estate sales, I would have to take and pass a 60-hour licensing course. I would need about \$2,000 — which was far less than the money required for any other business. And the amount of money I could earn in return, as a real estate sales agent, was unlimited.”

It was late 2007, and foreclosures, credit crisis, worst economy ever, and government bailout were the buzz words on everyone’s lips. “With little thought about the economy, and with ample faith that I would flourish, I enrolled in a pre-licensing school. In November of 2007, I got my real estate sales license,” Dan says.

Dan admits that, at the time, he had many fears. He dreaded failure. He was embarking upon a new venture in

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which he had no experience. “While I was scared, I knew I was destined to be an entrepreneur,” Dan reflects.

The Climb to Success

In the past fifteen years, Dan has gone from an unsure beginner to one of the D.C. area’s top real estate agents. In that time, he’s learned more than how to be a successful real estate agent; he’s learned how to take charge of his success across all areas of his life.

“I realize that who I am as an individual will impact every aspect of my business. So I choose to flourish,” Dan explains. “I believe that you could choose to commit to living the best possible version of your life, and embody that life, every single day. Do the work. Dream bigger. Decide who you want to be and take intense action.”

One of the ways that Dan defines success is through experienced joy. Instead of chasing money, he has found that when you do what you love, fortune and success will pursue you. “Another way that I define success in life is as the obtainment of abundant love,” Dan smiles.

Opening Doorways

Although he has become one of the area’s most decorated real estate agents, when asked why he does the work he does, Dan’s answer is telling. “I do what I do to open doorways for others,” Dan says. “I want to help others have clarity and predictability in their business so they can see that pathway forward for themselves. My intention to help other agents achieve their significance is why I authored the book, *Real Estate Evolution*. I desired to show agents a step-by-step way to real estate sales that they could easily follow.

“Another reason I do what I am doing is my mother is 72 years old. I am building a house for her on my property. I figure



Dan Rochon with daughter, Maggie.

that she looked out for me for my first 20 years or so, so now I will help her. Without financial success, I would not have had the opportunity to help mom. This is a huge ‘why’ for me.”

As Dan looks to the future, he continues to hone in on his purpose. Simple, daily action can mature into unimaginable results when implemented with heart and perseverance. “Together, we can achieve more. We can alter destinies and our legacy; we will impact the world in a significant way.”

Dan Rochon is the Owner of the Greetings Virginia Real Estate Sales Network, an instructor at Moseley Real Estate Schools, and the Co-Founder of the premier real estate website www.GreetingsVirginia.com. Dan’s real estate team, Greetings Virginia, has been named a Washington City Paper “Best of D.C.” real estate agent four times. He recently wrote the book, *Real Estate Evolution: The Ten Step Guide to C.P.I. (Consistent and Predictable Income) for Real Estate Agents*. Dan lives in Clifton, Virginia, with his wife Traci, their daughter Maggie, dog Ellie, and cats, Prince and Bear.

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JOEY DONOFRIO

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Continuing a Legacy of Excellence

Donofrio & Associates is the largest, non-franchised commercial and residential home inspection company in the DMV. Formed nearly 20 years ago by Ed Donofrio, an engineer and Olympic athlete in fencing, Donofrio & Associates prides itself on being a one-stop shop for homeowners and real estate agents.

Joey Donofrio grew up watching his father and his unmatched work ethic as an Olympian athlete. Seeing the business firsthand ignited his interest in the home inspection industry. Being able to work and build the company alongside his family has been the biggest win-win for Joey, the principal owner of Donofrio & Associates today. “I would not be here without my dad’s trust in me to take the company to higher levels,” he says.

“At the core of Donofrio & Associates today is our Leadership Team: General Manager Lenny Pinnix and Director of Operations Rachelle Craft. And we go even further with our team of knowledgeable, highly trained inspectors.”

“What sets us apart from other home inspectors in the area is that all of our inspectors are structurally certified and are backed by our Structural Inspector,” Joey continues. “If we see something during the inspection that jeopardizes the structural

integrity of the home, our Structural Inspector can get involved free of charge to assess the issue.”

Joey and the entire Donofrio team find great fulfillment in helping families with one of the biggest purchases they will ever make. “We offer a wide range of inspection services, such as comprehensive home inspections, pre-listing and pre-offer inspections, new construction inspections, and commercial inspections,” Joey explains.

“We also provide a full range of additional services, such as radon testing, wood destroying organisms (WDO) inspections, air quality and mold screening, non-winterized pool inspections, and limited stucco inspections.”

“Every member of our licensed team can answer any questions real estate



...

agents or their clients may have, and provide the most comprehensive inspection in the area,” Joey says with pride. “They get results quickly because our detailed reports are emailed at the end of the inspection.”

When he’s not busy running this family business, Joey Donofrio enjoys spending time with his two children, playing sports and teaching them about life. While he believes that time management is important, especially when it comes to protecting family time, Joey says he mainly tries to be present in each situation he finds himself in throughout the day.

“Work-life balance is not really realistic, in my opinion. But if I’m fully present whenever I’m doing something, I think that’s important,” he says. “Success, to me, is striving to get better every single day and creating value for those around you. I want my kids to know anything is possible!”



Donofrio & Associates is currently offering virtual inspection options, same-day reporting, and is open seven days a week. For more information call (703) 771-8374 or visit them online at www.donofrioinspections.com.

Joey Donofrio is principal owner of Donofrio & Associates.



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MEGAN FASS

The Secret Win-Win Recipe

Megan Fass was born and raised in Carlisle, Pennsylvania, in an enriching environment that would shape her life in the years and decades to follow. Her parents, Jim and Gail, encouraged her, supported her, and allowed her to pursue her dreams freely.

...



This freedom would eventually inspire Megan to explore an entrepreneurial path. However, Megan’s first career was in the financial services world. After graduating with a degree in business and finance, she spent eight years working with an investment consulting firm. In 2004, she was called to real estate.

“I love helping people and love numbers and finance, so negotiating and real estate seemed like a natural fit for my personality. I have never looked back, and I appreciate every day I am able to help our clients,” Megan says.

FASS Results

In her 16-plus years in real estate, Megan has accumulated an impressive array of accolades. Perhaps her greatest accomplishment is the founding of her own boutique brokerage, FASS Results, LLC, in 2018, after creating the team and brand in 2014.

Prior to launching FASS Results, Megan studied the various brokerage and team models. She was amazed to find a wide

array of different models and offerings. Lead generation, technology, training and support, culture, the quality of clientele, and commission splits varied drastically between brokerages.



The FASS Results Group
(Back row, left to right: Rula Mufti, Tierney Caputo, Chuck Davis, Julie Carlson; Seated, left to right: Katie Grieco, Megan Fass, Denise Boehme)

“I’ve tried to create that secret recipe that is a win-win for all,” Megan says. “I don’t need to be the biggest. I just want to do the best every day and help as many people as I can.”

In the past few years, Megan has grown her hybrid brokerage/team to

become a team of eight, and they are looking to grow. In 2020, they closed approximately \$80 million.

“Real estate is a perfect match for me,” Megan beams. “We love helping people with their biggest investment, and the life change that goes along with moving a family is no small thing. We love learning about clients’ goals, their unique life situations, their risk tolerance, their motivations, and who they are as people. It all is a fascinating puzzle to solve in order to help achieve their goals while making the process and the journey fun along the way.”

Now, Megan has a team of agents that share the same drive, ethics, and positivity. “I am passionate about finding the right team members for my firm who will enhance our already-thriving business. Serving our clients in the highest manner with high ethics, best resources, and supporting teammates makes every day exciting and new. Having a group of like-minded, positive, ethical people with a helpful mentality is a requirement for the FASS circle.”



Aligned with Her Vision

Megan believes that real estate is “a tough, 24/7 business.”

“Doing everything A-Z by yourself (I did it for ten years) is really a challenge,” she says. “To put it in

perspective, I ratified a contract in my wedding gown and was working on inspection addenda and negotiations in the hospital delivering my kids.”

Not having help as a solo agent can be exhausting. Megan’s goal with



“
I HAVE NEVER
LOOKED BACK,
AND I APPRECIATE
EVERY DAY I AM
ABLE TO HELP
OUR CLIENTS.

“
IT ALL IS A
FASCINATING
PUZZLE TO SOLVE
IN ORDER TO HELP
ACHIEVE THEIR
GOALS WHILE
MAKING THE
PROCESS AND THE
JOURNEY FUN
ALONG THE WAY.



...

FASS Results is to create an environment that better supports agents and clients alike. “Creating a team with supporting licensed agents for our lead agents is a win-win all around,” she says. “Having the people in our firm who will always do the right thing, support each other, look out for the clients’ best interests, and that are simply fun, positive, and amazing people makes this journey of life and business so much fun,” Megan says.

Megan strives for balance in her own life; she’s a mother of two and a devoted partner to her husband, Dan. Together, Megan, Dan, Grant, and Audrey enjoy traveling and spending quality time at their lake house. Megan’s model has helped her not only be a better real estate agent; she’s more available as a better wife and mom too. She aspires to share that possibility with those around her.

“My dream since I was a little kid was to be a mom,” Megan smiles. My children totally complete me, and I love every day of watching them grow and learn.

“I want to be remembered for being a good mom, a loving wife, a loyal and fun friend, a thankful daughter, a trusted REALTOR®, a helpful leader, a successful business owner, and a happy person.”

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ONE THING

Your 2021 Real Estate Marketing Plan

IS MISSING

I was speaking with an up-and-coming real estate team recently and they were discussing with me their 2021 marketing plan. I was listening as they went on about each month what they wanted to do. I was waiting for them to say a certain phrase that would help their business tremendously ... but it never came. So I brought it up: *What about your video strategy for 2021?* That is when the reasons (excuses) came out: 1) “We aren’t ready to do that yet,” 2) “Some team members don’t like how they look on video,” and 3) “We need to ease our way into using video.”

As we know, this is the work of the little voice between our ears, but the reality is video is the number-one way to convey a valuable message to your target audience. It’s important to not leave it out of your real estate marketing efforts.

The Importance of Video

When I start talking about the importance of video in a REALTOR®’s business, I either get someone who is all-in and fully embraces it or there is pushback and reasons not to go forward. In 2021, almost 80 percent of all internet traffic is video-related.

Here is another stat that might be helpful: 73 percent of homeowners said they would be more likely to list with a Realtor who uses video in their business, yet only around 9 percent of Realtors use video as a way to market homes for sale and their own business. This tells me there is a huge opportunity for any Realtor looking to capture eyeballs and grow market share. The best way to have your business stand out is to do what your competitors are not doing or willing to do. Imagine being able to educate and get people to meet and like you before you ever meet them? That is what video does.

Create a Plan

Video isn’t something to overthink. We all have cameras on our phones so shooting video is easy. To start, think of the top 10 video topics your target audience would like to see and start shooting videos! Here are some of the best videos to shoot that will help you get more eyes to your business and educate your target audience.

- Market update videos for your farm.
- Text message videos. Instead of texting ... send a video of you speaking.
- Instagram stories and posts videos. These get far more engagement.
- Talking head videos — you in front of a camera speaking about a topic that’s educational.
- Listing Videos. They not only help promote the property but can be used as a marketing tool to gain more listings!

Implementation

All the video ideas in the world don’t mean much unless you take the time to implement them into your real estate marketing plan. Video is a free way for you to communicate effectively to your

clients and target audience. It allows people to get to know and like you before meeting them and is a preferred marketing method by homeowners. Start a goal of shooting a video a week and post them on social media and push them out to your clients via email. Implement video as part of your marketing plan this year. It will promote you and your brand to more people who can learn how you help people buy and sell homes in 2021.



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



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TOP 250 STANDINGS

Teams and Individuals Closed Data From Jan. 1 to Feb. 28, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	26	\$17,475,000	76	\$52,471,464	102	\$69,946,464
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	67	\$37,161,512	33	\$17,569,942	100	\$54,731,456
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	31	\$19,886,590	13	\$7,657,578	44	\$27,544,168
4	Phyllis G Patterson	TTR Sotheby's International Realty	11	\$11,086,238	6	\$5,099,000	17	\$16,185,238
5	Bichlan N DeCaro	EXP Realty, LLC	3	\$3,394,500	14	\$12,356,300	17	\$15,750,800
6	Barbara G Beckwith	McEneaney Associates, Inc.	3	\$6,225,000	5	\$9,269,000	8	\$15,494,000
7	Akshay Bhatnagar	Virginia Select Homes, LLC.	7	\$4,719,000	15	\$10,038,950	22	\$14,757,950
8	Debbie J Dogrul	Long & Foster Real Estate, Inc.	12.5	\$8,965,034	10	\$5,683,800	22.5	\$14,648,834
9	Jason Cheperdak	Samson Properties	5.5	\$3,431,900	15	\$8,821,518	20.5	\$12,253,418
10	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	27	\$12,239,504	0	\$0	27	\$12,239,504
11	Khalil Alexander El-Ghoul	Glass House Real Estate	5.5	\$3,440,800	9	\$8,323,538	14.5	\$11,764,338
12	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	2	\$825,000	20	\$10,883,214	22	\$11,708,214
13	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	9	\$7,619,500	4	\$3,835,000	13	\$11,454,500
14	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	8.5	\$9,777,500	2	\$1,635,000	10.5	\$11,412,500
15	Jean K Garrell	Keller Williams Realty	10	\$8,714,400	4	\$2,655,500	14	\$11,369,900
16	Christopher Craddock	Keller Williams Realty	20.5	\$8,095,250	7	\$3,045,900	27.5	\$11,141,150
17	Patricia E Stack	Weichert, REALTORS	8	\$9,732,000	1	\$1,280,000	9	\$11,012,000
18	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	2.5	\$5,375,000	4	\$5,575,000	6.5	\$10,950,000
19	Sue S Goodhart	Compass	7	\$6,658,000	4.5	\$4,107,900	11.5	\$10,765,900
20	Kay Houghton	KW Metro Center	7	\$3,522,800	12	\$7,227,400	19	\$10,750,200
21	James W Nellis II	Keller Williams Fairfax Gateway	10	\$5,442,500	7.5	\$5,142,105	17.5	\$10,584,605
22	Megan Buckley Fass	FASS Results, LLC.	2	\$2,004,000	5	\$8,398,500	7	\$10,402,500
23	Steven C Wydler	Compass	5.5	\$7,052,500	2.5	\$3,201,500	8	\$10,254,000
24	Scott A MacDonald	RE/MAX Gateway	17	\$9,636,566	1	\$490,000	18	\$10,126,566
25	Nikki Lagouros	Property Collective	5	\$1,907,500	16	\$8,144,100	21	\$10,051,600
26	Cynthia Schneider	Long & Foster Real Estate, Inc.	13	\$7,154,450	3	\$2,755,000	16	\$9,909,450
27	Venugopal Ravva	Maram Realty, LLC	1	\$347,500	16	\$9,038,520	17	\$9,386,020
28	Diane V Lewis	Washington Fine Properties, LLC	4	\$5,386,000	2	\$3,524,000	6	\$8,910,000
29	Eve M Weber	Long & Foster Real Estate, Inc.	8	\$8,522,000	1	\$228,000	9	\$8,750,000
30	Daan De Raedt	Property Collective	6	\$4,717,500	7	\$3,657,650	13	\$8,375,150
31	Mansoor Dar	Keller Williams Realty	2	\$4,825,000	4	\$3,525,000	6	\$8,350,000
32	Josh Dukes	KW Metro Center	3	\$1,399,600	16.5	\$6,923,700	19.5	\$8,323,300
33	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	4	\$6,688,560	1	\$1,602,920	5	\$8,291,480
34	Joan M Reimann	McEneaney Associates, Inc.	5	\$4,641,501	3.5	\$3,364,500	8.5	\$8,006,001
35	Ana Lucia Ron	ANR Realty, LLC	29	\$7,955,901	0	\$0	29	\$7,955,901

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TOP 250 STANDINGS

Teams and Individuals Closed Data From Jan. 1 to Feb. 28, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Deborah D Shapiro	TTR Sothebys International Realty	3.5	\$4,936,500	2	\$3,012,500	5.5	\$7,949,000
37	Lilian Jorgenson	Long & Foster Real Estate, Inc.	5	\$7,932,500	0	\$0	5	\$7,932,500
38	Jill Judge	Samson Properties	3.5	\$2,714,900	5	\$5,000,000	8.5	\$7,714,900
39	Raymond A Gernhart	RE/MAX Executives	5.5	\$3,225,286	7.5	\$4,337,808	13	\$7,563,094
40	Christopher J White	Long & Foster Real Estate, Inc.	7	\$6,216,100	2	\$1,340,000	9	\$7,556,100
41	Martin K Alloy	SMC Real Estate Corp.	11	\$4,790,930	7	\$2,712,570	18	\$7,503,500
42	Casey C Samson	Samson Properties	4.5	\$3,786,000	3	\$3,710,000	7.5	\$7,496,000
43	David L Smith	Coldwell Banker Realty	1	\$810,000	8.5	\$6,673,197	9.5	\$7,483,197
44	Marianne K Prendergast	Washington Fine Properties, LLC	3	\$5,045,000	1.5	\$2,325,000	4.5	\$7,370,000
45	Charles Witt	Nova Home Hunters Realty	3	\$2,745,000	5	\$4,452,500	8	\$7,197,500
46	Kimberly A Spear	Keller Williams Realty	10	\$4,311,000	5	\$2,738,000	15	\$7,049,000
47	Abuzar Waleed	RE/MAX Executives LLC	4	\$1,632,869	10.5	\$5,409,500	14.5	\$7,042,369
48	Robert T Ferguson Jr.	RE/MAX Allegiance	4	\$4,339,500	3	\$2,644,700	7	\$6,984,200
49	Manuwa S Eligwe	KW Metro Center	4	\$1,752,000	11	\$5,183,500	15	\$6,935,500
50	Jacob Smith Hamilton	Compass	3	\$1,655,000	7	\$5,206,489	10	\$6,861,489
51	Raju S Alluri	Alluri Realty, Inc.	2	\$1,909,900	5	\$4,815,000	7	\$6,724,900
52	Thomas R Moffett Jr.	Redfin Corporation	9	\$5,661,000	2	\$1,045,000	11	\$6,706,000
53	Lisa T Parcells	Washington Fine Properties, LLC	1.5	\$3,132,000	3	\$3,495,000	4.5	\$6,627,000

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Tom Francis	Keller Williams Realty	2	\$3,534,500	3	\$3,040,000	5	\$6,574,500
55	Scott C Shawkey	Keller Williams Realty	4.5	\$6,514,750	0	\$0	4.5	\$6,514,750
56	Erin K Jones	KW Metro Center	6	\$2,502,500	8	\$3,966,000	14	\$6,468,500
57	Roy Kohn	Redfin Corporation	10	\$6,464,250	0	\$0	10	\$6,464,250
58	Sharon R Hayman	TTR Sotheby's International Realty	1.5	\$6,450,000	0	\$0	1.5	\$6,450,000
59	William B Prendergast	Washington Fine Properties, LLC	2	\$2,795,000	2.5	\$3,650,000	4.5	\$6,445,000
60	Lisa E Thompson	Hunt Country Sotheby's International Realty	3	\$5,412,500	1	\$1,020,430	4	\$6,432,930
61	Eli Tucker	RLAH Real Estate	5.5	\$4,410,000	2	\$2,009,000	7.5	\$6,419,000
62	George S Koutsoukos	Long & Foster Real Estate, Inc.	2	\$2,960,000	1	\$3,335,000	3	\$6,295,000
63	Ahmad T Ayub	Redfin Corporation	4	\$2,352,600	7	\$3,796,001	11	\$6,148,601
64	Jennifer Mary Schultz	Washington Fine Properties	0	\$0	5	\$6,058,000	5	\$6,058,000
65	Deyi S Awadallah	D.S.A. Properties & Investments LLC	12	\$6,026,000	0	\$0	12	\$6,026,000
66	Maggie A Hatfield	Keller Williams Realty Dulles	5	\$4,365,500	2	\$1,640,000	7	\$6,005,500
67	Kevin E King	Keller Williams Realty	7	\$4,988,489	2	\$989,000	9	\$5,977,489
68	Wes W Stearns	M. O. Wilson Properties	8	\$4,504,333	2	\$1,450,000	10	\$5,954,333
69	Lyssa B Seward	TTR Sotheby's International Realty	3.5	\$3,895,000	2.5	\$2,029,600	6	\$5,924,600
70	Sheila A Zelghi	Samson Properties	3	\$1,965,000	4	\$3,916,000	7	\$5,881,000
71	Anthony H Lam	Redfin Corporation	3	\$2,453,500	5	\$3,398,480	8	\$5,851,980
72	Natalia Simonova	TTR Sothebys International Realty	2	\$2,074,000	1	\$3,750,000	3	\$5,824,000
73	Gabriel Deukmaji	KW Metro Center	4.5	\$3,411,000	1	\$2,325,000	5.5	\$5,736,000
74	Paramjit K Bhamrah	Redfin Corporation	9	\$5,726,450	0	\$0	9	\$5,726,450
75	Joan Stansfield	Keller Williams Realty	7	\$4,999,000	1	\$726,000	8	\$5,725,000
76	William R Davis	Century 21 New Millennium	4	\$4,079,050	1.5	\$1,635,000	5.5	\$5,714,050
77	Carrie Pellegrino	Pearson Smith Realty, LLC	3	\$2,213,439	5	\$3,480,850	8	\$5,694,289
78	Nikki Nabi	Samson Properties	2	\$1,752,000	2.5	\$3,924,700	4.5	\$5,676,700
79	Linh T Aquino	Redfin Corporation	10	\$4,312,400	2	\$1,357,000	12	\$5,669,400
80	Jennifer Mack	Pearson Smith Realty, LLC	3.5	\$1,617,000	4	\$4,045,000	7.5	\$5,662,000
81	Timothy D Pierson	KW United	5.5	\$4,368,000	2	\$1,275,000	7.5	\$5,643,000
82	Janet A Callander	Weichert, REALTORS	3	\$2,742,500	2	\$2,897,760	5	\$5,640,260
83	Ashley Alperin	KW Metro Center	1	\$620,000	5	\$5,014,500	6	\$5,634,500
84	John C Goodwyn	KW United	0	\$0	8	\$5,614,870	8	\$5,614,870
85	Ellen F Patrick	Compass	3.5	\$3,640,500	2	\$1,965,000	5.5	\$5,605,500
86	Megan Son	Fairfax Realty 50/66 LLC	0	\$0	1	\$5,600,000	1	\$5,600,000

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TOP 250 STANDINGS

Teams and Individuals Closed Data From Jan. 1 to Feb. 28, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Sridhar Vemuru	Aragami, LLC	2	\$1,240,000	6	\$4,359,400	8	\$5,599,400
88	Beth C Anspach	Pearson Smith Realty, LLC	3	\$2,757,000	3	\$2,820,000	6	\$5,577,000
89	Michael I Putnam	RE/MAX Executives	5.5	\$2,459,500	6.5	\$3,065,000	12	\$5,524,500
90	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	9.5	\$5,511,150	0	\$0	9.5	\$5,511,150
91	Pamela A Yerks	Washington Fine Properties, LLC	2	\$3,142,000	1	\$2,350,000	3	\$5,492,000
92	Carmen Dennis	Redfin Corporation	0	\$0	5	\$5,472,500	5	\$5,472,500
93	Kim Neaveill-Chamberlain	RE/MAX Allegiance	4	\$1,284,900	9	\$4,187,400	13	\$5,472,300
94	Ricardo S Bolanos	Solutions Realty Group LLC	4.5	\$3,951,000	1.5	\$1,442,500	6	\$5,393,500
95	Danielle C Carter	Redfin Corporation	13	\$5,389,400	0	\$0	13	\$5,389,400
96	Lenwood A Johnson	Keller Williams Realty	10	\$4,647,210	3	\$707,500	13	\$5,354,710
97	Brittany Lambrechts Camacho	Century 21 Redwood Realty	3	\$1,454,000	4	\$3,897,703	7	\$5,351,703
98	Samaneh Ramezan	Fairfax Realty of Tysons	1	\$1,930,000	1	\$3,405,000	2	\$5,335,000
99	Susan Tull O'Reilly	McEneaney Associates, Inc.	3	\$2,195,000	5	\$3,130,000	8	\$5,325,000
100	Andrea M Hayes	Living Realty, LLC.	7	\$3,720,000	2	\$1,592,500	9	\$5,312,500
101	Pauline K Knipe	Pearson Smith Realty, LLC	1	\$1,525,000	3	\$3,763,000	4	\$5,288,000
102	Jon P Blankenship	Pearson Smith Realty, LLC	2.5	\$2,075,500	3	\$3,170,000	5.5	\$5,245,500
103	Edward B Murphy	Samson Properties	2	\$1,538,000	3	\$3,662,000	5	\$5,200,000
104	Dinh D Pham	Fairfax Realty Select	1	\$635,000	9.5	\$4,555,000	10.5	\$5,190,000
105	Lizzie A Helmig	KW United	1	\$432,000	12	\$4,748,000	13	\$5,180,000
106	Katie E Wethman	Keller Williams Realty	1.5	\$648,750	6.5	\$4,517,500	8	\$5,166,250
107	Candace B Bush	Redfin Corporation	6	\$3,034,900	4	\$2,069,924	10	\$5,104,824

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
108	John A Mentis	Long & Foster Real Estate, Inc.	3	\$2,087,000	4	\$3,016,500	7	\$5,103,500
109	Sri H Meka	Franklin Realty LLC	3	\$2,500,000	3	\$2,557,060	6	\$5,057,060
110	Melissa B Shelby	Compass	2	\$1,148,000	3	\$3,900,000	5	\$5,048,000
111	Brad Kiger	KW Metro Center	5.5	\$3,182,500	3.5	\$1,843,000	9	\$5,025,500
112	Dilyara Daminova	Samson Properties	2	\$875,000	11	\$4,128,400	13	\$5,003,400
113	Laura M Sacher	Compass	1.5	\$2,397,500	5	\$2,595,000	6.5	\$4,992,500
114	Lisa A Wallace	Keller Williams Fairfax Gateway	6	\$3,543,900	4	\$1,432,900	10	\$4,976,800
115	Alex Ryan Thiel	Long & Foster Real Estate, Inc.	3	\$1,500,750	4	\$3,471,500	7	\$4,972,250
116	Paul Thistle	Take 2 Real Estate LLC	5	\$2,810,100	5	\$2,151,250	10	\$4,961,350
117	Heather E Heppe	RE/MAX Select Properties	6	\$4,183,161	1	\$775,000	7	\$4,958,161
118	Lisa T Smith	Pearson Smith Realty, LLC	6	\$4,056,000	1	\$890,000	7	\$4,946,000
119	Jennifer O Halm	Compass	5	\$4,925,000	0	\$0	5	\$4,925,000
120	Michael McConnell	Redfin Corporation	5	\$2,451,100	5	\$2,456,000	10	\$4,907,100
121	Conor Sullivan	KW Metro Center	3.5	\$2,583,000	3	\$2,312,000	6.5	\$4,895,000
122	Matthew David Ferris	Redfin Corporation	0	\$0	10	\$4,891,900	10	\$4,891,900
123	Karen A Briscoe	Keller Williams Realty	2	\$2,096,000	2.5	\$2,788,750	4.5	\$4,884,750
124	Greg Moss	Compass	3	\$2,121,900	4	\$2,726,000	7	\$4,847,900
125	John K Tunell	Creighton Realty, LLC.	5	\$4,844,550	0	\$0	5	\$4,844,550

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TOP 250 STANDINGS

Teams and Individuals Closed Data From Jan. 1 to Feb. 28, 2021

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Timothy J Williams	Redfin Corporation	4	\$2,488,500	4	\$2,353,000	8	\$4,841,500
127	Irene M DeLeon	Redfin Corporation	10	\$4,827,000	0	\$0	10	\$4,827,000
128	Lisa L DeCarlo	Weichert, REALTORS	4	\$3,716,900	2	\$1,103,000	6	\$4,819,900
129	Branden L Woodbury	Redfin Corporation	9	\$4,097,500	1	\$720,000	10	\$4,817,500
130	Ashraf Morsi	Keller Williams Realty	2	\$1,455,000	6	\$3,311,000	8	\$4,766,000
131	Meghan M Wasinger	Wasinger & Co Properties, LLC.	3	\$1,837,500	6	\$2,912,085	9	\$4,749,585
132	Micah A Corder	Washington Fine Properties, LLC	1.5	\$3,648,750	1	\$1,100,000	2.5	\$4,748,750
133	Jennifer H Thornett	Washington Fine Properties, LLC	1.5	\$3,648,750	1	\$1,100,000	2.5	\$4,748,750
134	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	4	\$4,022,769	1	\$720,000	5	\$4,742,769
135	Jason G Mandel	Washington Fine Properties	1	\$1,825,000	2	\$2,900,000	3	\$4,725,000
136	Boban Mathew	MXW Real Estate	4	\$2,769,000	2	\$1,935,000	6	\$4,704,000
137	Kiran Morzaria	Samson Properties	2	\$897,500	5	\$3,801,500	7	\$4,699,000
138	Elizabeth A Sheehy	TTR Sothebys International Realty	0	\$0	4	\$4,697,500	4	\$4,697,500
139	Rheema H Ziadeh	Redfin Corporation	7	\$4,138,000	1	\$555,000	8	\$4,693,000
140	Jason Walder	Compass	3	\$2,073,000	2	\$2,612,000	5	\$4,685,000
141	Nicholas Lagos	Century 21 New Millennium	4	\$2,725,000	3	\$1,908,000	7	\$4,633,000
142	Vladimir Dallenbach	Compass	0	\$0	4	\$4,622,000	4	\$4,622,000
143	Kelly K Elson	Century 21 Redwood Realty	3	\$2,055,000	3	\$2,565,000	6	\$4,620,000
144	Michael J Roschke	KW Metro Center	2	\$1,560,000	4	\$3,050,000	6	\$4,610,000
145	Gitte Long	Redfin Corporation	7	\$3,843,000	1	\$740,000	8	\$4,583,000
146	Diane U Freeman	Redfin Corporation	1	\$339,900	7	\$4,226,035	8	\$4,565,935

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
147	Laura C Mensing	Long & Foster Real Estate, Inc.	3	\$3,670,000	1	\$895,000	4	\$4,565,000
148	Alexander J Osborne	KW Metro Center	5.5	\$4,085,000	0.5	\$418,000	6	\$4,503,000
149	Cathy V POUNGMALAI	Frankly Real Estate Inc	6	\$4,485,025	0	\$0	6	\$4,485,025
150	George M Mrad	KW Metro Center	2	\$2,747,000	1	\$1,737,000	3	\$4,484,000
151	Piper Gioia Yerks	Washington Fine Properties, LLC	2.5	\$4,472,000	0	\$0	2.5	\$4,472,000
152	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	3.5	\$2,585,000	3	\$1,858,900	6.5	\$4,443,900
153	Brad C Kintz	Long & Foster Real Estate, Inc.	10	\$3,956,300	1	\$475,000	11	\$4,431,300
154	Christopher Francis Owens	TTR Sotheby's International Realty	1.5	\$1,602,500	2	\$2,825,000	3.5	\$4,427,500
155	Victoria (Tori) McKinney	KW Metro Center	2	\$2,059,500	3	\$2,365,020	5	\$4,424,520
156	Michelle Doherty	RLAH Real Estate	4	\$2,138,999	3	\$2,274,500	7	\$4,413,499
157	Bruce A Tyburski	RE/MAX Executives	3.5	\$3,274,250	2	\$1,137,000	5.5	\$4,411,250
158	Candee Currie	Redfin Corporation	8	\$4,405,218	0	\$0	8	\$4,405,218
159	Natalie Wiggins	Redfin Corporation	6	\$3,162,400	2	\$1,219,000	8	\$4,381,400
160	Jeremy G Browne	TTR Sotheby's International Realty	3	\$2,848,000	2	\$1,495,000	5	\$4,343,000
161	Viktorija Piano	Keller Williams Realty	3	\$2,957,000	2	\$1,376,999	5	\$4,333,999
162	Yony Kifle	KW Metro Center	2.5	\$1,102,960	7.5	\$3,191,750	10	\$4,294,710
163	Karen Graves	Weichert, REALTORS	3	\$3,888,330	1	\$403,000	4	\$4,291,330
164	Howard J Swede	Keller Williams Realty/Lee Beaver & Assoc.	5	\$2,953,500	2	\$1,335,000	7	\$4,288,500
165	Robert J Chevez II	Keller Williams Realty	7.5	\$4,258,700	0	\$0	7.5	\$4,258,700
166	Kristie A Zimmerman	Compass	1	\$1,075,000	6.5	\$3,150,614	7.5	\$4,225,614
167	Shaun Murphy	Compass	2	\$926,900	5	\$3,291,615	7	\$4,218,515
168	Leah Knight	Long & Foster Real Estate, Inc.	1.5	\$878,750	5	\$3,337,490	6.5	\$4,216,240
169	Desiree Rejeili	Samson Properties	1	\$525,000	8	\$3,690,500	9	\$4,215,500
170	Theresa Valencic	Long & Foster Real Estate, Inc.	1	\$1,400,000	1	\$2,775,000	2	\$4,175,000
171	Gregg Zeiler	TTR Sothebys International Realty	1.5	\$1,144,000	2	\$3,030,000	3.5	\$4,174,000
172	Venus Mely Doan	Coldwell Banker Realty	1	\$517,000	6	\$3,646,900	7	\$4,163,900
173	Daniel Lee	Samson Properties	2	\$2,020,000	2	\$2,136,000	4	\$4,156,000
174	Rajiv Vashist	Keller Williams Realty	2	\$1,031,000	1.5	\$3,123,930	3.5	\$4,154,930
175	Anna Vidal	Keller Williams Realty	6	\$2,057,000	4	\$2,097,900	10	\$4,154,900
176	Jennifer Shah	Keller Williams Realty	3	\$1,724,000	3	\$2,424,000	6	\$4,148,000
177	Tolga M Alper	Keller Williams Realty	5	\$3,125,900	2	\$1,015,000	7	\$4,140,900
178	John Murdock	Keller Williams Realty	7	\$3,804,750	1	\$333,000	8	\$4,137,750
179	Douglas Ackerson	Redfin Corporation	2	\$1,202,000	6	\$2,929,000	8	\$4,131,000

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TOP 250 STANDINGS

Teams and Individuals Closed Data From Jan. 1 to Feb. 28, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Janneth Enriquez Miranda	Four Seasons Realty LLC	2	\$640,000	7	\$3,472,000	9	\$4,112,000
181	Kyung H Soung	Realty One Group Capital Properties	1.5	\$897,500	4	\$3,197,000	5.5	\$4,094,500
182	Heidi D Jerakis	Berkshire Hathaway HomeServices PenFed Realty	4	\$2,415,570	3	\$1,666,000	7	\$4,081,570
183	Daniel Martin	Long & Foster Real Estate, Inc.	1.5	\$742,750	4	\$3,337,000	5.5	\$4,079,750
184	Sara Azani	Samson Properties	0	\$0	2.5	\$4,077,500	2.5	\$4,077,500
185	Amit Vashist	RE/MAX Real Estate Connections	2	\$1,698,000	3	\$2,375,000	5	\$4,073,000
186	Albert D Pasquali	Redfin Corporation	0	\$0	4	\$4,022,990	4	\$4,022,990
187	Jon B DeHart	Keller Williams Realty	3	\$2,926,000	2	\$1,092,900	5	\$4,018,900
188	Matt D Boyer	Keller Williams Realty	5.5	\$3,415,750	2	\$600,000	7.5	\$4,015,750
189	Michelle A Sagatov	Washington Fine Properties	2	\$2,144,000	2	\$1,871,000	4	\$4,015,000
190	Sheri F Allen	Weichert, REALTORS	3	\$2,217,500	4	\$1,795,000	7	\$4,012,500
191	Meg D Ross	KW Metro Center	4	\$3,119,000	2	\$892,000	6	\$4,011,000
192	Christine R Garner	Weichert, REALTORS	3	\$2,398,380	2	\$1,594,000	5	\$3,992,380
193	James P Andors	Keller Williams Realty	1.5	\$951,000	4	\$3,040,000	5.5	\$3,991,000
194	Francis Fernandez de Castro	Keller Williams Capital Properties	2	\$2,455,000	1	\$1,525,000	3	\$3,980,000
195	Gina M Tufano	Keller Williams Realty	3	\$2,145,500	2	\$1,806,000	5	\$3,951,500
196	Murugesan Vijayanand	Coldwell Banker Realty	0	\$0	7	\$3,946,000	7	\$3,946,000
197	Christopher R Hayes	McEneaney Associates, Inc.	2.5	\$3,372,500	0.5	\$562,500	3	\$3,935,000
198	John T Queeney	Century 21 New Millennium	1	\$290,000	5	\$3,639,000	6	\$3,929,000
199	Maria E Fernandez	Compass	1	\$526,500	3.5	\$3,390,500	4.5	\$3,917,000
200	Jillian Keck Hogan	McEneaney Associates, Inc.	4	\$2,977,000	1	\$930,700	5	\$3,907,700

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Youssef Zeroual	Weichert, REALTORS	4	\$1,797,500	3	\$2,105,000	7	\$3,902,500
202	Keith A Lombardi	Redfin Corporation	3	\$1,427,500	4	\$2,468,000	7	\$3,895,500
203	Nohelya J Paredes	First Decision Realty LLC	1.5	\$640,000	8.5	\$3,249,000	10	\$3,889,000
204	Elizabeth A Twigg	McEneaney Associates, Inc.	3	\$2,185,000	2	\$1,700,000	5	\$3,885,000
205	Olivia Adams	Compass	0	\$0	6.5	\$3,875,700	6.5	\$3,875,700
206	Dallison R Veach	Veach Realty Group	4	\$2,756,000	2	\$1,104,000	6	\$3,860,000
207	Renata Briggman	KW Metro Center	4	\$3,826,500	0	\$0	4	\$3,826,500
208	Sherif Abdalla	Compass	1.5	\$2,992,500	1	\$830,000	2.5	\$3,822,500
209	John Stephen Edelmann	TTR Sotheby's International Realty	3	\$1,576,840	1.5	\$2,245,000	4.5	\$3,821,840
210	Dawn A Wilson	TTR Sotheby's International Realty	2	\$2,444,888	2	\$1,375,000	4	\$3,819,888
211	Dina D Azzam	RE/MAX Select Properties	5	\$2,864,100	2	\$955,000	7	\$3,819,100
212	Debra A Hall	Century 21 Redwood Realty	2	\$1,340,000	4	\$2,469,000	6	\$3,809,000
213	Tonya M Finlay	Neighborhood Real Estate, LLC.	3	\$2,967,500	1	\$840,000	4	\$3,807,500
214	Rebecca Vittitow	Century 21 Redwood Realty	5	\$3,776,120	0	\$0	5	\$3,776,120
215	Mickey Glassman	RE/MAX Premier	7	\$3,298,500	1	\$475,000	8	\$3,773,500
216	Chris J Colgan	Keller Williams Realty/Lee Beaver & Assoc.	5	\$2,779,900	2	\$991,383	7	\$3,771,283
217	John J Martinich	Pearson Smith Realty, LLC	0	\$0	7	\$3,770,750	7	\$3,770,750
218	Janet Catterson Price	McEneaney Associates, Inc.	3	\$2,973,900	1	\$775,000	4	\$3,748,900
219	Nathan Daniel Johnson	Keller Williams Capital Properties	5.5	\$2,259,900	3	\$1,483,500	8.5	\$3,743,400
220	Gizelle P Gorkowski	Long & Foster Real Estate, Inc.	2	\$2,110,000	1	\$1,623,430	3	\$3,733,430
221	William F Hoffman	Keller Williams Realty	2	\$2,740,000	1	\$990,000	3	\$3,730,000
222	Brian Siebel	Compass	1	\$800,000	3	\$2,915,000	4	\$3,715,000
223	Scott A Jacobs	Jacobs and Co Real Estate LLC	5	\$3,231,000	1	\$470,000	6	\$3,701,000
224	Donna R Lutkins	Keller Williams Realty Dulles	5	\$2,814,500	2	\$877,500	7	\$3,692,000
225	Sandeep Kumar	Quick Sell Realty LLC	2	\$458,000	8	\$3,232,800	10	\$3,690,800
226	Karen A Brown	Long & Foster Real Estate, Inc.	2	\$1,345,000	3	\$2,340,000	5	\$3,685,000
227	Candyce Astroth	Samson Properties	3	\$1,848,147	3	\$1,835,000	6	\$3,683,147
228	Blake Davenport	RLAH Real Estate	0.5	\$205,000	6.5	\$3,471,600	7	\$3,676,600
229	Dixie Rapuano	RE/MAX West End	1	\$900,000	3	\$2,775,000	4	\$3,675,000
230	Steve Capalbo	Long & Foster Real Estate, Inc.	5.5	\$3,673,650	0	\$0	5.5	\$3,673,650
231	Marion Anglin	Pearson Smith Realty, LLC	1	\$545,000	6	\$3,115,800	7	\$3,660,800
232	Jean T Beatty	McEneaney Associates, Inc.	1	\$1,700,000	3	\$1,958,000	4	\$3,658,000
233	Joseph L Dettor	Keller Williams Fairfax Gateway	5	\$2,968,500	1	\$650,000	6	\$3,618,500

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TOP 250 STANDINGS

Teams and Individuals Closed Data From Jan. 1 to Feb. 28, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Toby M Lim	Compass	1.5	\$1,388,250	3.5	\$2,229,250	5	\$3,617,500
235	Sean Ragen	KW United	4.5	\$3,609,489	0	\$0	4.5	\$3,609,489
236	Brittany Floyd	KW United	4.5	\$3,609,489	0	\$0	4.5	\$3,609,489
237	Mary Ann Bendinelli	Weichert, REALTORS	4.5	\$2,701,000	2	\$902,150	6.5	\$3,603,150
238	Hanah L Desherow	Pearson Smith Realty, LLC	2	\$1,316,000	5	\$2,266,500	7	\$3,582,500
239	Matthew K Allen	Compass	2	\$2,000,000	1	\$1,570,000	3	\$3,570,000
240	Margaret Janger Flynn	Keller Williams Fairfax Gateway	3	\$2,120,000	2	\$1,448,750	5	\$3,568,750
241	Mercy F Lugo-Struthers	Casals, Realtors	1	\$429,500	9	\$3,132,750	10	\$3,562,250
242	Nancy Sorensen-Willson	Long & Foster Real Estate, Inc.	4.5	\$3,561,100	0	\$0	4.5	\$3,561,100
243	Maribel Alvarez	Move4Free Realty, LLC	4	\$1,498,000	5	\$2,060,000	9	\$3,558,000
244	Jason Quimby	KW Metro Center	4	\$3,529,588	0	\$0	4	\$3,529,588
245	Melinda L Schnur	KW United	3.5	\$2,151,250	2	\$1,375,000	5.5	\$3,526,250
246	Carolyn H Connell	Keller Williams Realty	1	\$1,257,000	3	\$2,262,000	4	\$3,519,000
247	Mary C Bernard	Century 21 Redwood Realty	1	\$1,059,500	1	\$2,450,000	2	\$3,509,500
248	Cheryl H Wood	Redfin Corporation	0	\$0	3	\$3,504,900	3	\$3,504,900
249	Puneet Bhagi	DMV Realty, INC.	5.5	\$2,771,250	2	\$728,000	7.5	\$3,499,250
250	Marybeth G Fraser	KW Metro Center	0.5	\$125,000	3	\$3,374,000	3.5	\$3,499,000

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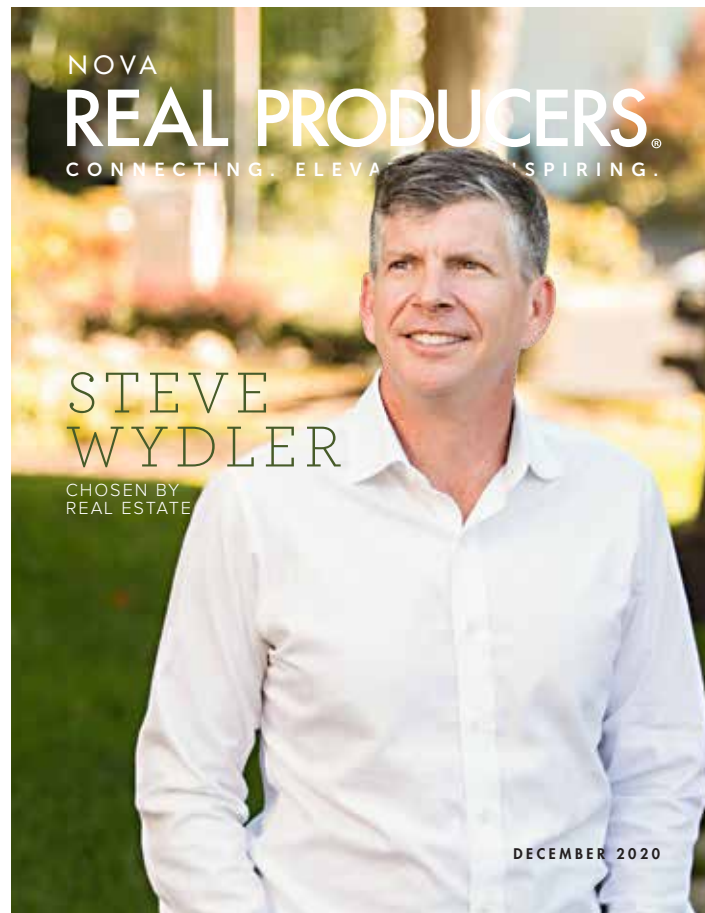


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