

NOVA

REAL PRODUCERS[®]

CONNECTING. EDUCATING. INSPIRING.



**JASON
CHEPERDAK**

FINDING HIS CALLING

AUGUST 2021

DRYHOME

Roofing & Siding, Inc.

WHEN IT COMES TO THE EXTERIORS,
TRUST THE EXPERTS!

“CHECK OUT WHAT OUR CLIENTS ARE
SAYING ABOUT US!
“Nova Properties has been working with Steve Gotschi and
DryHome Roofing and Siding Co. for several years. We
have found them to be reliable, professional and attentive
to any concerns. We appreciate their honesty and quality
of workmanship.”
~Emelia B. NOVA Properties”

Free Quotes!

Roofing

Siding

Windows

Gutters

703-230-ROOF (7663) • www.DryHome.com

45921 Maries Road, Suite 100 • Sterling, VA 20166

Fairfax County, Loudoun County, Arlington County and Prince William County.

 Follow us on Facebook [Facebook.com/DryHome](https://www.facebook.com/DryHome)



FAIRWAY[®]

advantage[™]

PRE-APPROVAL

Use the **Fairway Advantage[™] Pre-Approval***
program and start competing with cash offers today.

In a competitive market, your clients need an advantage. That's where **Fairway Advantage[™] Pre-Approval** program can help. Through this program, we will work together to get your client conditionally approved for their mortgage by a Fairway Underwriter before they even begin house hunting.

The credibility that Fairway Advantage[™] Pre-Approval provides is so strong that **it may even compete with cash offers!**

Contact me to learn more about how this program could benefit your clients!



Kelly A. Katalinas
Branch Manager, NMLS# 365493

Direct: 703.868.9103

Office: 703.844.2060

kelly.katalinas@fairwaymc.com

www.kellykatalinas.com

3201 Jermantown Rd, Suite 220
Fairfax, VA 22030



Copyright ©2021, Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S Biltmore Lane, Madison, WI 53718. 1-877-699-0353. All rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions and limitations may apply. Equal Housing Opportunity. *Fairway Advantage Pre-Approval is based on a full review of borrower's creditworthiness and is contingent upon there being no change in the borrower's financial condition or creditworthiness at the time of final loan approval. Final loan approval is subject to the following conditions: (1) borrower has identified a suitable property, and a valid appraisal supports the proposed loan; (2) a valid title insurance binder has been issued; and (3) borrower selects a mortgage program and locks in an interest rate that will support the approved monthly payment amount. Loan must close before the expiration date provided in approval. Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act, License No. 41DBO-78367. Licensed by the Department of Financial Protection and Innovation under the California Financing Law, NMLS #2289. Loans made or arranged pursuant to a California Residential Mortgage Lending Act License. Licensed by the NJ Department of Banking and Insurance. Fairway Independent Mortgage Corporation NMLS ID: #2289 (www.nmlsconsumeraccess.org). 934750



TABLE OF CONTENTS



06

Index of Preferred Partners



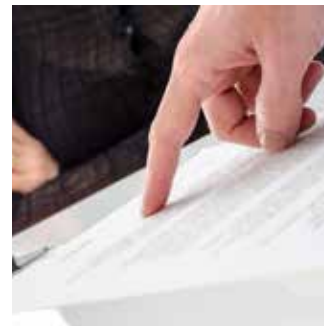
12

We Ask... You Tell! What Are Your Favorite Apps for Business?



16

Marketing Matters: How To Create a Consistent Marketing Plan



20

Legal Hotline: The Perils of Paragraph 26



24

Partner Spotlight: Todd Ewing, Federal Title



30

Agent Spotlight: LeAnne Anies



36

Rising Star: Shane Gaboury



40

Partner Spotlight: Brandon Frye, Guaranteed Rate



46

Cover Story: Jason Cheperdak



52

Special Events: Photos from Our June Jamboree!



56

Words by Wade: Beginner SEO Strategies for Real Estate Websites



59

Top 250 Standings

Cover photo courtesy of **Ryan Corvello Photography**.

NOW OPEN IN RESTON!

12005 Sunrise Valley Drive - Suite 410, Reston, VA 20191

Our newest Draper and Kramer Mortgage location is now open for business! As one of the top mortgage teams in the DMV region, we're excited to help even more borrowers and real estate professionals from this stylish new space in the heart of Reston.

Please stop by to say "hello"!

Give us a try as your primary or backup lender for fast, reliable home financing!

CHRIS CHANNELL
Regional Vice President

571-489-0581
240-381-9161

chris@dkmortgage.com
dkmortgage.com/chris

5021 Wilson Lane • Bethesda, MD 20814
12005 Sunrise Valley Dr., Ste. 410 • Reston, VA 20191

EQUAL HOUSING OPPORTUNITY

Chris Channell (NMLS ID #: 266012 DC-MLO-266012 DE-MLO-266012 FL-LO56939 GA-33032 MD-266012 SC-MLO-266012 VA-MLO-9155VA) is an agent of Draper and Kramer Mortgage Corp. (NMLS ID #: 2551 (www.nmlsconsumeraccess.org)) located at 1431 Opus Place, Suite 200, Downers Grove, IL 60515. Telephone 630-376-2100. DC: Mortgage Lender License No. MLR2551. DE: Licensed as a Mortgage Lender by the Office of the State Bank Commissioner, No. 019745. FL: Licensed as a Mortgage Lender by the Office of Financial Regulation No. MLD494. GA: Georgia Residential Mortgage Licensee - Licensed as a Mortgage Lender by the Commissioner of Financial Regulation No. 19525. SC: Licensed by the Bureau of Financial Institutions Mortgage Lender/Service License No. MLS-2551. VA: Regulated by Bureau of Financial Institutions located at Tyler Building 8th Floor, 1300 East Main Street, Richmond, Virginia 23219. Telephone 804-371-9657. © 2021 Draper and Kramer Mortgage Corp. All Rights Reserved. 03665-11 06/21



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CHIMNEY SERVICE/REPAIR

Winston's Chimney Service
(703) 283-2764
WinstonsServices.com

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

CONTRACTOR/ROOFER

DryHome Roofing & Siding, Inc.
(703) 230-7663
DryHome.com

ESTATE SALES

Four Sales LTD
(703) 256-8300
FourSales.com

HEATING & COOLING

Climatic Heating & Cooling
(703) 779-7455
ClimaticVA.com

HOME AND OFFICE ORGANIZATION

Judy On The Spot
(301) 798-4377
JudyOnTheSpot.com

HOME BUILDER

Green Valley Custom Builders
(703) 865-5440
GreenValleyCustomBuilders.com

HOME INSPECTION

Avanti Inspections
(571) 748-9591
AvantiInspections.com

Donofrio Property Inspections
(703) 771-8374
Donofrioinspections.com

Home Team
Inspection Service
(571) 765-2357
HomeTeam.com/
northern-virginia

Rn HomeTech
(301) 221-0357
RnHomeTech.com

HOME RENOVATION

Curbio
(810) 300-9432
Curbio.com

MaxHousePrice
(703) 215-2144
MaxHousePrice.com

HOME REPAIR

Innovative Realty Contracting
(571) 283-4919
InnovativeRealty
Contracting.com

HOME WARRANTY

Cinch Home Services
(800) 247-3680
CinchRealEstate.com

HWA Home Warranty
Anne Lang
(703) 220-9633
HWAHomeWarranty.com

Old Republic
Home Protection
Molly Flory
(800) 282-7131 x1428
ORHP.com

JUNK REMOVAL

123JUNK
(800) 364-5778
123JUNK.com

MORTGAGE

Draper and Kramer
Mortgage Corp.
Chris Channell
(571) 489-0581
DKMortgage.com/chris

Fairway Independent
Mortgage Corporation
Kelly Katalinas
(703) 868-9103
KellyKatalinas.com

First Home Mortgage
Todd Pede
(443) 764-7648
ToddPede.com

Guaranteed Rate
Craig Miller
(703) 592-6637
Rate.com/CraigMiller

Intercoastal
Mortgage Company
John Pyne
(703) 855-5158
ThePyneTeam.com

loanDepot
Tim Kelly
(571) 308-3660
loanDepot.com/TimKelly

McLean Mortgage
Melissa Bell
(817) 807-1616
MelissaBellMortgage.com

Prime Lending
Cindy Small
(571) 442-5175
Lo.PrimeLending.com/
cindy.small/

MOVING / STORAGE

Interstate Moving &
Storage, Inc.
(703) 226-3279
Moveinterstate.com

JK Moving Services
(703) 260-3098
JKMoving.com

Town & Country Movers
(301) 670-4600
TownAndCountryMovers.com

PHOTOGRAPHY

Aaron Lebo Photography
(443) 929-9258
AaronLeboPhotography.com

Ryan Corvello Photography
(757) 685-2077
CorvelloPhotography.com

TruPlace
Colleen Smith
(301) 972-3201 x824
colleensmith@truplace.com
TruPlace.com

PRINTING, DIRECT MAIL SERVICES

My Marketing Matters
(301) 590-9700
MyMarketingMatters.com

STAGING

Staging Home Definition
(202) 674-6996
StagingHomeDefinition.com

TITLE SERVICES

Eastern Title & Settlement
(240) 403-1285
EasternTitle.net

Federal Title
(202) 362-1500
FederalTitle.com

Kenningston Vanguard National
Land Services
(703) 637-9165
KV-DCMetro.com

MBH Settlement Group
(703) 277-6806
MBH.com

Monarch Title
(703) 852-1730
MonarchTitle.net

Stewart Title and Escrow
(480) 203-6452
DCTitleGuy.com

Titan Title
(703) 865-4999
TitanTitleMetro.com

TRANSACTION COORDINATOR

Scalable RES
(571) 445-4737
Facebook.com/ScalableRES

VIDEO SERVICES

HDBros
(833) 437-4686
HDBros.com

TruPlace
Colleen Smith
(301) 972-3201 x824
colleensmith@truplace.com
TruPlace.com



Save your clients
by getting
them covered!

Enroll them in the new
Cinch Preferred Plan
and they'll save \$50!*

SAVES
\$50



Join the Cinch for Real Estate
Pros Facebook Group

You can also follow us at: [in](#) [@](#) [v](#)

For additional information, please contact your local account executive:



Annie Murphy
Senior Account Executive
P: (571) 276-5739
E: amurphy@cinchhs.com



cinchrealestate.com | (800) 247-3680

*Cinch Preferred Plan not available in all states. Excludes multi-family, multi-year plans and renewals. \$50 discount applies to year one only and requires \$200/\$175 deductible (depending on area) and includes the Premium Upgrade Package (buyer only). ©2021 Cinch Home Services, Inc. All rights reserved. Cinch and HMS are registered marks of Cinch Home Services, Inc.



Quality Craftsmanship at Affordable Prices!
Class "A" Builder | Fully Licensed & Insured



Raj Tamang, PE, LEED AP
PRINCIPAL

(703) 865-5440 | [GreenValleyCustomBuilders.com](#) | 3609 Chain Bridge Rd. | Suite C. Fairfax, VA 22030



MEET THE NOVA REAL PRODUCERS TEAM



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



Ellen Buchanan
Editor



Wendy Ross
Client Operations Manager



Angela Clemons
Events Manager



Kristina Richardson
Project Manager



Zach Cohen
Writer



Chris Menezes
Writer



Ryan Corvello
Photographer



Aaron Lebo
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.

DISCLAIMER: Any articles included in this publication and/or opinions expressed herein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within *NOVA Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies. **NOTE:** When community events take place, photographers may be present to take photos for that event, and they may be used in this publication.



Exceeding partner expectations,
ONE RAVING FAN AT A TIME



Sara Rodriguez

“Working with Titan Title is all about **value, preparedness and exceeding expectations**. Accuracy, pre-emptive attention to detail and very reasonable fees in today’s market of escalating expenses are what you can fully expect. I heartily endorse and recommend Sara Rodriguez.”

Dinora Chacon, Realtor, Keller Williams

Contact our office for more information and details.



TITAN TITLE

703-865-4999

www.titantitlemetro.com

10195 MAIN STREET, SUITE L, FAIRFAX, VA 22031
11140 ROCKVILLE PIKE, SUITE 330 | ROCKVILLE, MD 20852



Check out our upcoming classes and events on Facebook and Instagram!



Welcome to a New Kind of Concierge

A CONCIERGE FOR EVERYONE.



Scan this code to get started!

Pay-at-closing is just the beginning. From fast fixups to full renovations, we deliver a turnkey home improvement experience for REALTORS® so you can sell faster, and for more.

curbio



Please nominate a Legend who comes to mind!

I love hearing ideas from the community on other stories that are of interest to you and ideas you have – including on where you'd like to see events held. We also have a Question & Answer section! What questions would you like to see asked? We post them on Facebook and also send the questions to the Top 500 group from our email: info@novarealproducers.com. Look for the "We Ask...You Tell!" article in the magazine where we publish answers from our Real Producers!

Check out photos from our June Jamboree on page 52 and on our *NOVA Real Producers*' Facebook page. We look forward to seeing you at our large joint event in November!

A NOTE FROM THE PUBLISHER

Dear Real Producers,

We had a fantastic time at our June Jamboree in Falls Church, Virginia! Check out the pictures of your friends and colleagues on the special events pages! It is an honor to be part of creating space for this amazing community to connect, and form/strengthen relationships. Mark your calendar on November 4th for our large joint event with *DC Metro Real Producers*!

Check us out on YouTube and Spotify, simply search for Kristin Brindley. If you aren't in our private Facebook group, let us know at info@novarealproducers.com. If you aren't part of the private group yet, get in there!



A reminder of what we are and our mission:

We are a local, REALTOR®-centric publication and relationship platform. Our mission is to inform, inspire, and elevate our *Real Producers* community. Everything we do is looking through the lens of Inform, Inspire, and Elevate. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top .05% of your industry.

Our Real Producers are wonderful people who do great work in real estate and in their communities. We are taking nominations for agents to feature for the rest of next year right now! Nominate your fellow REALTORS® and yourself. You can nominate for a cover story, rising star, "Making a Difference," and "A Cool Life Story." We have a special pets edition coming in October! We also have "Legends" coming up.

With gratitude,



Kristin Brindley
Owner/Publisher
NOVA Real Producers
313-971-8312
Kristin.Brindley@realproducersmag.com
www.novarealproducers.com



► we ask...you tell!

What are your favorite apps for your real estate business?



IAN MCVEIGH
Samson Properties

My own! And any app that helps calculate payments on the fly.



MEGHAN WASINGER
Wasinger & Co Properties

I love our brokerage's *WhatsApp* group. We all post regularly and if I have an "up for grabs" buyer, renter, open house etc., it's a fair way to distribute leads. The first one to respond gets it. Also, we use *Slack* and *Trello*. *Slack* is for brainstorming, especially for events, client pop bys. We cut and paste pictures, ideas, venues. Basically, a big brain dump for creativity but organized and great for when the moment hits you. It's like a virtual image board for all my crazy ideas. *Trello* keeps a record of each transaction as the agents move along checklists and milestones in the relationship or transaction. We also use it for a checklist to onboard new agents and make sure they get paperwork and training they need to be successful. At a glance, I can see every transaction that is active and shoot the agent relevant questions. I use *monday.com* also as my everyday checklist, and I have different checklists I share with my COO and CCO so they can help me get stuff done in shared tasks.



CHARLET SHRINER
RE/MAX Premier

Homesnap.



KEVIN LARUE
Century 21 Redwood Realty

My favorite real estate app is *Homesnap* to quickly find properties, agents, etc.



MARVIN FELIX
Keller Williams Realty

Facebook Messenger for sending happy birthday videos to my friends list. *BombBomb* for sending video emails to listing prospects I am about to meet and after we meet. *Homesnap* for looking up homes "Most Likely to Sell" in order to doorknock them either before or after a listing appointment in the same neighborhood to inquire about their future real estate plans. *Calendar* to schedule an appointment, reminder to send an email, or a follow-up call with anyone I meet while conducting business.



LAURIE MENSING
Long & Foster Real Estate

I have found *Scanner Pro* to be amazing! You take a photo, essentially of a document, and it automatically turns it into a PDF. The PDF can then be emailed directly from the app as an attachment. Life saver!



KIM PEELE
McEneaney Associates

My favorite app is *Homesnap* because it allows me to look up homes quickly, find similar actives and recent solds, and links to my second-favorite app, *ShowingTime* to easily schedule and change appointments.



RYAN CORVELLO
Ryan Corvello Photography

Lightroom, *Instagram*, *Inshot*, *Microsoft Teams*, and *Zelle*.



RAJ TAMANG
Green Valley Custom Builders

We use *BuilderTrend* online construction management software and app, where our customers have real-time, 24/7 access to project needs such as construction scheduling, change orders, and daily work progress reports and photos. This also helps me to understand work progress daily without being to the sites. Our project managers update work progress and upload photos daily.



KAT MASSETTI
eXp Realty

My most-used apps are *Homesnap* (my husband even said he wishes I looked at him like I look at *Homesnap*, Lol), *Canva* for my social media posts, *Instagram* to keep in contact with my past clients and SOI.



SHANE GABOURY
Property Collective
Follow Up Boss!



SAM NASSAR
Compass

With today's technology, it's important, as an experienced agent, to utilize the best resources to offer our clients. With my experience and seasoned with all the tools and apps, I have found that the *Compass* app has been, by far, the best to use, and not only are my clients always a step ahead, but I am always able to offer the best the market has to offer. In today's ever-changing, competitive market, clients deserve to be aware of everything, not just the minimal.



MATT PLUMER
eXp Realty

Everydollar, *QuickBooks*, *Facebook Messenger*, *Facebook*, *Instagram*, *Calendly*, and *Uber*.



BIC NGUYEN DECARO
eXp Realty

Homesnap, *ShowingTime*, *Evernote*, *Scannable*, *Drive*, *Dropbox*, *DotLoop*, *Instant Messenger*, *Instagram*, *Facebook*, and *Waze*.



NATALIE MCARTOR
Long & Foster Real Estate

My *Buffini CRM*. I use it two to three times a day.



KRISTIE ZIMMERMAN
Compass

Forewarn and *Genius Scan*.



SUE SMITH
Compass

Canva, *Facebook*, *Instagram*, and *Lightroom*.



ALLI COLLIER
Keller Williams Realty

Real estate-related, my favorite app is *HomeSnap*. I love having access to listing information at the tip of my fingers, as well as the ability to schedule showings on the go. *Audible* also makes driving around for real estate a breeze. I love listening to audiobooks on the road.



LESLIE HOBAN
eXp Realty

My favorite apps are definitely *Homesnap* for listing information, *Evernote* for organization, *Dropbox* for all of my files while on the go, *DocuSign* for mobile signatures, *Google Maps* to get around, and, of course, *SentriLock* to get into homes.



We PAY FOR and MANAGE Pre-Sale Renovations of Many Different Sizes



FAQ: What size renovations can MaxHousePrice handle?

A: Great news...we can handle jobs from what we call “heavy cosmetics” (carpet, paint, fixtures, etc.) to full “guts” and everywhere in between!

We take care of renovations from around the \$10K mark to over \$200K!
It all depends on the home's condition, maintenance, the comps, list price, etc.

Above, we have shown beautiful transformations completed by MaxHousePrice. These two projects fall within the "larger" renovation category. You can see the quality workmanship we provide to get a home ready for the market.



Tom Parmentier, Co-Founder
703-215-2144 | info@maxhouseprice.com

MaxHousePrice.com
*Follow us on Instagram and Facebook
for more transformations!*



Moving services for today's market...
at a price your clients can afford and the quality you expect.

**Local | Long Distance | International
Moving & Storage Services**

For more information about preferred pricing
and special programs for your clients,
call **Sherry Skinner** at

703.226.3282


INTERSTATE
MOVING | RELOCATION | LOGISTICS

D.C. Metro area locations in Landover,
Springfield and Sterling

Sales@invan.com | MoveInterstate.com



HD BROS Real Estate
Photo and Video
www.hdbros.com

Bobby Cockerille
bobby@hdbros.com
(571) 233-5327



How to Create a CONSISTENT MARKETING PLAN for Your Business

Navigating the world of marketing can feel overwhelming. With such a wide range of options, it can be hard to know where to focus your time, energy, and resources.

Take a look at some of these tips to help guide your marketing efforts.

1. Identify your target market and clients.

Before you begin creating a marketing plan, determine who you want to reach. Without a target audience, your marketing won't be as effective.

Your target market could be:

- A specific neighborhood
- People who live in certain types of homes
- First-time homeowners
- People looking to buy more property to expand their portfolio

2. Determine your budget.

Your budget needs to allow you to spend enough money that you can send professional and effective marketing materials to a broad enough audience, but not so large that your ROI isn't practical.

When determining your budget, you should also consider how much time you have available in your schedule. In addition to your personal and professional schedule, be sure to prepare your campaigns with enough time for them to be produced and sent to your clients!

Your marketing efforts will take time, and you want to be sure you can complete your marketing campaigns.

3. Identify how to reach your target market.

There are many ways to advertise to

your potential clients. Direct-mail marketing is a familiar and effective option. You can also reach potential clients on social media, through digital advertising, and by email. It's best to design marketing campaigns that use a few different methods, allowing you to reach people frequently and on multiple platforms.

4. Find your voice.

Figure out what voice you want to use in your marketing campaigns. When creating a marketing strategy, many professionals choose to create content that is familiar and conversational. Content that is accessible and relatable will encourage your potential clients to interact with it and reach out to you.

5. Set up a marketing schedule.

Once you've determined your target audience, budget, voice, and how you want to reach your clients, start filling in a calendar with your proposed communication strategy. Look into automating your marketing by scheduling it in advance or using templates to make designing your direct-mail pieces and social media posts less time-consuming. Think about how frequently your clients need to be reached.

Depending on how frequently you want to reach your clients, an automated direct-mail marketing campaign program can help you do that! Taking time to set up your marketing every few months can help save you time later.



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 their design portal. www.mymarketingmatters.com

my marketing matters
design | print | mail

Local, regional, and national: Mailing lists for every market!



Web-to-Print Platform

Easy and fast online ordering for all your marketing materials through our web-to-print platform.

- ✓ Choose from one of our customizable templates
- ✓ Upload your own designs
- ✓ Print, ship, and mail on-demand

New!



MyMarketingMatters.com

We've launched our new website to assist our clients in reaching their business goals.

- ✓ Find our full product and service offerings online
- ✓ Easily accessible pricing information
- ✓ FAQ's, info, and support



List Manager

Our new list manager lets you create targeted lists for a neighborhood, or even from a single address.

- ✓ Create, maintain & edit lists right in our system
- ✓ Improved data = Better deliverability
- ✓ No charge access, FREE!

POWERING PRINT + PRODUCTIVITY SINCE 1982

Get started on your next project today!
mymarketingmatters.com | 301.590.9700

On-Demand Home and Office Organization at Your Command!



JUDY ON THE SPOT.
WHO'S YOUR JUDY?

On Demand Services:

De-cluttering & Organizing
Home Staging
Turn Key Move-In
Packing & Unpacking
Office Set-up & Organization
Administrative Support
Errands

301.798.4377

www.judyonthespot.com

info@judyonthespot.com



Check Out What Our Customers Are Saying About Us Online!

We are your **right hand** who you can **always** trust.
Schedule Your Appointment Today!

Quality
BEYOND EXPECTATIONS



INNOVATIVE REALTY SOLUTIONS LLC
INNOVATIVE REALTY CONTRACTING VA LICENSE: 2705135404

WHY PARTNER WITH US?

- ✓ Licensed, insured, and experienced full service General Contractor
- ✓ Quality Interior Renovations and Remodeling
- ✓ Assist with settlement by reviewing and completing items from a home inspector's list
- ✓ Addressing any post settlement renovations for the buyer

www.innovativerealtycontracting.com | 571-283-4919
35072 Newlin Court Middleburg, VA 20117



WE ARE ALSO OFFERING
1/2 DAY AND FULL DAY
WALK AND TALK PRE-
OFFER INSPECTION
OPTIONS!

Call our office to learn
more about this great
opportunity!
703-771-3374



Walk and Talk Pre-Offer Inspections

The housing market is **HOT** and inventory is **LOW**
Our new Walk and Talk Pre-Offer Inspection is the **PERFECT** solution!

Description:
The Walk and Talk Pre-Offer is **NOT** a home inspection. The inspector will perform a visual walkthrough of the property and provide you with oral comments summarizing their observations of the general and limited systems/areas:

- Electrical
- Foundation
- HVAC
- Plumbing
- Roof

This is a limited inspection offered by Donofrio & Associates and the home inspector will discuss prior to the start of the Walk and Talk if the client may have any specific areas of concern that they would like the inspector to look at.

Estimated Time Frame: 30-60 minutes
Report: NO REPORT - VERBAL ONLY

In addition to our
residential and
commercial
inspections, we
offer many
additional services
including:

- Radon Testing
- Lead Based Paint Testing
- Air Quality Mold Screening
- Infrared Thermal Imaging
- Pool Inspections
- Stucco/Dry Vit
- Well Inspections (State of VA ONLY)
- Non-Winterized Pool Inspection

WE CLOSE ANYWHERE, ANYTIME.



EASTERN TITLE & SETTLEMENT

Let Eastern Title bring a unique convenience & peace of mind to
your buying & selling process today!

Give them even more of a reason to thank you for your business.

3 Research Place, Suite 201
Rockville, MD 20850

6100 Executive Blvd., Suite 410
Rockville, MD 20852

112 E. Broad St.
Falls Church, VA 22046

3926 12th St NE
Washington, DC 20017



» legal hotline
By Robert Pope, Esq.

THE PERILS OF

PARAGRAPH 26

Paragraph 26 of the NVAR contract starts off as follows: “If any Party breaches this Contract and a non-breaching Party retains legal counsel to enforce its rights hereunder, the non-breaching Party shall be entitled to recover against the breaching Party all of its reasonable Legal Expenses incurred in enforcing its rights under this Contract...”

So, for the average home seller or purchaser, the short version is that if the other party breaches the contract, you get your attorneys’ fees paid, which, on its face is an accurate statement, however it fails to take into account the realities of civil litigation, a few of which I will discuss here.

First, many consumers have heard of attorneys taking on cases on what’s called a “contingency fee” basis, or, put simply, the attorneys’ fee is a portion of whatever they recover on your behalf. Contract disputes are rarely if ever handled on this basis, therefore if you want an attorney to represent you in your contract dispute, you’ll have to pay them in advance of any recovered damages. For an action in General District Court, most law firms would charge a minimum of \$2,000 to take the case. While that may seem steep, your average consumer looks at Paragraph 26 and thinks “Sure, I’m paying this up front, but I’m definitely in the right so it’s just a matter of time before I get all of

it back from the other party in court.” That may be, but nevertheless, the already-wronged party must come up with the attorneys’ fee upfront.

Second, just because you, as the agent, and your client both feel certain beyond a shadow of a doubt that you are, in fact, in the right, doesn’t mean that a judge will agree. In a hypothetical contract dispute scenario, the judge might rule for the other party for any number of reasons, and your client is free to appeal, but that means more time and money to resolve the already-protracted dispute. A further issue with respect to judges’ decisions is that even if you do get a favorable ruling,

the judge is not required to award all of the paid attorneys’ fees. The judge may think the attorney overcharged or have any other number of reasons to reduce the amount awarded for attorneys’ fees.

Lastly, let’s assume that not only are you able to get a judge to rule in your favor, but the judge also awards all the claimed attorneys’ fees to your client. What now? Just because you get a judgment against someone doesn’t mean that the monetary damages magically jump from their bank account to yours. You have a judgment against them, but collecting on a judgment is often the most challenging part of any litigation matter.

So how does a party manage to collect? Generally, it’s most often via some form of garnishment, typically garnishment of wages or bank accounts. Depending on the

circumstances, you might know what bank they use (for instance, if they used a check to provide their Earnest Money Deposit). There is a court process for attempting to garnish that bank account, and depending on the circumstances, the debtor may have exemptions to prevent the garnishment. If you have no other information about their employment or assets, a creditor can request that the court subpoena the debtor to appear for debtor interrogatories, where a debtor is brought to court, placed under oath, and the creditor (or their attorney) can ask them questions about their employment or assets for the purpose of later garnishment efforts, allowing the creditor to file a garnishment on those wages or other assets. The final problem your client might run into is that the debtor could still file for bankruptcy, rendering their judgment little more than a fancy piece of paper.

All the foregoing reasons are why I typically counsel parties in contract disputes to come to some sort of settlement, short of going to court. If your client, whether buyer or seller, is most definitely in the right when it comes to a breach of contract, they will almost always be better served settling the matter rather than taking the dispute to court.



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

YOUR ESTATE SALE EXPERTS
REALTORS' RESOURCE FOR FULL-SERVICE ESTATE LIQUIDATION

ENERGY • INTEGRITY • INTELLIGENCE

Full-Service Estate Sales • Live Auctions • Auction Brokerage
Charity Hauling • Disposal Hauling • Paint and Chemical Removal
Piano Removals • Personal Property Appraisals

45+ years
FOUR SALES, INC.

Call NOW for a **FREE Project Estimate!**

(703) 256-8300 • (301) 580-9542

foursales.com | questions@foursales.com
Servicing MD, DC & VA since 1972

OLD REPUBLIC HOME PROTECTION

It's not too late!

Did your buyers close without a home warranty?
They can still get industry-leading coverage after closing.

Contact me for more details!

Terri Bulejski
Account Executive
800.282.7131 Ext. 1373
C: 314.922.8361
TerriB@orhp.com
my.orhp.com/terribulejski

People Helping People

This is a paid advertisement.

Because Local Experience Matters.



Monarch
TITLE, INC.®

McLean
6861 Elm Street, Ste 100
McLean, VA 22101
703-852-1730

Hyattsville
4313 Hamilton Street, 2nd Floor
Hyattsville, MD 20781
202-546-3100

Old Town Alexandria
675 N. Washington Street, Ste 435
Alexandria, VA 22314
703-852-7700

Eastern Market
210 7th Street SE, Ste 100
Washington, DC 20003
202-546-3100

www.monarchtitle.net

NOVA
REAL PRODUCERS® PRESENTS
Golden Nuggets



WORDS OF WISDOM FROM THIS MONTH'S FEATURES



JASON CHEPERDAK
Samson Properties

"Be humble and vulnerable with others. Too many people are out there trying to prove themselves. Be the person who is the student, ask great questions, find a mentor and ask for help! You will save yourself a ton of time and headaches. Most of my success comes from this, along with

surrounding myself with exceptional people who have helped me become the person I am today."



SHANE GABOURY
Property Collective

"Without commitment, you'll never start, but more importantly, without consistency, you'll never finish. It's not easy. So, keep working, keep striving, never give up. Fall down seven times, get up eight."

"Ease is a greater threat to progress than hardship. So, keep moving, keep growing, keep learning. See you at work."

—Denzel Washington



LEANNE ANIES
Property Collective

"Keep your head down, maintain a narrow focus and do the right activities daily. Surround yourself with people who inspire you and encourage you to reach your goals. If you are not feeling that your current situation has put you with those people, change it."



BRANDON FRYE
Guaranteed Rate

"I'm truly dedicated to every client and Realtor I work with...I'm here to take things off their plate and make them look better with their clients. The better I make them look when they refer me, the more business we both get. At the end of the day, let me be the lead blocker for you and your clients. Let me pave the way. If I can earn your trust, I'd like to help get you across the goal line."



TODD EWING
Federal Title & Escrow Company

"From the very beginning, we have staked Federal Title's success on the quality of care and service we deliver. At the heart of every innovation we develop is a desire to take excellent care of the people we serve — and to do it with uncompromising integrity."



Cutting-Edge Innovations & Top-Notch Settlement Services

Todd Ewing has an axe to grind.

The founder and CEO of the largest independently owned title company in the District of Columbia, Ewing says the consolidation of the real estate transaction leads to fewer checks and balances and ultimately threatens to grievously damage the hard-fought reputations of top real estate professionals.

“How does it look to a homebuyer when their REALTOR® recommends a title company with noticeably lower online reviews and significantly higher fees,” Ewing ponders, as he squares up with his target at Sister Axe on Bella Vita Farm in Brookeville, Maryland, lightly gripping the wooden handle as he raises his axe overhead with both hands and lets it fly. The steel blade sticks within inches of the bullseye.

Having grown up on a farm in Iowa, where he competed in 4-H cattle competitions and used the money he raised from his projects to help put himself through college and law school at Drake University, Ewing is very much an outdoorsy, do-it-yourself kind of guy who likes to work with his hands — and reward his dedicated staff with decompression sessions at the axe throwing range.

TODD EWING

FEDERAL TITLE & ESCROW COMPANY

...

...

He started Federal Title & Escrow Company in 1996, on a desk he fashioned from a piece of plywood strewn across a couple of sawhorses, in a tiny office in the Tenleytown neighborhood of Washington, D.C. His vision for the company was disruptive to a system that commonly saw the exchange of kickbacks to referral sources in exchange for business.

“From the very beginning, we have staked our (Federal Title’s) success on the quality of care and service we deliver,” Ewing says. “We are committed to remaining a neutral third party in the real estate transaction — and to earning the business of the local real estate market.”

He would eschew the traditional arrangements, instead crediting money back to homebuyers at closing and equipping REALTORS® and lenders with tools to help them compete more successfully in their own businesses. His model was so disruptive he was eventually summoned before the District’s Bureau of Insurance due to complaints from other title companies. The Bureau upheld Federal Title’s innovative business model.

“The traditional model threatens the integrity of real estate professionals as much as it hurts the consumer,” says Joe Gentile, settlement attorney and president of Federal Title, who has been Ewing’s right-hand man for nearly 20 years.

Gentile is drinking a light-bodied beer as he watches the action. The easy-going foil to Federal Title’s charismatic leader, Ewing describes his business partner as a shrewd adjudicator who is

adept at distilling complicated legal concepts and making clients feel at ease around the closing table.

Gentile says title companies are “unfortunately infamous” for their lack of transparency, which has perpetuated a misconception among consumers and real estate professionals that title companies are all the same. Having worked for other title companies, Gentile says he knows firsthand that’s not true.

“The integrity of the real estate transaction depends on a system of checks and balances among real estate brokerages, banks, and title companies,” Gentile says. “If two of those entities have the same interest in mind, it becomes impossible to hold the best interests of a buyer or seller.”

He says one of the factors that led to his decision to work for Federal Title was Ewing’s aspirational vision for a title company that was fiercely and truly independent, leveraging technology and guile to reach the top echelon of title companies nationwide and stay relevant. In addition to opening new offices in Virginia and Maryland, Federal Title will celebrate its 25th anniversary this year.

Todd and MaSandra Ewing were married in Isle of Palms, South Carolina, in January 2020.



The Federal Title team at axe-throwing range Sister Axe on Bella Vita Farm in Brookeville, MD. President Joe Gentile to the right of Founder & CEO Todd Ewing (center front).

Over the years, Federal Title has strung together a series of consumer-friendly innovations that help real estate professionals distinguish themselves, Ewing says. It started with the introduction of Quick Quote, a web calculator that clearly outlines the consumer’s exact title fees and other closing costs.

On its heels came the innovative online order portal and REALCredit™ that delivers an instant closing cost credit to homebuyers when services are ordered through the portal. Following that, the company introduced its groundbreaking app, Close It!, which knows exactly how much cash will traverse the closing table, including escrow reserves and brokerage fees.

The company then introduced the REALegal™ program that provides peace of mind to consumers and their advocates in the form of two hours of legal consultation for matters concerning the property in their contract.

FEDERAL
Title & Escrow Company

Most recently, as a global pandemic set in, when other title companies continued to rely on traditional approaches to settlement and “drive-through closings,” Federal Title introduced Real Safe™ digital and contactless closing solutions, which Ewing says have become wildly popular with buyers and sellers.

“At the heart of every innovation we develop is a desire to take excellent care of the people we serve — and to do it with uncompromising integrity,” Ewing says.

He picks up another axe and squares to his target. This time the blade strikes dead center on the bull.



To learn more about Federal Title, call 202-362-1500, email info@federaltitle.com, or visit them online at www.federaltitle.com.



HAVE JUNK? WE CAN HELP!

IT'S AS EASY AS POINT AND PICK UP

Just point to the junk and let uniformed **123JUNK** drivers pick it up. We load, haul and dispose of your junk responsibly using the eco-friendly **1-2-3 Disposal Process** everyone's talking about.



1 - DONATE



2 - RECYCLE



3 - DISPOSE

NO-BRAINER PRICING

123JUNK charges a flat fee based on **volume**. Fuel, labor, disposal fees, donation deliveries—it's all in there, and you'll know the price before we begin. We'll even provide receipts for tax-deductible donations!



WWW.123JUNK.COM

Proud Partner of



Stephanie Richards
Direct: (703) 791-1238
Srichards@123junk.com



Kevin Wheeler
Phone: 301-798-6055
kwheeler@123junk.com



Proudly Serving DC, MD & VA

WORKING together...

FLYERS



SOCIAL MEDIA

BROCHURES



DIRECT MAIL

SIGNAGE



PROMOTING
EVENTS

>> to Help you Reach
your Business Goals

PrimeLending is a name that's stood for strength and commitment to customer care for more than 30 years. We take pride in working together to have a profound and positive impact on every one of our business partners and customers alike.

Together, we can market to borrowers and reach a wider variety of homebuyers. We offer a variety of eye-catching and informative joint marketing materials that get you noticed. I'm also available to:

- Sponsor or co-sponsor open houses and hold drawings
- Provide loan payment scenarios to homebuyers
- Co-host events like first-time homebuyer seminars
- Prequalify borrowers*

LEARN MORE ABOUT HOW I CAN ASSIST YOU. **CALL TODAY.**



Cindy Small

Loan Originator
NMLS: 329508
Cell: 703-863-6868
Office : 571-442-5175
cindy.small@primelending.com
lo.primelending.com/cindy.small

12150 Monument Drive Suite 125
Fairfax, VA 22033

PrimeLending
A PlainsCapital Company.

Home Loans Made Simple®

Not intended for consumer distribution.
*A pre-qualification is not an approval of credit, and does not signify that underwriting requirements have been met.
All loans subject to credit approval. Rates and fees subject to change. ©2019 PrimeLending, a PlainsCapital Company. (NMLS: 13649) Equal Housing Lender.
PrimeLending is a wholly owned subsidiary of a state-chartered bank and is an exempt lender in VA. V010918





▶ agent spotlight

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

LeAnne Anies

Still Swimming

“Just keep swimming,” is a mantra LeAnne Anies has repeated many times in her life, a mantra that has helped her through many high and low tides, storming swells and rip currents that threatened to pull her under. Through it all, she has developed an uncanny ability to keep her head down and focus on each stroke forward, something she still does today.

LeAnne was born and raised in St. Louis, Missouri. Her parents divorced when she was 5 years old and formed new families. By the time she was 8, she found herself trying to fit into two different worlds. “It was hard trying to fit into a premade family. I never really felt that I fit into either side — my mom’s or my dad’s.”

LeAnne joined the U.S. Navy at 19 years old. She was first stationed at a small naval base in Nea Makri, East Attica, Greece. As she arrived at her post, she met her husband-to-be, Gus — he was the person she was sent there to replace. They dated for seven

months and were married. Newly pregnant, LeAnne left the military and moved with Gus to California, where he was stationed.

LeAnne and Gus had their sons, Derick and Chance, during their three years in California and moved to Hawaii when Gus was re-stationed. They stayed there for four years and had their daughters, Kelsey and Chloe. But when Chloe was born with cerebral palsy, requiring better medical care and resources, they obtained a humanitarian transfer to Jacksonville, Florida, where they lived for five years.

While in Florida, LeAnne obtained her massage therapy license to help her daughter Chloe with her muscle tone. She started a small massage therapy practice until they moved to Virginia a few years later. LeAnne had a tendency to move around a lot when it came to work, staying at one job for about a year and then moving to another. She had trouble finding her “thing” before real estate.

As Chloe became severely ill, LeAnne struggled to find time for everything, having three other children, her own business, and a husband on deployments. “It was hard to have time for myself,” she says. “Luckily, we were able to use respite care from a local organization to provide a date night or just time to do laundry and finish chores.”

“Before COVID, I volunteered at Jill’s House, an organization that provides respite care to families in need by giving them a whole weekend off,” she continues. “It is an amazing organization that has been booked to full capacity due to the amount of need.” LeAnne also runs a Serve Local Heroes program that provides support to local schools and local heroes in the Herndon community.

Chloe sadly passed away at age five, due to complications from pneumonia on Father’s Day, June 17, 2001. Three weeks later, they were transferred to D.C. Gus was stationed at the naval observatory and became the executive chef for former vice president Dick Cheney. Being new to the area, LeAnne took a job at a chiropractic clinic in Rockville as the front-office manager.

As fate would have it, one of their chiropractic patients was a local top producer. He was impressed by LeAnne and he offered her a job. She started working for him in 2002, managing his team and helping him grow his brand. In 2005, she left and worked for several top agents in NOVA as an operations manager and a listing manager.

“I worked in the admin side of real estate for most of my career, and when the kids were old enough, I stepped out to sell. Eric Pearson at PSR actually encouraged me to step





out from behind the desk and start selling in 2013,” LeAnne explains.

LeAnne sold 20 homes her first year and has increased in units and volume every year since. She decided early on to have a hyper-local business, to build it right where she lived, in Herndon, Virginia.

“I wanted to go in with a narrow focus so I focused on farming and serving my Herndon community. I can talk honestly and openly about the community because I live here. My kids went to these schools and I just love the community,” LeAnne explains.

Last year, she sold 50 units and produced \$28 million in volume. Thirty of those units were homes right in 20170. She is currently passionate about growing a LeAnne & Company “transformation team” for their sellers. “Our market is crazy, but sellers still need to prep their homes to get top dollar. Many

of our clients are original owners and need help in the prep process,” LeAnne explains.

LeAnne says her children have always been her “Why. “I do everything for them. To provide them with opportunity we didn’t have when we were young,” she says.

LeAnne and Gus started flipping homes about four years ago. She is currently obsessed with building a small rental portfolio of renovated beach homes in the Outer Banks, where she can continue to make memories with her adult children and leave a legacy for them. She recently obtained her North Carolina real estate license.

Although it took almost half her life to find a place or profession that fit her, LeAnne is perfectly happy where she is now. “I realized a few years ago that real estate was my thing. My place. A place I finally fit,” she says.



“Though I still get antsy ... I have imposter syndrome, for sure, and still feel like someone else’s admin,” she confesses. “But I know that by putting my head down, to just keep swimming and doing a great job for my clients, I will continue to grow my life and provide amazing opportunities for my kids and future grandkids.”

Thank You for Choosing Climatic Heating & Cooling as The Best Heating & Air Conditioning Company in Loudoun County for the Past Seven Years!

CLIMATIC
HEATING & COOLING, INC.

24 Hour Same Day Service

\$25 OFF ANY SERVICE CALL NEW CUSTOMERS

UP TO \$1,100 REBATE FOR NEW SYSTEM INSTALLATIONS

36 MONTH, 0% FINANCING ON QUALIFYING SYSTEMS WITH CREDIT APPROVAL

100% Satisfaction Guaranteed!

Like us on facebook /ClimaticVa

Loudoun Times-Mirror 2019 BEST OF LOUDOUN

Family Owned & Operated | Request an appointment at www.climaticva.com or 703-779-7455

What Makes Avanti Your Go-To Inspection Company?

Greater Value. Tailored Services. Educational & Service Driven.

FREE Warranties Included With Every Home Inspection!

AVANTI INSPECTIONS

Home Inspections · Radon Testing
Termite (WDO/WDI) Inspections
Mold Inspections & Samples · Air Quality Samples

Experience the Avanti Difference. Contact Us Today!

571-748-9591 · www.AvantInspections.com
f Servicing Virginia, Maryland and DC Areas

WE’VE GOT YOU COVERED.

HWA Home Warranty of America 13 mo. WARRANTY

FREE Seller’s Coverage
VIP concierge service for agents
Re-key service

No cap on refrigerant
Online orders and claims

THE ONLY “13” MONTH HOME WARRANTY

VISIT MY PAGE FOR DISCOUNTS...
www.AnneLangHWA.com

Anne Lang
Account Executive
703.220.9633
Anne.Lang@hwahomewarranty.com

HWAHomeWarranty.com
Exclusions apply. See contract document for details. ©2019 Home Warranty of America, Inc.



Think
owning a
home is out
of reach?
Think again.



Experience Matters

We are dedicated to providing excellent customer service and we will work tirelessly to exceed your expectations. We believe that each client and transaction is unique and we will use our extensive experience in the mortgage industry to ensure a smooth and efficient transaction. Let our experience help yours.



John Pyne, NMLS ID#: 396073
Executive Vice President

O: (703) 449-6813
C: (703) 855-5158
E: PyneTeam@icmtg.com

6829 Elm Street
Suite 200A
McLean, VA 22101

ThePyneTeam.com

Company NMLS ID # 56323 (www.nmlsconsumeraccess.org) - Intercoastal Mortgage, LLC is an Equal Housing Lender



at



INTERCOASTAL
MORTGAGE, LLC

**Contact us for a superior
settlement experience.**

202.362.1500

info@federaltitle.com

FEDERAL
Title & Escrow Company

We offer

Contactless closings • Remote & online closing solutions • Complete, upfront cash-to-close picture • Online order & delivery tracker • Local knowledge accrued over 25 years of business • Accessible in-house attorneys & seasoned support staff • Easy, proactive communication • REAL Benefits™ that include a closing credit of up to \$750 and up to 2 hours of FREE legal consultation • Full settlement services at friendly prices



► rising star
By Zachary Cohen
Photos by Ryan Corvello

SHANE GABOURY

BUILT ON HUSTLE

“The only thing that I see that is distinctly different about me is I’m not afraid to die on a treadmill. I will not be out-worked, period. You might have more talent than me, you might be smarter than me, you might be sexier than me, you might be all of those things you got it on me in nine categories. But if we get on the treadmill together, there’s two things: You’re getting off first, or I’m going to die. It’s really that simple, right? You’re not going to out-work me.” —Will Smith

“This Will Smith quote resonates with me more than any other quote,” Shane Gaboury, of Property Collective, begins. “I never have been the most talented, smart, or skilled in anything I do, which made my hustle a necessity as opposed to a choice — whether it was growing up playing basketball, academics at Virginia Tech, real estate, or CrossFit.”

Two years into his real estate career, Shane is proving that hustle is a strategy for success. Coupled

with his drive to be of service, Shane’s real estate business has taken off. In 2019, his first year, he closed over \$11 million. In 2020, he almost tripled that, closing just shy of \$31 million. Yet, it’s not all about the statistics for Shane.

“The biggest win-win for me is helping others find their dream home to create memories in while simultaneously having a fulfilling career that can fund my lifestyle and personal dream of reaching financial freedom,” Shane says. “There are not many careers, in my opinion, that have unlimited earning potential while in the same regard are extremely fulfilling.”

Rewind: From 123JUNK to Real Estate
Before becoming a real estate agent, Shane worked at 123JUNK, a local junk removal business. His role involved selling to real estate agent partners and encouraging them to refer their clients to 123JUNK.

Shane’s work at 123JUNK acted as a doorway to his current role. He was exposed to sales and dealing with clients, but perhaps more importantly, he became engaged in the local real estate community. As Shane got to know more local agents, he realized that he had the drive to become a real estate agent himself. Upon landing in real estate, Shane was able to effectively take the skills he learned on the junk removal side and apply them to real estate.

...



“

YOU REALLY HAVE TO GO OUT
AND ATTACK EVERY DAY IF YOU
WANT TO SUCCEED.

“My favorite part of being a real estate agent is the hustle of it all,” Shane explains. “You really have to go out and attack every day if you want to succeed. Prior to being an agent, I had a 9 to 5 job where it felt like you are almost incentivized to do less. As an agent, you have autonomy and are 100 percent incentivized to assist as many clients as you possibly can to buy or sell and move into the next chapter of their life.”

Stepping into the Future

“Earl Nightingale said that ‘Success is the progressive realization of a worthy goal or ideal,’ and that is probably the best definition of success I have heard.” Shane’s own worthy goal is to achieve financial freedom, which will, in turn, provide his family with more opportunities to travel, and better health care and education, amongst other things. With each closed transaction, Shane is not only helping a client get closer to their ‘worthy goal,’ but he’s getting closer to his own goals too.

As Shane looks ahead, he understands that he has room to grow, especially regarding sales skills and listings; in his first two years, he’s worked primarily with buyers. He also hopes to be more efficient with his schedule. Most importantly, however, Shane is committed to consistency. He’s committed to the everyday hustle.

“It never ends; there is no arriving,” he reminds us.

Rising Star Shane Gaboury came to real estate after working for 123JUNK, a local junk removal company and NOVA Real Producers partner.



BRANDON FRYE

GUARANTEED RATE

FROM THE GRIDIRON TO MORTGAGE LENDING: LEADING WITH WORK ETHIC



For most football players, getting to the NFL is a dream, and Brandon Frye was one of the few to realize that dream. After graduating with a finance degree from Virginia Tech in 2007, Brandon was drafted in the fifth round by the Houston Texans. He went on to play for the Miami Dolphins and Seattle Seahawks before his NFL career came to a close in 2010.

Not many athletes are prepared for life after their NFL career. According to data from Chron.com, the average length of an NFL career is an astonishingly short two and a half years. That leaves the large majority of players who do make it to the NFL in need of a post-NFL plan.

Brandon, however, was in a unique position. During his time at Virginia Tech, he was heavily focused on his education. Playing professional football was always his backup plan. “For me, I don’t think I struggled with transitioning after football as much as many players because I had a huge emphasis on school. I had plans for more than just playing in the NFL, if that opportunity came along,” Brandon says.

With a degree in finance from a great university, Brandon knew he would find a way to succeed. When a friend brought up the idea of mortgage lending, he dove in.

Becoming an Expert in Mortgage Lending

Brandon has now been in the mortgage lending world for over a decade. He steadily



Brandon Frye and his wife Stephanie, at home with their daughters Aria Grace and Jasmine Lane.

worked his way up to become a leading mortgage professional with Wells Fargo. After ten years with Wells Fargo, he transitioned to become a senior vice president at Guaranteed Rate in January 2021.

“I graduated with a B.S. in finance from Virginia Tech, and love helping people. Combining those two things with my work ethic and attention to detail has helped me be successful in the mortgage industry,” Brandon says. “I truly enjoy helping others achieve financial success through building wealth with homeownership.”

Brandon has built his business by partnering with real estate agents. He prides himself on being an advocate for his agents. His attention to detail allows him to predict potential issues and solve them — before they ever become issues. “My biggest job is to provide a smooth experience. I’m here to take things off their plate and make them look better with their clients. The better I make them look when they refer me, the more business we both

get,” Brandon says. “At the end of the day, with my real estate agents, let me be the lead blocker for you and your clients. Let me pave the way. If I can earn your trust, I’d like to help get you across the goal line.”

Family First

At home, Brandon and his wife, Melissa, have two daughters; Jasmine Lane is 3 and Aria Grace is 1. “We love dance parties, playing sports, and movie nights with popcorn,” Brandon smiles. “I also enjoy playing golf, watching sports, and grilling delicious food.”

In his personal and his professional life, Brandon is dedicated to service. He continues to model the motto from his alma mater, Virginia Tech: Ut Prosim (That I May Serve). It’s Brandon’s uncanny ability to focus on service — not sales — that drives his business.

“I’m truly dedicated to every client and real estate agent I work with.

Q&A With Brandon Frye

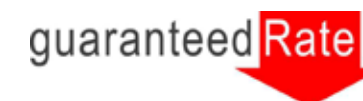
Real Producers: What do you want the top-producing real estate agents to know about your business?

Brandon: In the words of the Genie (or Tupac), “You ain’t never had a friend like me.”

Real Producers: What do you believe has been the biggest reason for your success?

Brandon: My mom. There’s no doubt I learned my work ethic from watching her. She worked two to three jobs at a time to make sure there was food on the table and a roof over our heads.

I take great personal pride and responsibility in my commitment to helping them achieve their goals.”



For more information, please visit www.rate.com/BrandonFrye.



YOU AND YOUR CLIENTS
SHOULD ENJOY THE
IMPORTANT MOMENTS

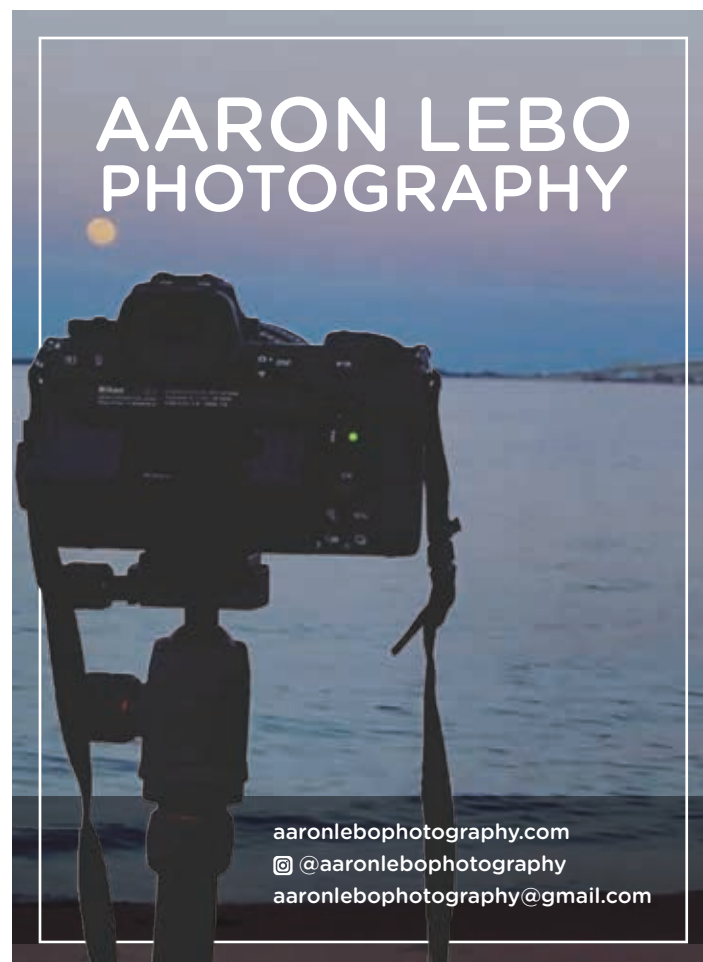
*A Home Inspection by
Rn HomeTech ensures you will!*

**CALL or EMAIL
us today!
301-221-0357**




Tony Fernandez
Founder and
Lead Home Inspector
*Fluent in English & Spanish
Speaks Italian and French*

Schedule-me@RnHomeTech.com | www.rnhometech.com
Serving MD, VA and DC Metro area | 21214 Delevan Way | Germantown, MD 20876



**AARON LEBO
PHOTOGRAPHY**

aaronlebophotography.com
@aaronlebophotography
aaronlebophotography@gmail.com

Staged Homes sell **FASTER** & for a **HIGHER** price!



Let Paula & her team make YOU and YOUR CLIENT happy!

ph
PAULA HERRERA LLC
STAGING HOME DEFINITION

Schedule a FREE consultation today.
(202) 674-6996
paulaherrera@staginghomedefinition.com
staginghomedefinition.com

TOWN & COUNTRY MOVERS, INC.

Experienced | Reliable | Trusted

The DMV's top mover for over 40 years.
Let our family move your family.



Call today for a free estimate!
703-560-8600 | 800-683-6683
www.townandcountrymovers.com




Just
Announced






JASON CHEPERDAK



Jason Cheperdak with members of the Shepherd Homes Group at Samson Properties.

FINDING HIS CALLING

“There is a difference between hard work and grit. Grit is where hard work is not enough to accomplish something. Grit is when you need to dig deep and push past what you think is not possible and have the confidence that you can do something that people tell you is not possible. Grit is when you defy the odds because you were willing to do what even you thought you were not willing to do.”

Jason Cheperdak, of the Shepherd Homes Group at Samson Properties, grew up in a family with humble means. Nonetheless, Jason witnessed his parents rise above their financial challenges to create a life of prosperity. As Jason says, grit was the foundation of their success.

“They took big risks and worked hard to get where they are today.

Through this, I learned anything was possible if you worked hard enough,” Jason reflects.

When Jason was six, his parents began their first home flip. Jason’s entire family — his mother, father, and brother — all lived in one room and renovated the remainder of the house. Time and time again, Jason and his family repeated the process.

“That’s how I grew up. I saw how real estate transformed my family’s life and knew I wanted to help others transform their lives through real estate as well.”

DEVELOPING HIS TALENTS

As he grew older, Jason displayed both a passion and tremendous skill for figure skating. He moved away from home at 15 to train at a premier

Canadian skating academy alongside athletes from all over the world.

“I got to travel the world, be coached by some of the best figure skating coaches in the world, and be exposed to a level of work ethic, passion, and expression that changed who I was going to be for the rest of my life,” Jason explains. “After that, I knew I needed to do something different with my life, make something special with the talents I was developing. I think we are all called to share with the world the talents that we have, and when I stopped skating, I needed to find a new way to share.”

Jason envisioned returning to real estate, the same business his parents used to pull their family out of financial hardship. He enrolled in a niche entrepreneurial business school

...

in Canada and received a business degree with a specialization in small business development and start-up.

However, Jason didn't immediately go into real estate. He headed into the financial banking world and then landed a job with Target, where he spent eight years as a senior store manager. "This was the next transformational experience for me," Jason continues. "I now lead a team of over 300 employees and a leadership team of 33. This experience has given me amazing leadership training, and I have had the opportunity to learn so much about myself as a leader."

Through these years, Jason found a passion for personal development. Attending a Tony Robbins workshop changed his perspective — and his life — and gave him his first life coach.

REAL ESTATE CALLS

The culmination of Jason's experience eventually led him to return to real estate. He launched his real estate career in November 2016. Jason continued to work for Target through early 2021, but as of April, he is officially a full-time real estate agent. "What a crazy journey it's been," Jason smiles.

In just a few years, Jason has grown his real estate business to be one of NOVA's best; he closed \$71 million in 2020. By the end of June 2021, Jason's team had done \$88 million in volume, selling more in the first six months of 2021 than in all of 2020.

"I love the creativity of bringing a home to its most beautiful self and the marketing and staging of the home. I am a really creative person and I love this aspect. I also have a passion to help create prosperity for others and this provides an amazing way for me to do that! I also love sales, am a true negotiator at heart, and love pursuing the perfection of 'the deal.' I love winning, and I love winning for my clients even more," Jason exclaims.

In real estate, Jason has found a combination of multiple things he loves — marketing and staging, helping others, and negotiation. As he says, he "couldn't think of doing anything else."

"It took me a really long time to find my passions in life. I always had a calling to real estate, but it

...



From a young age, Jason saw how his parents transformed the family's lives through home flipping.

Jason Cheperdak and his wife, Alison, met at 18 years old while training for figure skating and have been together ever since.



“ I HOPE THAT EVERYONE IN MY LIFE CAN BE UPLIFTED AND LEAVE FEELING BETTER THAN THEY DID WHEN WE FIRST MET. ”



“
I LOVE WINNING, AND I
LOVE WINNING FOR MY
CLIENTS EVEN MORE.
”

Jason Cheperdak launched his real estate career in 2016 and became full-time in April 2021.

...

wasn't until my wife helped me explore becoming a REALTOR® did I realize that this role in the world of real estate encompassed all of my favorite things about real estate. I'll be selling and helping families buy homes for the rest of my life," Jason says.

THE PASSION TO PROGRESS

Jason's wife, Alison, is also a former figure skater. They met while training at the same facility in Pennsylvania and have been together since Jason was 18. They no longer figure skate but love to ballroom dance together and plan to start competing in 2021. Jason also enjoys working out, hiking, and exploring the wonders of the great outdoors.

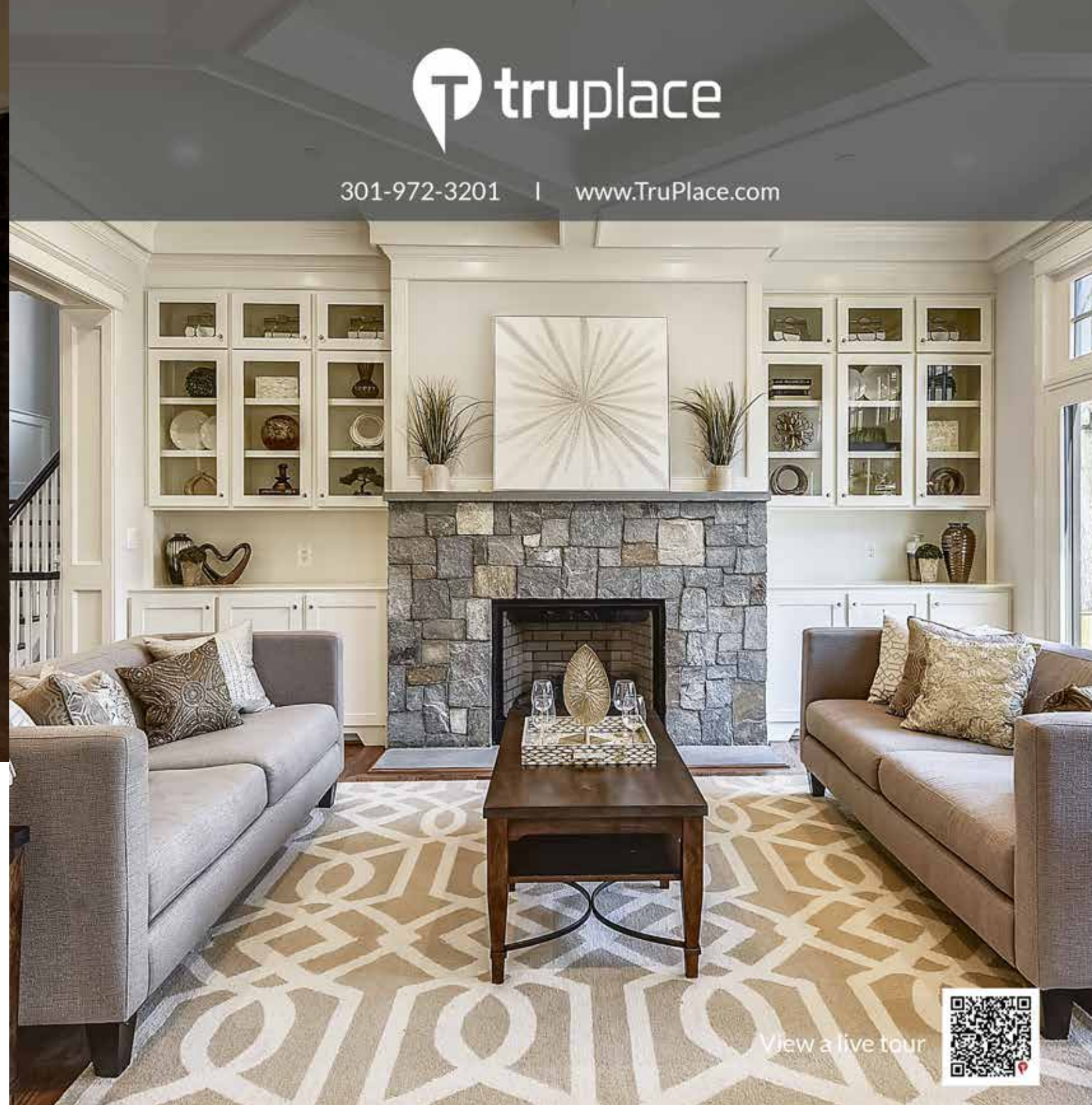
In real estate, Jason is on a mission to build a team that will transform the way real estate is bought and sold. He's built his team on the principles of a 'shepherd.' After all, his team is called the Shepherd Homes Group.

"A shepherd, to me, is someone who sacrifices their life to guide and protect others. That is exactly what we do for our clients and for our agents. We want to create a team that is a group of shepherds who guide our clients through all facets of real estate and genuinely are there to help them create a life of abundance."

As Jason looks ahead, he remains keenly focused on impacting the

community in positive ways. That includes coming through for his clients, transforming the lives of his agents, and serving the community at large.

"I want to create a life of abundance for everyone who is connected to me. I see no other better way to do that than through real estate," Jason says. "Life is too short to not make lemons into a lemon margarita! I hope that everyone in my life can be uplifted and leave feeling better than they did when we first met. I feel a calling to make others' lives better, especially through real estate."



truplace

301-972-3201 | www.TruPlace.com

View a live tour



Premium Property Visuals

Photography | Video | Virtual Tours

New to TruPlace? Apply exclusive discount code: **RealProducerWelcome**



NOVA REAL PRODUCERS'

June Jamboree

June 17, 2021

What a fantastic event our June Jamboree was! We had a great time in Falls Church, VA, with wonderful food and lots of fun! Thank you, from the bottom of our hearts, to **Green Valley Custom Builders**, who graciously provided the fabulous listing for our event, and to all the *NOVA Real Producers* who showed up and showed out!

A huge thank-you to our event sponsors: **Stewart Title, Eastern Title & Settlement, MBH Settlement Group**, and **Donofrio Property Inspections**, as well as our media sponsors, **HDBros** and **Aaron Lebo Photography**. Shout out to **Scout & Cellar** for the wine tasting and to the amazing **Chef Ramin Coles @wreats** for the tantalizing food. You all are amazing, and we couldn't have done it without you!

As always, it was great seeing everyone and connecting again as a community. Look for photos of our July Soiree in next month's magazine!

For more information on all *NOVA Real Producers* events, please email us at events@novarealproducers.com.

stewart title
Real partners. Real possibilities.™

EASTERN
TITLE & SETTLEMENT

MBH
Settlement Group

D
onofrio & Associates, LLC

HDBROS

KRISTIN BRINDLEY
ENTREPRENEUR, CONNECTOR, PUBLISHER

NOVA
REAL PRODUCERS







for Real Estate Websites

► words by wade

By Wade Vander Molen

“SEO” is one of those acronyms that people hear and they immediately think of something complicated. In reality, it is something that is used by search engines all the time to determine relevant content when doing an online search. Another way to put it is, think of a library but instead of books, think of a library full of websites. Every time someone searches for something on Google, such as buyer or seller, the job of search engine optimization is to provide the user with the best results to answer their question or solve their problem. There are many factors that go into Google’s algorithm, but I want to cover the most basic items a Realtor® can do right now to start pushing their website up the search engine results page (SERP). First, what are the benefits of creating indexable content?

What are the Benefits of SEO?

1. Allows you to create organic search traffic, which is free.
2. Organic traffic is usually consistent when you are ranking high.
3. Provides the opportunity to reach a massive audience.

Creating Backlinks

Backlinks are links to a page from one website to another. Google likes to see information linked to other information that is “well trusted.” It’s good to provide backlinks within the content to other relevant sites, but the secret sauce is getting other websites to create backlinks to your content. This tells Google that your website is valuable and, in

turn, allows you to gain traffic from the pointing website. This is an SEO dream.

Search Intent

Search intent is the “reason behind the search query.” Essentially, before you create any content on your website, think about who is your target audience, and would they search for your content topic in a search engine? For instance, if you’re writing about your real estate farm, do some homework with your own searches or use *Google Trends* to see the most popular and relevant searches for your farm, then create good content about that topic. Knowing your audience’s “search intent” will help you know what to create content about and get eyes to it.

Connecting and Syndicating Content

Great. You have created your website content, but now you have to push it out to other areas. For example, post your content on your

social media outlets. Send out an email to your real estate database and include the website link for your SOI to read. Part of pushing your website and content up the search engine results page is page clicks and time spent on your website. The more visitors to your site and the more time spent clicking around, it tells Google that your website content is valuable. The search engines reward these sites as they want their users to have the best experience possible on their platform.

When starting out creating website content, remember to always think of your end-user in mind: Is my topic something someone would search for online? And how else can I push out the content and, in turn, drive that traffic back to me through links? More qualified eyes to your real estate business mean more opportunities for clients. Good luck!



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.

Scalable RES LLC & The Virtual Advantage | Email info@scalableres.com | WEB scalableres.com | Alicia Brown, CEO | Katherine Dudley, CFO

We are the caretakers of our agents and their transactions.

Schedule a consult with us and free up your time to do what you do best - SELL.

Scalable RESolutions

Making agents' lives easier | transaction & listing coordination | marketing | consulting

CONTACT US FOR MORE INFORMATION AND PRICING! 571.445.4737



FIRST HOME MORTGAGE

TOP 1%
Mortgage
Originator
Nationwide!

Contact **The Pede
Mortgage Team** to
help your client's
find the **right home
loan** for their needs!

OPENING DOORS TO HOMEOWNERSHIP

✓ In-house processing and underwriting ✓ Direct Lending ✓ Streamlined Appraisal Process ✓ Most Competitive Offer in any home buying market



PEDE MORTGAGE TEAM
— PROFESSIONAL MORTGAGE ADVISORS —

Todd Pede | Branch Sales Manager | NMLS ID 846737
443-764-7648 | tpede@firsthome.com | www.toddpede.com

TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	143.5	\$96,523,656	311	\$208,426,976	454.5	\$304,950,624
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	335.5	\$192,025,632	126.5	\$68,473,848	462	\$260,499,472
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	158	\$93,603,856	80	\$46,357,718	238	\$139,961,574
4	Debbie J Dogrul	Long & Foster Real Estate, Inc.	91	\$63,136,776	65	\$43,306,156	156	\$106,442,928
5	Akshay Bhatnagar	Virginia Select Homes, LLC.	33	\$23,983,500	79	\$56,448,192	112	\$80,431,688
6	Jennifer L Walker	McEneaney Associates, Inc.	48.5	\$40,514,720	40	\$35,163,876	88.5	\$75,678,592
7	Sue S Goodhart	Compass	38	\$39,883,660	29	\$32,369,210	67	\$72,252,872
8	Phyllis G Patterson	TTR Sotheby's International Realty	40	\$37,304,212	27	\$29,648,520	67	\$66,952,732
9	Jason Cheperdak	Samson Properties	30.5	\$20,825,920	69.5	\$46,056,152	100	\$66,882,072
10	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	34.5	\$47,319,020	12.5	\$16,715,950	47	\$64,034,968
11	Jean K Garrell	Keller Williams Realty	47	\$39,749,648	25	\$17,074,338	72	\$56,823,988
12	Daan De Raedt	Property Collective	39	\$27,772,000	40	\$28,980,914	79	\$56,752,914
13	Casey C Samson	Samson Properties	41	\$38,789,152	12	\$12,155,000	53	\$50,944,152
14	Khalil Alexander El-Ghoul	Glass House Real Estate	27.5	\$22,944,692	31	\$27,338,390	58.5	\$50,283,080
15	Bichlan N DeCaro	EXP Realty, LLC	15	\$13,189,361	48.5	\$36,554,876	63.5	\$49,744,240
16	Cynthia Schneider	Long & Foster Real Estate, Inc.	45.5	\$27,526,676	25.5	\$19,944,040	71	\$47,470,716
17	Barbara G Beckwith	McEneaney Associates, Inc.	16.5	\$29,605,000	9	\$15,916,100	25.5	\$45,521,100
18	James W Nellis II	Keller Williams Fairfax Gateway	42	\$23,673,252	39	\$21,075,856	81	\$44,749,108
19	Kay Houghton	KW Metro Center	39	\$19,056,100	39	\$25,172,400	78	\$44,228,500
20	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	24.5	\$24,235,250	21	\$19,934,876	45.5	\$44,170,128
21	Christopher J White	Long & Foster Real Estate, Inc.	38	\$31,975,456	15	\$11,979,500	53	\$43,954,956
22	Patricia E Stack	Weichert, REALTORS	31.5	\$33,366,116	8.5	\$10,037,875	40	\$43,403,992
23	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	78	\$41,860,056	2	\$886,350	80	\$42,746,404
24	Laura C Mensing	Long & Foster Real Estate, Inc.	17.5	\$22,523,000	16	\$17,415,750	33.5	\$39,938,752
25	Tom Francis	Keller Williams Realty	20	\$32,473,350	8	\$7,130,000	28	\$39,603,352
26	Timothy D Pierson	KW United	17.5	\$14,356,150	29.5	\$24,912,700	47	\$39,268,848
27	Steven C Wydler	Compass	15.5	\$23,218,000	11	\$15,527,110	26.5	\$38,745,112
28	Nikki Lagouros	Property Collective	24	\$13,796,250	48	\$24,735,256	72	\$38,531,504
29	Kimberly A Spear	Keller Williams Realty	28	\$14,982,157	34	\$23,266,308	62	\$38,248,464
30	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	8.5	\$21,270,000	10	\$16,600,000	18.5	\$37,870,000
31	Michael I Putnam	RE/MAX Executives	32	\$15,260,650	39	\$21,699,932	71	\$36,960,584
32	Raymond A Gernhart	RE/MAX Executives	22.5	\$15,202,012	33.5	\$21,753,058	56	\$36,955,072
33	Bruce A Tyburski	RE/MAX Executives	22.5	\$17,764,612	24.5	\$18,349,780	47	\$36,114,392
34	Jennifer H Thornett	Washington Fine Properties, LLC	9.5	\$24,442,000	6	\$9,922,250	15.5	\$34,364,248
35	Kristina S Walker	KW United	19	\$13,701,500	27.5	\$19,910,616	46.5	\$33,612,116

Disclaimer: Information based on MLS closed data as of July 5, 2021, for residential sales from January 1, 2021, to June 30, 2021, in Virginia, Maryland, and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Erin K Jones	KW Metro Center	29.5	\$15,342,402	32.5	\$18,247,500	62	\$33,589,900
37	Megan Buckley Fass	FASS Results, LLC.	13.5	\$16,041,444	14.5	\$17,149,050	28	\$33,190,494
38	Irina Babb	RE/MAX Allegiance	37	\$26,088,790	7	\$6,505,020	44	\$32,593,810
39	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	16	\$8,858,500	42	\$23,720,356	58	\$32,578,856
40	Christopher Craddock	EXP Realty, LLC	45.5	\$17,983,756	26.5	\$14,040,586	72	\$32,024,340
41	Venugopal Ravva	Maram Realty, LLC	8	\$4,619,050	43	\$26,748,630	51	\$31,367,680
42	Lauren A Bishop	McEneaney Associates, Inc.	9.5	\$14,807,500	9	\$16,200,000	18.5	\$31,007,500
43	Marianne K Prendergast	Washington Fine Properties, LLC	10	\$15,850,278	7.5	\$15,033,200	17.5	\$30,883,478
44	Diane V Lewis	Washington Fine Properties, LLC	13.5	\$21,489,000	6	\$9,299,000	19.5	\$30,788,000
45	Lenwood A Johnson	Keller Williams Realty	39	\$22,172,084	15	\$8,418,500	54	\$30,590,584
46	Victoria(Tori) McKinney	KW Metro Center	17	\$13,227,540	23	\$17,205,308	40	\$30,432,848
47	Debbie P Kent	Cottage Street Realty LLC	46	\$29,310,468	1	\$1,000,000	47	\$30,310,468
48	Anthony H Lam	Redfin Corporation	14	\$11,541,850	29	\$18,373,280	43	\$29,915,130
49	Laura R Schwartz	McEneaney Associates, Inc.	16	\$11,844,333	17	\$17,794,500	33	\$29,638,834
50	Eve M Weber	Long & Foster Real Estate, Inc.	28	\$25,709,000	7	\$3,785,000	35	\$29,494,000
51	Josh Dukes	KW Metro Center	20	\$10,864,740	35.5	\$18,068,876	55.5	\$28,933,616
52	Martin K Alloy	SMC Real Estate Corp.	32	\$16,828,690	22	\$11,999,010	54	\$28,827,700
53	Margaret J Czapiewski	Keller Williams Realty	37	\$20,031,952	16	\$8,775,050	53	\$28,807,002
54	Nathan Daniel Johnson	Keller Williams Capital Properties	30.5	\$15,613,022	24.5	\$12,924,610	55	\$28,537,632
55	Viktorija Piano	Keller Williams Realty	18.5	\$18,559,550	9	\$9,791,999	27.5	\$28,351,548
56	Piper Gioia Yerks	Washington Fine Properties, LLC	7.5	\$21,101,296	3	\$7,205,000	10.5	\$28,306,296
57	Joan M Reimann	McEneaney Associates, Inc.	14.5	\$16,080,501	13	\$12,073,000	27.5	\$28,153,500
58	Kendell A Walker	Redfin Corporation	16	\$9,076,155	28	\$18,803,258	44	\$27,879,412
59	Paul Thistle	Take 2 Real Estate LLC	31	\$18,377,000	16	\$9,120,250	47	\$27,497,250
60	Gitte Long	Redfin Corporation	39	\$20,940,260	8	\$6,515,000	47	\$27,455,260
61	Michelle A Sagatov	Washington Fine Properties	7	\$9,186,000	13.5	\$18,196,120	20.5	\$27,382,120
62	Jillian Keck Hogan	McEneaney Associates, Inc.	15.5	\$12,882,450	16	\$14,167,688	31.5	\$27,050,138
63	Mercy F Lugo-Struthers	Casals, Realtors	6.5	\$3,706,080	54	\$23,035,826	60.5	\$26,741,906
64	William B Prendergast	Washington Fine Properties, LLC	9	\$11,120,278	9.5	\$15,597,700	18.5	\$26,717,978
65	Dinh D Pham	Fairfax Realty Select	11	\$5,550,700	38.5	\$21,144,000	49.5	\$26,694,700
66	Irene M deLeon	Redfin Corporation	43	\$24,595,200	2	\$1,528,015	45	\$26,123,214
67	Lilian Jorgenson	Long & Foster Real Estate, Inc.	15.5	\$23,987,000	3	\$2,109,999	18.5	\$26,097,000
68	Rheema H Ziadeh	Redfin Corporation	38	\$22,612,512	5	\$3,281,000	43	\$25,893,512
69	Jack D Work	RE/MAX Allegiance	16	\$11,230,580	19	\$14,524,559	35	\$25,755,140
70	David L Smith	Coldwell Banker Realty	5	\$2,868,000	28	\$22,783,216	33	\$25,651,216

Disclaimer: Information based on MLS closed data as of July 5, 2021, for residential sales from January 1, 2021, to June 30, 2021, 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.

KENSINGTON VANGUARD

NATIONAL LAND SERVICES

ONE OF THE LARGEST INDEPENDENT FULL-SERVICE AGENCIES IN THE COUNTRY PROVIDING:

Commercial & Residential Title Insurance • Real Property & Cooperative Lien Searches
Settlement Services • Escrow Services • Recording Services • 1031 Exchange Services



MARC WILTSHIRE

Executive Vice President

DC Metro Region

703.637.9165 (O) | 703.789.7654 (C)

mwiltshire@kvnational.com

3441 Commission Court, Suite 104,
Woodbridge, VA 22192



JENNIFER MCCARTHY

Vice President, DC Metro Region

703.794.2101 (O) | 703.801.5280 (C)

jmccarthy@kvnational.com

7051 Heathcote Village Way

Suite 205

Gainesville, VA 20155

Kensington Vanguard National Land Services | kv-dcmetro.com

TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
71	Jeremy G Browne	TTR Sotheby's International Realty	17	\$13,705,800	10.5	\$11,734,800	27.5	\$25,440,600
72	Benjamin D Heisler	Pearson Smith Realty, LLC	25	\$16,213,475	13	\$8,917,512	38	\$25,130,988
73	Elizabeth Kline	RE/MAX 100	24.5	\$16,173,202	13.5	\$8,628,005	38	\$24,801,208
74	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	6	\$10,066,500	10	\$14,665,000	16	\$24,731,500
75	Kristin M Francis	KW Metro Center	21	\$13,994,750	16	\$10,681,375	37	\$24,676,124
76	Ryan Rice	Keller Williams Capital Properties	17	\$10,624,500	22.5	\$13,914,250	39.5	\$24,538,750
77	Blake Davenport	RLAH Real Estate	2	\$1,021,750	35	\$23,364,126	37	\$24,385,876
78	Sherif Abdalla	Compass	14.5	\$18,711,900	4	\$5,663,000	18.5	\$24,374,900
79	Paramjit K Bhamrah	Redfin Corporation	36	\$22,721,448	2	\$1,615,000	38	\$24,336,448
80	Betsy A Twigg	McEanearney Associates, Inc.	17	\$19,602,920	6	\$4,693,000	23	\$24,295,920
81	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	10.5	\$17,693,070	5	\$6,592,400	15.5	\$24,285,470
82	Lyssa B Seward	TTR Sotheby's International Realty	13.5	\$13,147,542	13	\$10,843,810	26.5	\$23,991,352
83	Thomas R Moffett Jr.	Redfin Corporation	30	\$18,145,450	9	\$5,796,900	39	\$23,942,350
84	William F Hoffman	Keller Williams Realty	10.5	\$13,671,550	9	\$10,218,900	19.5	\$23,890,450
85	Damon A Nicholas	Coldwell Banker Realty	15	\$8,883,000	24	\$14,805,692	39	\$23,688,692
86	Micah A Corder	Washington Fine Properties, LLC	7	\$16,217,000	5	\$7,469,750	12	\$23,686,750
87	Scott A MacDonald	RE/MAX Gateway	32.5	\$21,181,474	3	\$2,447,500	35.5	\$23,628,974
88	Deyi S Awadallah	D.S.A. Properties & Investments LLC	41	\$23,623,800	0	\$0	41	\$23,623,800
89	Shaun Murphy	Compass	12	\$7,166,025	19	\$16,453,915	31	\$23,619,940
90	Dilyara Daminova	Samson Properties	12	\$4,797,900	40	\$18,662,200	52	\$23,460,100
91	Lizzie A Helmig	KW United	13	\$5,353,650	37	\$18,068,122	50	\$23,421,772
92	Katherine D Colville	Century 21 Redwood Realty	17.5	\$10,451,490	22.5	\$12,806,245	40	\$23,257,736

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
93	Sridhar Vemuru	Aragami, LLC	6	\$3,335,900	27	\$19,709,260	33	\$23,045,160
94	Danielle C Carter	Redfin Corporation	44.5	\$21,552,400	3	\$1,415,000	47.5	\$22,967,400
95	Lisa T Smith	Pearson Smith Realty, LLC	24	\$17,662,000	7	\$5,280,000	31	\$22,942,000
96	Joan Stansfield	Keller Williams Realty	14	\$10,279,900	15	\$12,542,406	29	\$22,822,306
97	Sri H Meka	Franklin Realty LLC	11	\$8,981,700	18	\$13,748,481	29	\$22,730,180
98	Angela Allison	Houwzer, LLC	28	\$22,692,500	0	\$0	28	\$22,692,500
99	Eli Tucker	RLAH Real Estate	21	\$17,249,150	5.5	\$5,350,500	26.5	\$22,599,650
100	Jill Judge	Samson Properties	10.5	\$9,114,800	20	\$13,459,200	30.5	\$22,574,000
101	Cathy V POUNGMALAI	Frankly Real Estate Inc	25	\$16,845,776	7	\$5,629,000	32	\$22,474,776
102	Robert T Ferguson Jr.	RE/MAX Allegiance	14	\$10,829,400	17	\$11,610,100	31	\$22,439,500
103	Janet A Callander	Weichert, REALTORS	12	\$11,268,678	13	\$10,932,160	25	\$22,200,838
104	Katharine R Christofides	Century 21 New Millennium	6.5	\$6,046,900	24	\$16,132,341	30.5	\$22,179,240
105	Lisa Dubois-Headley	RE/MAX West End	19.5	\$15,069,430	8	\$7,098,485	27.5	\$22,167,916
106	Abuzar Waleed	RE/MAX Executives LLC	17.5	\$8,923,023	28.5	\$13,185,600	46	\$22,108,624
107	Jin Chen	Pearson Smith Realty, LLC	21	\$14,060,050	12	\$7,992,025	33	\$22,052,076
108	Ellen F Patrick	Compass	13.5	\$12,830,150	10.5	\$9,196,611	24	\$22,026,760
109	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	3.5	\$1,430,300	28	\$20,537,583	31.5	\$21,967,883
110	Dean P Yeonas	Yeonas & Shafran Real Estate, LLC	4.5	\$9,391,225	7	\$12,535,000	11.5	\$21,926,224
111	Karen A Briscoe	Keller Williams Realty	12.5	\$14,843,750	6.5	\$6,991,750	19	\$21,835,500
112	Candee Currie	Redfin Corporation	25	\$17,642,218	4	\$4,036,900	29	\$21,679,118
113	Karen E Close	Century 21 New Millennium	10.5	\$13,373,000	6	\$8,188,639	16.5	\$21,561,640
114	Ashraf Morsi	Keller Williams Realty	13	\$10,657,756	14	\$10,866,426	27	\$21,524,182
115	Yony Kifle	KW Metro Center	8.5	\$3,126,659	42	\$18,323,150	50.5	\$21,449,808
116	Deborah D Shapiro	TTR Sothebys International Realty	7	\$12,761,500	4.5	\$8,682,500	11.5	\$21,444,000
117	David A Moya	KW Metro Center	12	\$9,834,250	11	\$11,590,000	23	\$21,424,250
118	Kristen K Jones	McEanearney Associates, Inc.	10	\$12,409,500	6	\$9,009,000	16	\$21,418,500
119	Laurn E Eadie	Keller Williams Realty	13.5	\$8,816,300	18	\$12,473,050	31.5	\$21,289,350
120	Lex Lianos	Compass	12.5	\$7,519,957	14	\$13,733,852	26.5	\$21,253,808
121	Gregory A Wells	Keller Williams Realty	18	\$13,764,026	8	\$7,419,900	26	\$21,183,926
122	Elizabeth W Conroy	Keller Williams Realty	11	\$13,214,750	5	\$7,941,500	16	\$21,156,250
123	Ana Lucia Ron	ANR Realty, LLC	69	\$21,075,304	0	\$0	69	\$21,075,304
124	Branden L Woodbury	Redfin Corporation	42	\$19,761,100	2	\$1,175,000	44	\$20,936,100
125	Brittany Lambrechts Camacho	Century 21 Redwood Realty	15	\$8,466,490	17	\$12,444,801	32	\$20,911,292
126	Roy Kohn	Redfin Corporation	33	\$19,022,650	2	\$1,785,000	35	\$20,807,650

Disclaimer: Information based on MLS closed data as of July 5, 2021, for residential sales from January 1, 2021, to June 30, 2021, 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.



LET YOUR CLIENTS WORRY ABOUT SCHOOL SUPPLIES, NOT THEIR MORTGAGE APPROVAL!

How can the Bell Team help you?



MELISSA BELL
Vice President, Branch Manager
NMLS ID# 450558

C: 817-807-1616
MBell@McLeanMortgage.com
www.MelissaBellMortgage.com

McLean Mortgage Corporation | NMLS ID#: 99665 (nmlsconsumeraccs.org). This information should not be considered an offer to lend. This communication is provided to you for informational purposes only and should not be relied upon by you. Contact McLean Mortgage Corporation directly to learn more about its mortgage products and your eligibility for such products. This is not a commitment to lend.



TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2021

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
127	Elizabeth L Kovalak	Keller Williams Realty	14	\$10,256,150	13	\$10,431,890	27	\$20,688,040
128	Heather E Heppe	RE/MAX Distinctive Real Estate, Inc.	21	\$16,817,300	4	\$3,737,381	25	\$20,554,680
129	Maria E Fernandez	Compass	6.5	\$4,421,000	20.5	\$15,831,000	27	\$20,252,000
130	Laura M Sacher	Compass	7	\$6,932,500	18	\$13,268,400	25	\$20,200,900
131	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	18	\$15,189,770	6	\$4,938,500	24	\$20,128,270
132	Lisa E Thompson	Hunt Country Sotheby's International Realty	9	\$13,418,930	5	\$6,674,630	14	\$20,093,560
133	Matthew R Elliott	Keller Williams Realty	20	\$12,325,088	12	\$7,590,499	32	\$19,915,588
134	Sarah Harrington	Long & Foster Real Estate, Inc.	11.5	\$10,602,960	12	\$9,296,400	23.5	\$19,899,360
135	Jessica S Richardson	Compass	9	\$10,688,540	9	\$9,187,440	18	\$19,875,980
136	Linh T Aquino	Redfin Corporation	34.5	\$16,796,200	5	\$3,078,000	39.5	\$19,874,200
137	Brian D MacMahon	Redfin Corporation	11	\$6,991,900	22	\$12,810,701	33	\$19,802,600
138	Patricia Ammann	Redfin Corporation	7	\$3,694,400	18	\$16,099,620	25	\$19,794,020
139	Dina R Gorrell	Redfin Corporation	35	\$19,662,242	0	\$0	35	\$19,662,242
140	Angel Arturo Cruz Jr.	Keller Williams Realty	6	\$3,856,000	24	\$15,742,783	30	\$19,598,783
141	James P Andors	Keller Williams Realty	8	\$7,695,753	13	\$11,731,600	21	\$19,427,352
142	Lorene Shafran	Yeonas & Shafran Real Estate, LLC	5.5	\$9,591,320	5	\$9,729,790	10.5	\$19,321,110
143	Nancy Sorensen-Willson	Long & Foster Real Estate, Inc.	12.5	\$11,425,550	10	\$7,825,090	22.5	\$19,250,640
144	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	15.5	\$7,460,000	23	\$11,739,951	38.5	\$19,199,952
145	Albert D Pasquali	Redfin Corporation	3	\$2,207,000	21	\$16,985,990	24	\$19,192,990
146	Roberto R Roncales	Keller Williams Realty	25	\$15,318,000	8	\$3,855,000	33	\$19,173,000
147	Heidi F Robbins	William G. Buck & Assoc., Inc.	7	\$5,905,075	15	\$13,149,900	22	\$19,054,976
148	Aarti Sood	Redfin Corporation	3	\$1,997,000	28	\$17,002,760	31	\$18,999,760
149	Kara Chaffin Donofrio	Long & Foster Real Estate, Inc.	7	\$7,040,000	11	\$11,937,000	18	\$18,977,000
150	Andrew J Biggers	KW United	11.5	\$9,656,815	11.5	\$9,132,202	23	\$18,789,018
151	Mansoor Dar	Keller Williams Realty	5	\$9,520,000	9	\$9,254,000	14	\$18,774,000
152	Wes W Stearns	M. O. Wilson Properties	23	\$12,686,333	10	\$6,071,500	33	\$18,757,832
153	Nikki Nabi	Samson Properties	11	\$7,850,900	10	\$10,870,792	21	\$18,721,692
154	Pamela A Yerks	Washington Fine Properties, LLC	6	\$16,371,295	1	\$2,350,000	7	\$18,721,296
155	Mark R Sirianni	Compass	7	\$13,942,070	4	\$4,775,000	11	\$18,717,070
156	Jonathan J Fox	Compass	13	\$9,468,000	12	\$9,132,018	25	\$18,600,018
157	Phillip B Brown	Property Collective	11	\$6,039,385	23.5	\$12,480,750	34.5	\$18,520,136
158	Christina M O'Donnell	RE/MAX West End	8.5	\$8,135,400	12	\$10,320,430	20.5	\$18,455,830
159	Kevin E LaRue	Century 21 Redwood Realty	15	\$10,951,840	8	\$7,340,056	23	\$18,291,896
160	Theresa Valencic	Long & Foster Real Estate, Inc.	5	\$9,582,500	4	\$8,697,500	9	\$18,280,000

Disclaimer: Information based on MLS closed data as of July 5, 2021, for residential sales from January 1, 2021, to June 30, 2021, in Virginia, Maryland, and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
161	Brad Kiger	KW Metro Center	20	\$11,983,400	10.5	\$6,070,300	30.5	\$18,053,700
162	Andrea M Hayes	Living Realty, LLC.	16.5	\$8,722,750	14	\$9,324,400	30.5	\$18,047,150
163	Anna Vidal	Keller Williams Realty	22.5	\$9,872,000	15	\$8,170,765	37.5	\$18,042,764
164	Victoria R Ro	Pearson Smith Realty, LLC	8	\$6,117,958	14	\$11,759,711	22	\$17,877,668
165	Dustin M Fox	Pearson Smith Realty, LLC	14.5	\$9,454,900	11.5	\$8,344,350	26	\$17,799,250
166	Kyung H Soung	Realty One Group Capital Properties	8.5	\$8,167,000	14	\$9,603,340	22.5	\$17,770,340
167	Leah Knight	Long & Foster Real Estate, Inc.	9	\$5,144,375	19	\$12,514,840	28	\$17,659,216
168	George M Mrad	KW Metro Center	9.5	\$11,218,350	4.5	\$6,391,130	14	\$17,609,480
169	Manuwa S Eligwe	KW Metro Center	9	\$4,271,000	27	\$13,277,525	36	\$17,548,524
170	Kamal Parakh	Customer Realty LLC	10	\$5,055,067	23	\$12,457,816	33	\$17,512,884
171	Scott C Shawkey	Keller Williams Realty	10	\$15,713,750	2	\$1,799,000	12	\$17,512,750
172	Rajesh Cheruku	Ikon Realty - Ashburn	4	\$1,919,000	22	\$15,574,490	26	\$17,493,490
173	Sue G Smith	Compass	16	\$9,662,151	9	\$7,828,900	25	\$17,491,052
174	Fouad Talout	Long & Foster Real Estate, Inc.	5	\$8,041,000	6	\$9,444,500	11	\$17,485,500
175	Jon B DeHart	Keller Williams Realty	13	\$9,769,500	13	\$7,648,400	26	\$17,417,900
176	Andrew Musser	KW United	9	\$8,313,000	11	\$8,847,607	20	\$17,160,608
177	Keith K Howard	Keller Williams Realty	15	\$12,609,050	5	\$4,530,900	20	\$17,139,950
178	Matias Leiva	Keller Williams Chantilly Ventures LLC	20.5	\$13,966,500	3	\$3,142,500	23.5	\$17,109,000
179	Diane C Basheer	Diane Cox Basheer Real Estate, Inc.	10	\$11,842,444	5	\$5,212,251	15	\$17,054,696
180	Sheri F Allen	Weichert, REALTORS	23	\$13,624,400	7	\$3,384,800	30	\$17,009,200

Disclaimer: Information based on MLS closed data as of July 5, 2021, for residential sales from January 1, 2021, to June 30, 2021, 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.


JUST CLOSED!

Stewart Title is dedicated to putting your clients first and providing service that exceeds their every expectation!

Let us close your next Escrow deal for you!

stewart title
Real partners. Real possibilities.™

Offices To Serve You in Virginia, Maryland, and D.C.
FAIRFAX • RESTON • WASHINGTON, D.C. • FREDERICK • CROFTON • TOWSON



Wade Vander Molen
10505 Judicial Drive Ste 300, Fairfax, VA 22030
480-203-6452 • www.DCTitleGuy.com • wwander@stewart.com

TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
181	Ahmad T Ayub	Redfin Corporation	7	\$3,665,100	25	\$13,304,801	32	\$16,969,900
182	Julia Rice	KW United	1	\$458,500	20.5	\$16,481,972	21.5	\$16,940,472
183	Robert W Caines	RE/MAX Select Properties	23	\$15,765,000	2	\$1,171,344	25	\$16,936,344
184	Ashley H Tauzier	Berkshire Hathaway HomeServices PenFed Realty	9	\$5,692,000	21	\$11,166,514	30	\$16,858,514
185	Jay A D'Alessandro	Long & Foster Real Estate, Inc.	22	\$16,810,970	0	\$0	22	\$16,810,970
186	To-Tam Le	Redfin Corporation	5	\$3,091,270	20	\$13,673,242	25	\$16,764,512
187	Christine G Richardson	Weichert Company of Virginia	12	\$9,175,660	12	\$7,581,800	24	\$16,757,460
188	Brad C Kintz	Long & Foster Real Estate, Inc.	31	\$14,199,700	5	\$2,546,800	36	\$16,746,500
189	Robert J Chevez II	Keller Williams Realty	27	\$16,743,000	0	\$0	27	\$16,743,000
190	Marion Gordon	KW Metro Center	17	\$13,702,400	4	\$2,925,000	21	\$16,627,400
191	Jacob Smith Hamilton	KW Metro Center	12	\$8,489,440	13	\$8,103,989	25	\$16,593,429
192	Susan Tull O'Reilly	McEneaney Associates, Inc.	9	\$8,365,000	11	\$8,197,021	20	\$16,562,021
193	Tanya R Johnson	Keller Williams Realty	18	\$10,987,000	9	\$5,557,490	27	\$16,544,490
194	Heeran Lee	NewStar 1st Realty, LLC	13.5	\$7,458,900	13	\$9,075,490	26.5	\$16,534,390
195	Natalie H McArtor	Long & Foster Real Estate, Inc.	19	\$13,097,500	7	\$3,431,646	26	\$16,529,146
196	Conor Sullivan	KW Metro Center	12	\$9,590,750	7	\$6,908,200	19	\$16,498,950
197	Steven J Watson	Pearson Smith Realty, LLC	8	\$15,337,910	1	\$1,152,000	9	\$16,489,910
198	Christine R Garner	Weichert, REALTORS	10	\$9,619,380	9	\$6,749,000	19	\$16,368,380
198	Jason Walder	Compass	4	\$2,413,000	10	\$10,402,000	14	\$12,815,000

Disclaimer: Information based on MLS closed data as of July 5, 2021, for residential sales from January 1, 2021, to June 30, 2021, 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.



JK MOVING SERVICES

what matters most®

Experience the JK difference



Top-Rated
mobile app



24/7
live Customer Support



Background-Checked
drug-tested
moving professionals



Virtual Surveys



RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
199	Mayura G Gupte	Realty2U Inc.	9	\$7,632,000	13	\$8,715,400	22	\$16,347,400
200	Abel Aquino	Redfin Corporation	29	\$15,783,899	2	\$519,999	31	\$16,303,898
201	Charlet H Shriner	RE/MAX Premier	13	\$6,873,401	13.5	\$9,345,699	26.5	\$16,219,100
202	LeAnne C Anies	Property Collective	19.5	\$10,431,850	9	\$5,774,140	28.5	\$16,205,990
203	Heidi D Jerakis	Berkshire Hathaway HomeServices PenFed Realty	22.5	\$11,501,163	7	\$4,693,878	29.5	\$16,195,041
204	Heather C Corey	TTR Sotheby's International Realty	13	\$11,936,500	3.5	\$4,212,000	16.5	\$16,148,500
205	George S Koutsoukos	Long & Foster Real Estate, Inc.	10	\$10,548,960	3	\$5,515,000	13	\$16,063,960
206	William R Davis	Century 21 New Millennium	11	\$9,665,490	4.5	\$6,333,000	15.5	\$15,998,490
207	Kristie A Zimmerman	Compass	7.5	\$5,784,250	18	\$10,180,224	25.5	\$15,964,474
208	Carolyn A Young	RE/MAX Premier	15.5	\$11,222,805	7	\$4,712,385	22.5	\$15,935,190
209	Diann S Hicks Carlson	Weichert, REALTORS	10	\$12,895,500	3	\$3,033,000	13	\$15,928,500
210	Candycy Astroth	Samson Properties	5	\$2,878,747	18	\$13,026,000	23	\$15,904,747
211	Juliet Mayers	Keller Williams Realty/ Lee Beaver & Assoc.	18.5	\$10,240,500	10	\$5,658,000	28.5	\$15,898,500
212	Karen M Hall	@home real estate	8	\$5,621,320	29	\$10,268,050	37	\$15,889,370
213	Mara D Gemond	Redfin Corporation	10	\$7,359,444	9	\$8,527,033	19	\$15,886,477
214	Jeddie R Busch	Compass	7	\$4,765,142	13	\$11,084,475	20	\$15,849,617
215	Jay V Caputo III	Keller Williams Realty	3.5	\$5,057,500	11	\$10,730,500	14.5	\$15,788,000
216	Megan E Duke	Keller Williams Realty	10	\$9,461,199	5.5	\$6,322,500	15.5	\$15,783,699
217	Gina M Tufano	Keller Williams Realty	12.5	\$8,981,500	8	\$6,723,560	20.5	\$15,705,060
218	Ashley C Leigh	Linton Hall Realtors	25	\$14,918,588	2	\$680,000	27	\$15,598,588
219	Mary Ann Bendinelli	Weichert, REALTORS	17.5	\$8,889,840	12	\$6,646,210	29.5	\$15,536,050
220	Jamie Petrik	Long & Foster Real Estate, Inc.	20.5	\$15,491,915	0	\$0	20.5	\$15,491,915
221	Tolga M Alper	Keller Williams Realty	14	\$8,380,900	12	\$7,105,900	26	\$15,486,800
222	Beth C Anspach	Pearson Smith Realty, LLC	8	\$6,958,000	8	\$8,506,860	16	\$15,464,860
223	Elizabeth Lord	Compass	3	\$3,806,000	12	\$11,650,736	15	\$15,456,736
224	Thaddeus Underwood	Samson Properties	3	\$2,091,050	16	\$13,297,000	19	\$15,388,050
225	Matt D Boyer	Keller Williams Realty	15	\$8,598,680	11	\$6,776,480	26	\$15,375,160
226	Tracey K Barrett	Century 21 Redwood Realty	17	\$9,938,650	8	\$5,434,100	25	\$15,372,750
227	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	13.5	\$11,953,000	6	\$3,409,069	19.5	\$15,362,069
228	Jean T Beatty	McEneaney Associates, Inc.	8	\$8,457,000	7	\$6,872,700	15	\$15,329,700
229	Gail Romansky	Pearson Smith Realty, LLC	14	\$11,568,622	4	\$3,760,900	18	\$15,329,522
230	Daniel MacDonald	TTR Sotheby's International Realty	11.5	\$11,199,000	3	\$4,074,000	14.5	\$15,273,000
231	Ruijing F Hurwitz	Keller Williams Realty	7	\$4,938,100	16	\$10,331,700	23	\$15,269,800

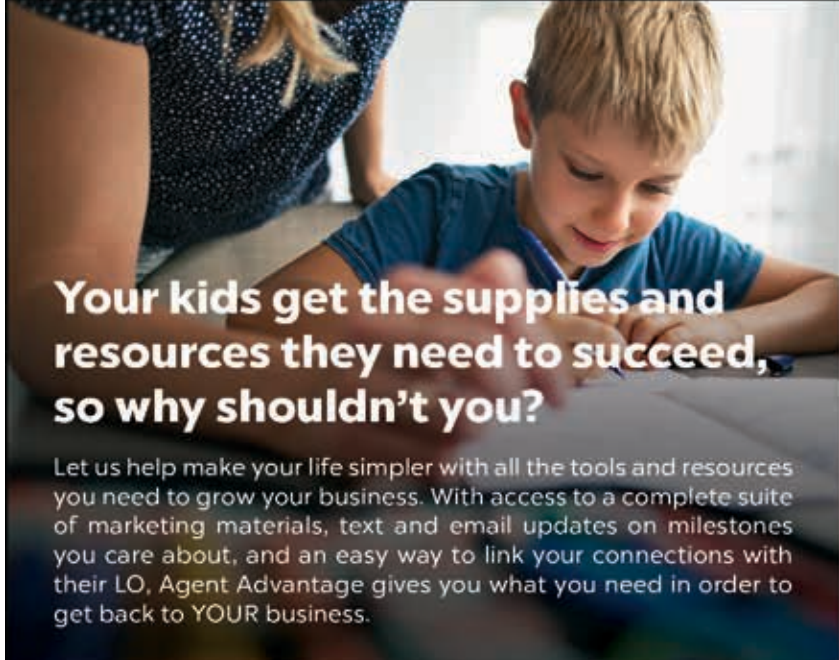
Disclaimer: Information based on MLS closed data as of July 5, 2021, for residential sales from January 1, 2021, to June 30, 2021, in Virginia, Maryland, and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2021


RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
232	Alexander J Osborne	KW Metro Center	16.5	\$11,231,000	6.5	\$4,024,500	23	\$15,255,500
233	Coral M Gundlach	Compass	8	\$5,364,688	9	\$9,842,500	17	\$15,207,188
234	Raya Fridental	Redfin Corporation	21	\$11,501,400	5	\$3,702,254	26	\$15,203,654
235	Ruth Boyer O'Dea	TTR Sotheby's International Realty	5.5	\$8,584,500	5	\$6,600,000	10.5	\$15,184,500
236	David Shumway	CityWorth Homes	8	\$5,979,400	18.5	\$9,194,000	26.5	\$15,173,400
237	John A Mentis	Long & Foster Real Estate, Inc.	9.5	\$6,059,250	12	\$9,112,500	21.5	\$15,171,750
238	Kathy Worek	RE/MAX Gateway, LLC	12	\$10,311,788	7	\$4,826,600	19	\$15,138,388
239	Dilara Juliana-Daglar Wentz	KW United	12	\$5,156,000	20	\$9,953,820	32	\$15,109,820
240	Cheryl L Hanback	Redfin Corporation	2	\$1,947,500	19	\$13,148,400	21	\$15,095,900
241	Ann E Romer	Weichert, REALTORS	10	\$9,162,900	7	\$5,876,800	17	\$15,039,700
242	William S Gaskins	KW United	10.5	\$8,221,815	7	\$6,754,655	17.5	\$14,976,470
243	Jacqueline M Lawlor	Jack Lawlor Realty Company	19.5	\$13,535,653	3	\$1,415,000	22.5	\$14,950,653
244	Katie E Wethman	Keller Williams Realty	9.5	\$4,755,250	14	\$10,191,480	23.5	\$14,946,730
245	Margaret B Craig	Century 21 New Millennium	13	\$10,378,500	6	\$4,535,209	19	\$14,913,709
246	Michelle Doherty	RLAH Real Estate	10.5	\$5,097,999	15	\$9,815,566	25.5	\$14,913,565
247	Jason G Mandel	Washington Fine Properties	2.5	\$4,385,000	6.5	\$10,508,300	9	\$14,893,300
248	Susan W Wisely	Compass	7	\$10,366,000	4.5	\$4,493,100	11.5	\$14,859,100
249	Claudia V Cornejo	Fairfax Realty of Tysons	8	\$2,480,250	36.5	\$12,347,695	44.5	\$14,827,945
250	Jason Curry	KW Metro Center	6	\$3,138,000	13	\$11,680,369	19	\$14,818,369

Disclaimer: Information based on MLS closed data as of July 5, 2021, for residential sales from January 1, 2021, to June 30, 2021, 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.




Your kids get the supplies and resources they need to succeed, so why shouldn't you?

Let us help make your life simpler with all the tools and resources you need to grow your business. With access to a complete suite of marketing materials, text and email updates on milestones you care about, and an easy way to link your connections with their LO, Agent Advantage gives you what you need in order to get back to YOUR business.

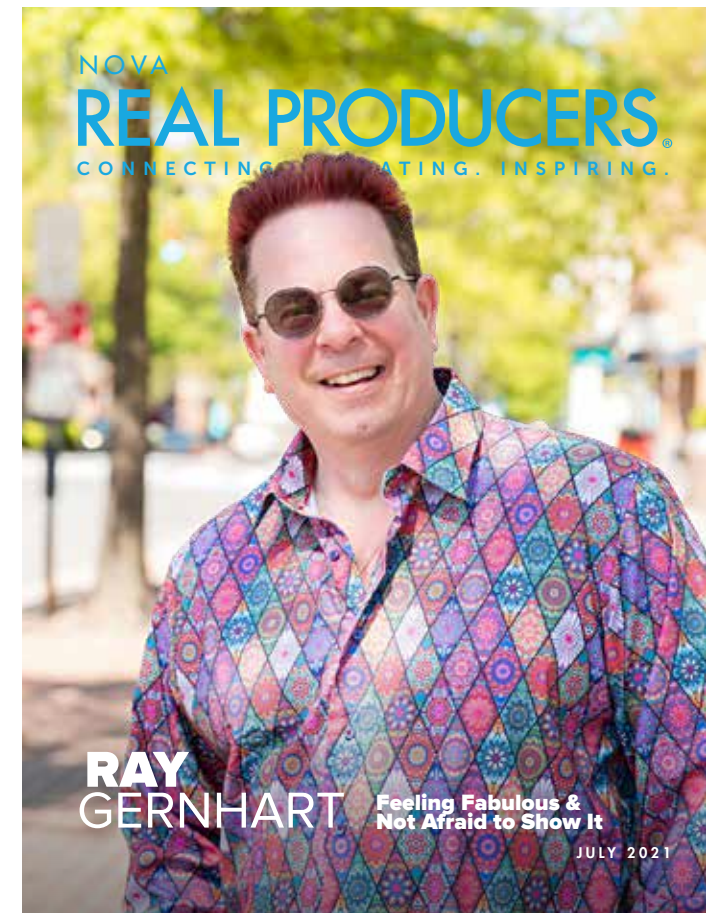


Back to school means back to business



Craig Miller
Branch Manager/SVP of Mortgage Lending
C: (703) 628-9574
craigmiller@rate.com
Rate.com/CraigMiller

EQUAL HOUSING LENDER Craig Miller NMLS ID: 686948; VA - MLD-67110VA
Guaranteed Rate, Inc.; NMLS #2611; For licensing info visit nmlsconsumeraccess.org.



REPRINTS!

What the heck is a reprint? A reprint is a 4- or 8-page, magazine-quality-grade paper with your full article and photos, and you on the **cover** of the publication.

WHY DO I NEED THOSE?

These reprints are a professional marketing tool that can help brand you, your team and/or your business.

- Use on listing appointments
- Send out to friends and family
- Send to clients with your holiday greetings
- Brokers, use as recruiting tools for capturing new talent
- Use when farming your favorite neighborhood

WHAT IF I CHANGED COMPANIES OR NEED SOMETHING CORRECTED ON MY ARTICLE?

No worries! We can make any changes needed. We send you a proof, you approve, and then they are sent to you via FedEx.

WHO CAN BUY THESE?

The REALTOR® who was featured, the broker, our partner, or family. Anyone who wants to promote you!


HOW DO I ORDER?

Email us at info@novarealproducers.com.

PRINT ME MORE!

Were you, your broker, or the team featured in an issue of *Real Producers*?

Want a copy of your article or full magazines that you were featured in?



Winston's

CHIMNEY SERVICE

Providing Quality Chimney Inspections, One Satisfied Client At A Time!

"Bottom line up front- I'd recommend them to anyone! I called to have an inspection and possibly a cleaning for my chimney. They measured and checked the entire system and gave me pointers on what they could do and what I should do for myself. No updates, no add-ons, just real information and some professional honesty with relevant pricing." -John B.

★★★★★

*Voted BEST CHIMNEY Contractor by Arlington Virginia Magazine
Recommended Chimney Contractor by Northern Virginia Magazine
Voted Best Pick by Best Pick Publication*

11301 Industrial Rd. | Manassas, VA 20109
703-379-5006 | winstonservices.com

Virginia License #2705113496A • Maryland License #102224 • District of Columbia License #70106886

I'VE MADE A MOVE

To #TeamloanDepot

TIM KELLY

NMLS #376030 | Loan Consultant



Throughout my career, it's always been a goal of mine to service my customers in the best way possible! As I start this exciting journey at one of America's fastest growing lenders, loanDepot, I look forward to keeping that promise.

Check Out My New Contact Information

(703) 537-2394 office | (571) 308-3660 cell
timkelly@loanDepot.com
www.loanDepot.com/timkelly



4114 Legato Road, Suite 240, Fairfax, VA 22033 | loanDepot.com, LLC NMLS ID 174457.
Licensed by the VA Bureau of Financial Institutions MC-5431. To verify a license please visit
www.nmlsconsumeraccess.org. (051321 496710)

loanDepot
NMLS#174457

WE EXPECT THE **UNEXPECTED** SO YOU DON'T HAVE TO.



Every detail matters.
That's why choosing the right
settlement partner makes a difference.

With a seasoned in-house title search team,
over 200,000 closings, and 27 years of experience
MBH Settlement Group has seen its share of the
unexpected.

We know what to look for and how to look
past the obvious in order to provide the most
thorough, knowledgeable, and conscientious
service in VA, MD, and DC.

MBH
Settlement Group
Positioned For Your Success™

Bethesda
301-941-4990

Rockville
301-941-4990

District of Columbia
202-749-8420

Alexandria (Old Town)
703-739-0100

Arlington
703-237-1100

Burke
703-913-8080

Chantilly
703-277-6800

Fair Oaks
703-279-1500

Fredericksburg
540-373-1300

Front Royal
540-878-4210

Gainesville
703-468-2020

Kingstowne
703-417-5000

Lake Ridge
703-492-7900

Loudoun County
703-840-2000

Manassas
703-393-0333

McLean
703-734-8900

Reston
703-318-9333

Stafford
540-658-0992

Vienna
703-242-2860

Warrenton
540-349-7990



ONE-STOP SHOP FOR ALL
INSPECTION SERVICES!

We Are **Fast.**
We Are **Trusted.**
We Are **Accurate.**

Servicing Arlington, Fairfax, Loudoun, Prince William,
Stafford, and Fauquier counties and the District
of Columbia

Fluent in Spanish & Korean
A TEAM of Inspectors Available 7 days a Week!

571-765-2357 • northernvirginia@hometeam.com • www.hometeam.com/northern-virginia/

Keller Williams Approved Vendor Program members
are business entities independent from Keller Williams
Realty, Inc. Neither Keller Williams Realty, Inc. nor its affiliated
companies warrant HomeTeam Inspection Service,
their products, or their services.

KELLERWILLIAMS
2018 APPROVED VENDOR



Bonded, Licensed
and Insured
in Virginia