

NOVA

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

kristin
FRANCIS

Living Her Best Life

DECEMBER 2021

Because Local Experience Matters.



Monarch

TITLE, INC.®

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

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

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

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

www.monarchtitle.net

HAPPY HOLIDAYS

From our Fairway Family to Yours!

Wishing you, your family and friends, a season filled with Holiday Cheer!



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

TOP
MORTGAGE
PROFESSIONAL
WASHINGTONIAN
2021



TOP 1% MORTGAGE
ORIGINATORS 2020
BY MORTGAGE EXECUTIVE MAGAZINE

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 Lender.



TABLE OF CONTENTS



06

Index of Preferred Partners



11

Publisher's Note



12

What Family Traditions Make Your Holidays Magical?



18

Words by Wade: Why Leverage is the New Hustle in 2022



22

Marketing Matters: Educate Your Farm to Boost Sales



26

Legal Hotline: Paragraph 5 Two Sentences, Too Many Headaches



30

Partner Spotlight: Melissa Bell, McLean Mortgage



34

Agent Spotlight: Arturo Cruz



40

Partner Spotlight: Tony Fernandez-Sardina, Rn HomeTech



46

Cover Story: Kristin Francis



52

Special Events: Photos from Our 1st Magazine Party



56

Top 250 Standings

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

DRAPER
& KRAMER

MORTGAGE
CORP.

A BETTER LENDING EXPERIENCE FOR ORIGINATORS AND AGENTS

Whether you're a mortgage originator or a real estate agent, working with a lender who will support you is crucial. Here's why nationally ranked top-producing originator Manny Malhotra is glad to be a part of Draper and Kramer Mortgage Corp.

"I've been with Draper and Kramer Mortgage for over one year, and I've been a mortgage originator for over 20 years. Working at this company has been very different from all others. Management is very supportive and helpful, the atmosphere here is positive and the sales and operation sides work together effectively to make a great experience for my clients and agents. This is very unique in our industry."

MANNY MALHOTRA

Senior Vice President of Residential Lending
Reston, VA
NMLS ID #186031

ORIGINATORS: Visit joindkmortgage.com to learn about joining our team!

AGENTS: Contact us today for fast and 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. MLB2551. 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. 03665-12 07/21



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

ESTATE SALES

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

HEATING & COOLING

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

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

HOME RENOVATION

Curbio
(810) 300-9432
Curbio.com

MaxHousePrice
(703) 215-2144
MaxHousePrice.com

HOME REPAIR

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

HOME WARRANTY

Cinch Home Services
(703) 302-9858
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

The Junkluggers of
Gainesville VA
(703) 395-4686
JunkluggersOfGainesville.com

MORTGAGE

U.S. Bank
David Le
(703) 424-5369
Mortgage.USBank.com/VA-Fairfax-David-Le

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

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

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

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

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

Movement Mortgage
Chris Shead
(703) 498-8235
ChrisShead.com

MOVING / STORAGE

Certified Master Movers
(703) 296-4528
CertifiedMasterMovers.com

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

JK Moving Services
(214) 202-0288
JKMoving.com

My Guys Moving
(703) 937-7772
MyGuysMoving.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
Rebecca Lombardo
(240) 449-3942
TruPlace.com

PRINTING / PROMOTIONAL

Silverado Printing, LLC
(703) 407-0268
SilveradoPrinting.com

PRINTING, DIRECT MAIL SERVICES

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

ROOFING

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

Kensington Vanguard
National Land Services
(703) 637-9165
(703) 794-2101
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 PRODUCTION & MARKETING CONTENT

Best Side Story Media
(305) 409-8118
ABestSideStory.com

Explore My Town
(603) 858-3548
PartnerWithMyTown.com

VIDEO SERVICES

HDBros
(833) 437-4686
HDBros.com

TruPlace
Rebecca Lombardo
(240) 449-3942
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:



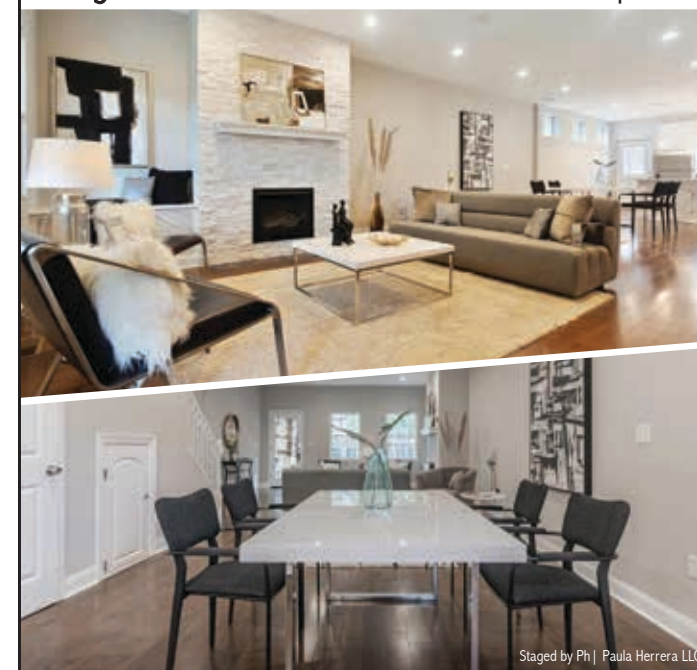
Annie Murphy
Senior Account Executive
P: (571) 276-5739
E: amurphy@cinchhs.com



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.

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



Staged by Ph | Paula Herrera LLC

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

ph

PAULA HERRERA LLC
STAGING HOMES DEFINITION

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

MEET THE NOVA REAL PRODUCERS TEAM



Kristin Brindley
Publisher



Jennifer Jelic
Assistant Publisher



Ellen Buchanan
Editor



Wendy Ross
Operations Manager



Kristina Richardson
Publishing Manager



Jaime Lane
Executive Assistant



Zachary 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@kristinbrindley.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.



SILVERADO PRINTING

A Full-Service Print Marketing Company
If you can imagine it, we can print your brand on it.

GIVE TIM A CALL TODAY TO DISCUSS YOUR CLOSING GIFTS.

TIM MCCARTHY
PRESIDENT
Tim@SilveradoPrinting.com
(703) 407-0268
SilveradoPrinting.com

PROMOTIONAL PRODUCTS • EVERY DOOR DIRECT MAIL (EDDM) CLOTHING & APPAREL • SIGNAGE • & MORE!

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

OUR FOCUS IS ON YOUR NEEDS

"MBH IS TOP NOTCH!
THEY ARE RIGHT ON EVERY
ISSUE OF SETTLEMENT AND
VERY COMMUNICATIVE.
I RECOMMEND THEM HIGHLY."

- FACEBOOK | MARSHA W. | JUNE 2021

"THE MBH TEAM HAS ACCOMMODATED
MY CLIENTS NEEDS WITH FLEXIBILITY
IN SCHEDULING, ACCURATE AND
COMPREHENSIVE REPORTING &
RECORDING, AND PROFESSIONALISM."

- GOOGLE | CINDY H. | JULY 2021



Looking For Exceptional Service And A Smooth, Secure,
Convenient Closing That Is Focused On Your Needs?

Contact MBH at one of our 20 offices across VA, MD & 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
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	

HAPPY HOLIDAYS! ▶ publisher's note

Dear NOVA Real Producers,

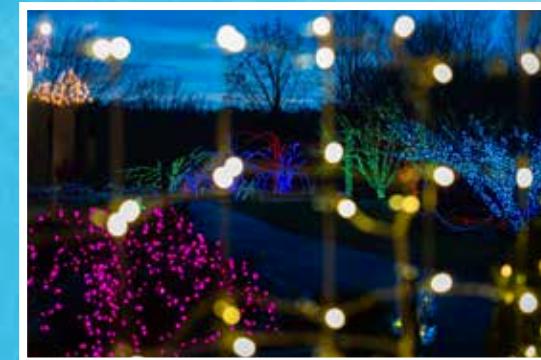
Happy holidays!

December is a month of reflecting on the year and envisioning the New Year. We, at *Real Producers*, would like to express our gratitude for 2021. We are so grateful for our amazing *Real Producers* community! This tribe is a wonderful conglomeration of good human beings who happen to sell a lot of real estate. Our industry has, in this challenging time, flourished and served many families.

First, thank you to all our Real Producers who have been featured in the magazine, who inform and inspire this amazing community. We appreciate you and are honored to be able to share your stories.

A huge thank-you to our valued industry partners. Our preferred partners are the cornerstone this community is built on. Without them, we would not be able to share the stories of our Real Producers and gather you together at wonderful events. The publication, all events, and being featured are free because of our partners. Thank you! We also appreciate our Real Producers who referred them. All partners have been vetted and referred by Real Producers.

I have heard so many great stories of what this publication has created for all who have participated, from seeing old colleagues and friends to deals being struck right at an event. Relationships are



being forged with people you know you will see again and again across the closing table. We have stories of featured agents getting leads and actual closings directly from their feature story, and teams growing as well.

Be on the lookout for our next invite in your inbox

and in the private Facebook group! If you haven't joined our private Facebook group, don't miss out. We will be printing the questions we ask in the private group moving forward! Also, check out our cover story and partner spotlight interviews on our YouTube channel, as well as on Spotify.

As 2021 comes to a close, we hope you enjoy wonderful holidays with your families.

Cheers to a fantastic year and years to come!

With Gratitude,



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



►► we ask...you tell!

What fun and meaningful traditions make the holidays magical for your family?



IAN MCVEIGH
Samson Properties

Just making sure I'm with my sister and her family, as well as my parents each year.



MEGHAN WASINGER
Wasinger & Co Properties

Nerf gun fights on Christmas morning! Santa brings like 12 every year and it's so fun!



RAJ TAMANG
Green Valley Custom Builders

Play cards, sing, and dance with family members.



NATALIE MCARTOR
Long & Foster Real Estate

A large dinner party for my clients.



KRISTIE ZIMMERMAN
Compass

We contribute to a charity — save a sea turtle, allow a child to learn to read, sponsor a milk goat for a family ... there are endless options and it feels amazing to give!



SHANE GABOURY
Property Collective

Consistent family cookouts.



SUE SMITH
Compass

We have many family traditions for Thanksgiving and Christmas that we share every year, in addition to “adding something new” (usually, food and game) to our holiday gatherings. One of the family favorites is a homemade, family recipe of Chex Mix and caramels that are made, given, and shared only at Christmas.



JON GRANLUND
Keller Williams Realty Dulles

Usually being too excited to wait until Christmas Day and insisting people open my presents early.



SARAH PICOT
McEneaney Associates

There are so many traditions! It is our favorite holiday. Santa leaves a candy cane outside the boys' rooms Christmas morning and then creates a candy cane trail to a secret hidden present. My boys are grown up and STILL look for that. We also bake about eight batches of cookies every year, starting after Thanksgiving. They get frozen until before Christmas.



BRIAN SIEBEL
Compass

Getting the Christmas tree. We always do that together.



ASH MORSI
Keller Williams Realty

Take a trip down to Disney for winter break. We do it every year and still talk about it to this day.



KRISTIN BRINDLEY
NOVA Real Producers

On Christmas Eve, we have the big dinner and each person talks about what we are grateful for this year, and our hopes and goals for next year. We then open one present that night.



HANNAH WON
Pearson Smith Realty

We make homemade cookies and decorate them with icing and decorative toppings.



DALLISON VEACH
The Veach Realty Group

We host a Christmas dinner on Christmas Day and invite all our friends in the area that are “family orphans” in the area — those friends who can't go home or don't have any family in the area. It makes the day more joyous, especially as we and our friends have lost family members over the years.



RYAN ZOOK
Keller Williams Realty

We used to have a big Christmas Eve party ... about 40 of us and all the neighbors. COVID: our new tradition is to go to the 30,000-square-foot lake house and have a party with family.



JOAN STANSFIELD
Keller Williams

My birthday is December 23, my husband's is the 24th, and Jesus's is the 25th. Jesus birthday party, Jesus cake, and ties into the season.



JOHN MARTINICH
Pearson Smith Realty

Always put the decorations up together ... my wife and kids do the tree, and I do the outside decorations. We also do a family Christmas in Pittsburgh.



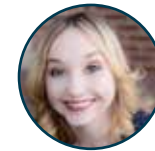
CHRISTINE BROWN
Avery-Hess, Realtors®

Every year, our family of four girls (all married with kids — nine grandchildren — always pick a day around Christmas where we all spend the night at our parents' house, where we play video or board games ... usually a drinking game. All get matching pajamas.



LINDSAY POTTER
Keller Williams Realty

Pre-COVID, we started a tradition about eight years ago ... we got to see Handel's *Messiah* at the cathedral.



JESSICA FAUTEUX
RE/MAX Allegiance

We go to the lake house (Leesville) on Thanksgiving and go on the lake on the boat and blast Christmas music on Black Friday.



MANSOORA DAR
Keller Williams Realty McLean

We usually invite the family over. We don't celebrate Christmas but like to give gifts to friends.



DIANNE VAN VOLKENBERG
Long & Foster Real Estate

I am known for my Christmas cards. I try to come up with some unique cards with kids on them.



BEN HEISLER
Pearson Smith Realty

My whole family spends Christmas Eve together at my parents' house.

...



DEBBIE WICKER
Keller Williams Realty

Thirty-three to 34 years ago, my mother started a tradition — ladies’ tea with all the women of the family, and then we go to the *Nutcracker* (all dressed up in our Christmas finest). Two hours of absolute relaxation and catching up.



PIPER YERKS
Washington Fine Properties

Every year, we take our kids up to New York and see the tree and see the shows.



MICHELE BARRERA
Compass

Growing up, my mom always allowed us to open *one* present on Christmas Eve. We always knew it was a brand new set of pajamas and usually our favorite snacks to munch on while we snuggled up to a late-night movie. As a mom myself now, I have kept that tradition with my sons, Michael and Gabriel. But now, we started a new tradition, where we have a destination vacation for Christmas. Last year, we enjoyed skiing in Colorado with my parents. We focus less on the presents and food and set aside time from our busy work schedules to unplug and focus on what is really important — family.



JOSH DUKES
Keller Williams Realty

Every year, we find a new location to get an Airbnb — on the water or up on a mountain-top. Somewhere remote.



NOEL TUGGLE
Pearson Smith Realty

We take pictures with Santa. We wanted to do photos, but COVID, so we tried to get Santa to a friend’s house ... but he got COVID. My wife loves lighting shows. We love getting the Christmas tree.



LEE BRADY
Casey Margenau Fine Homes and Estates, Inc.

Every year since 2003 (my wife is British and her family lives in South Carolina), my wife’s family all comes up for Christmas. Kids in their 20s still want to come back for Christmas, and they all go to the Ritz for tea.



BRETT SELESTAY
Property Collective

We do standard stuff — Thanksgiving is with the family at home. We are huge Christmas people... right after Thanksgiving, we cut down our own tree. We get matching PJs. On Christmas Eve night, after the kids are in bed, we gnaw on the carrots and write a letter from Santa. After Christmas, we do homemade ravioli dinner with the family and we all have aprons that say things like “I am a roller,” etc., for the different jobs.



KELLY KATALINAS
Fairway Independent Mortgage Corp

Each year, no matter who decorates our tree, my husband has to be the one to put the tree topper on, and it *must* be an angel! I grew up with a star as the tree topper, but nooo ... after 31 years of marriage, an angel sits atop our tree. Not all compromises are easy!



MICHELLE SAGATOV
Washington Fine Properties

We always go somewhere as a family the first weekend in December. Sometimes, it is a different city like NYC, sometimes it’s downtown DC, or to the country. We usually take in whatever decorations that they have there, we go to the local tree lighting, or visit a festive area. We always look forward to it, and the point is to make memories together around the holidays before it gets too holiday-crazy!



CATHY STRITTMATTER
KW Solutions

My family knows that I enjoy cooking for the holidays. As a tradition, I make my grandmother’s famous turkey and drop-dumpling recipe. Mashed potatoes and gravy and corn are always the sides that go with it. It’s our family holiday standard, and all look forward to it every year! The recipe is in a place of honor in our family cookbook that my family compiled several years ago!



ANDREA VACCARELLI
Pearson Smith Realty

We love to have the boys pick out of our Christmas jar and pick an act of kindness to do that day for the 12 days leading to Christmas! Plus, don’t forget to drive around all the neighborhoods and look at lights!



ALLI COLLIER
Keller Williams Realty

My favorite holiday tradition with my family is going to see Christmas lights every year. We always look for the best in town, and stop to get hot cocoa too! Gives us a great time as a family to bond, and it’s something we have done since my childhood so it brings back a lot of memories.



LYNDSEY DAIGLE
Weichert, REALTORS®

My most cherished holiday tradition is our annual cookie-decorating party we host for our friends’ group. All of the adults are best friends, and we are so blessed to watch our children grow up together too!



LAURIE MENSING
Long & Foster Real Estate

Definitely going to church on Christmas Eve, late service after dinner. But I grew up with a mother who was Swedish and we always celebrated the Christmas season with a Christmas Eve dinner that included a visit from Yul-Tomten, a little elf that helped Santa. We would place a small bowl of rice pudding outside the front door, preferably with currants or raisins. Yul-Tomten would eventually come and eat the pudding and toss presents in the door for the children. With my children now grown it hasn’t been done in a very long time, but now that I have a granddaughter, and whenever we have guests with little ones, the rice pudding is always ready ... and someone with very fast feet to toss presents and then run away.

PREPARE FOR THE
holidays
and 2022!

Call TODAY to Schedule!

- Holiday Decoration Set-up and Breakdown
- Personal Shopping & Errands
- Decluttering & Organization
- Home and Office Space Makeovers



JUDY ON THE SPOT.
WHO'S YOUR JUDY?

www.judyonthespot.com | 866.370.3402





We **PAY FOR** and **MANAGE** all pre-sale renovations to a home... and we don't get paid **UNTIL CLOSING!**

HAVE YOU EVER HAD A LISTING THAT LOOKED LIKE THIS? →



WITH MAXHOUSEPRICE, WE CAN TRANSFORM THAT LISTING TO LOOK LIKE THIS...

Sellers gain an average increase of \$45,856 in NET proceeds at sale.

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



Higher
Commissions
for YOU, the
Real Estate
Agent!

MaxHousePrice.com

Follow us on Instagram and Facebook
for more transformations!



**FIX NOW,
PAY LATER**



Get every listing ready for market with \$0 due until closing

- Turnkey pre-listing repairs, refreshes and renovations
- Pre-move-in updates
- No minimum or maximum scope
- \$0 due upfront with no interest or fees
- Free, same-day estimates
- Real-time availability to begin work
- Trusted by over 800 brokerages nationwide

curbio.com | 844-944-2629

curbio

Check out
Curbio projects



SCAN HERE



► words
by wade

WHY LEVERAGE IS THE NEW HUSTLE IN 2022

By Wade Vander Molen

My father was a semi-truck driver. For many years, he would work 60-plus hours a week and even sleep over the wheel of his truck because back in the day, semi-trucks didn't have sleepers. He would also help unload the truck and get paid an extra \$1 for every 1,000 lbs. of freight he unloaded. That was work. It wasn't until I was much older that I learned and fully understood that leverage is the new hustle. It took many years of failing forward to understand you grow and expand by leveraging

your weaknesses so you can lean on your strengths. This applies to many aspects of business, and no greater than in the business of real estate. If you want to truly grow in 2022 and hit that production or GCI number, there have to be changes and additions to what you did in 2021.

LEVERAGE WHAT?

I found, in my title business, that the only way I was going to get my numbers higher and higher is I had to stop doing some of the basic job items. I

took the items in my job that almost anyone could accomplish, and I hired someone to do those things. Pulling data mining lists for clients, setting up events, calling non-directing customers, and more were on the list. This allowed me to reallocate time and resources to leaning into things I was good at doing.

As a REALTOR®, you need to identify where your time is best spent and where you are most valuable. In 2022, set a goal of leveraging your time and leveraging your weaknesses.

NEXT STEPS

Take the leap and hire someone or a couple of someones to assist in this growth. Yes, it costs money, but I don't know anyone who cut their way into prosperity. The upfront loss should and will become a long-term gain. This hire should manage your CRM, assist with marketing, make follow-up calls, assist with an open house setup, and much more. These are essential tasks that need to be completed, but don't necessarily need to be done by you.

If you are bearing the burden of all responsibilities in your real estate business, you

are going to find it a long, hard road that leads to burnout. I'm sorry, but being my dad and working 60-plus hours a week and helping to unload the truck takes a toll on you. Set a goal of when you want to have this new employee hired, trained, and assisting your business.

GET MOTIVATED AND TAKE OFF IN 2022!

As the new year approaches, we all have a goal we want to hit. If you want to hit higher numbers, make more money, become more

successful ... then it takes adding bricks to the building. This starts with re-evaluating your business and finding what tasks are "leverage" and what is something *you* should be doing. I know this is the hardest step because many successful people don't want to "relinquish" control over tasks. When successful people finally do give up that power, they realize it was the best thing they could have done for their business.



WADE VANDER MOLEN is the director of sales/marketing for Stewart Title in the Northern Virginia/Washington, DC, 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



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

ONE-STOP SHOP FOR ALL INSPECTION SERVICES!



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/ 







Bonded, Licensed and Insured in 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.

Wishing our clients, friends and family a wonderful Christmas!

Throughout Gregg's 37-year career in the moving business, client satisfaction has been his main focus. Starting out packing trucks, working his way to become a top estimator and now the owner of Certified Master Movers, his focus remains on the most important aspect of his job — his clients.



CERTIFIED MASTER MOVERS

LOCAL, LONG DISTANCE AND INTERNATIONAL MOVING EXPERTS



LET'S MOVE! CALL TODAY: **703.704.5127** | certifiedmastermovers.com | Gregg Day

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 | winstonsservices.com 

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



\$2.5 MILLION

DONATED THIS YEAR TO HELP END MODERN-DAY SLAVERY.

Did you know there are more victims held against their will today than ever before? That's why The N2 Company - the company behind this publication and 850+ others like it - is financially committed to end human trafficking.

FOR EVERY AD SALE WE MAKE, N2 DONATES ENOUGH MONEY TO FREE 2 SLAVES FROM CAPTIVITY.


The average Fortune 500 company donates about 1% of their profits to charity. The N2 Company donates 2.6% of their gross revenue.

Thanks to the businesses within these pages, our Area Directors, and readers like you, we're able to break the chains of this horrible reality.


Visit n2gives.com to learn more about our fight.



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.



Loudoun Times-Mirror
2019
BEST OF LOUDOUN


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

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



Educate Your FARM to Boost Sales

By Todd Lebowitz

marketing matters

The real estate market is constantly shifting. One way or another, houses are bought and sold. Your next sale might seem like a given, but there are plenty of ways to help ensure more business and boost your sales.

One key way to boost sales is by educating your farm. An educated client can feel more confident about their decisions, feel more satisfied, and give you referrals. Referrals lead to an increased level of trust between you and your clients, leading to better agent-client relations and more sales.

Here are some proven ways to educate your farm:

1. SEND MARKET UPDATES. One of the best ways to ensure your clients feel they're making smart decisions about buying and selling their homes is by sending them market updates. Market updates will help them understand how much homes in their area are being bought and sold for, helping them better understand the value of their own home. Market updates can also help your clients figure out the right time for them to buy or sell.

2. HOST A LUNCH AND LEARN Lunch and Learns are an excellent way to connect with your clients. Lunch and Learns present your clients with the opportunity to learn from you, ask questions, and get information on the process of buying or selling.

Lunch and Learns are also an excellent way to generate new leads and gain new contacts, helping you expand your reach and boost sales.

3. COMMUNICATE WITH CLIENTS WHEN OPPORTUNITIES ARISE
Sometimes, you might have a client who is thinking about selling or buying but isn't sure. Maybe they need a specific amount for their home or are considering a particular market. Don't be afraid to reach out to them if you think now is the right time to sell or if their dream home becomes available.

4. INCREASE YOUR MARKETING
Creating a well-rounded marketing strategy is one of the best ways to keep your clients educated. Continuously providing them with information about the market, their area, and other opportunities will increase familiarity and trust, leading to more business.

ABOUT THE AUTHOR

With more than 25 years of experience, Todd Lebowitz is CEO and owner at My Marketing Matters, which he runs with his business partner, Ram Devaguptapu. Together, they have grown the company to be a recognized leader in real estate marketing with more than 20,000 clients locally, regionally, and nationwide.



ABOUT MY MARKETING MATTERS

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

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



TITAN TITLE

From our family to yours,

Happy Holidays!

info@titantitlemetro.com

Contact our office for more information and details.

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!



OLD REPUBLIC HOME PROTECTION

THE STARS ALIGN
when Real Producers work together!

You're committed to your clients, and we're committed to you!
Add ORHP's home warranty to your winning team today.

Call or email me today to learn more!

Molly Flory
Senior Account Executive
800.282.7131 Ext. 1428
MollyF@orhp.com
my.orhp.com/mollyflory

People Helping People

This is a paid advertisement.

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

Green Valley
CUSTOM BUILDERS

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

Paragraph 5

Two Sentences, Too Many Headaches

Paragraph 5 of the NVAR “Residential Sales Contract” is captioned “Down Payment” and only comprises two sentences; however, these two sentences consistently cause settlement day headaches and anxiety for agents and their clients alike. However, this can all be avoided by agents simply understanding paragraph 5 and relaying specific advice to their clients. Savvy agents can use this provision to make them look like rockstars on closing day, and here’s how:

FIRST SENTENCE

The balance of the down payment will be paid on or before settlement date by certified or cashier’s check or by bank-wired funds as required by settlement agent.

This sentence reads just as it’s written, but it’s often neglected come settlement day. Most importantly here, agents must let buyers know they must bring the funds required at settlement (called the “cash to close”) either before or on the settlement date. Furthermore, agents should consistently remind buyers that only a certified check (a cashier’s or bank check) or bank-wired funds are

acceptable ways to bring the cash to close. Personal checks are not going to be accepted at closing by the settlement company.

SECOND SENTENCE

An assignment of funds shall not be used without prior written consent of seller.

An assignment of funds is when buyer uses the proceeds from buyer’s sale of a property as the cash to close for the property buyer is now purchasing. This frequently happens when a client moves and sells their residence to purchase a new residence.

MAIN TAKEAWAY

Buyer must inform seller that buyer wishes to use an assignment of funds as buyer’s cash to close, and seller must agree in writing, allowing the buyer to do so prior to settlement.

OTHER KEY TAKEAWAYS

- Virginia settlement agents (e.g., MBH Settlement Group) cannot disburse proceeds until all instruments requiring recordation are recorded, which must be done within two (2) business days after settlement.
- **Va. Code § 55.1-903.**
- Timing issues arise when a client sells a Virginia property and needs the proceeds from the sale to purchase their new property.

- Knowing buyer wants to use an assignment of funds allows seller’s agent to coordinate seller’s closing timeline based on their needs and expectations.

SCENARIO & TIPS

- Bob sells his McLean property and needs the proceeds from the sale to move to and purchase a property in Winchester. Cleopatra is purchasing Bob’s McLean property as well as selling her property in Aldie, from which she requires the proceeds to purchase Bob’s McLean property. Both Bob and Cleopatra want to close on their sales and purchases the same day or as close thereto as possible.
- Cleopatra’s agent must let Bob know she wants to use an assignment of funds for her cash to close to purchase Bob’s McLean property, and Bob must agree in

- writing to allow her to do so.
- Virginia law applies, so Cleopatra’s sale proceeds may not be available to her for up to two business days after settlement, and Bob’s sale proceeds may not be available to him for up to two (2) business days thereafter.
- Should Bob try to close on his sale and purchase on the same day, he runs the risk of not having the cash to close on his purchase because of a delay in recordation and disbursement by the settlement agent and Virginia’s law requiring settlement agents to get on record before disbursing proceeds.

PRO TIP

Bob’s agent and Cleo’s agent could advise their clients that they should try to space out their sales and purchases settlements by at least a few days, if possible, to avoid coming up short with

the cash to close for their purchases, which could potentially land them in default!

As always, it is best to let the settlement company know as soon as possible that an assignment of funds will be used as buyer’s cash to close. Also, don’t hesitate to reach out to your trusted real estate lawyer for advice on how to work around this potentially disastrous situation to meet and exceed your clients’ expectations!



Frank McLaughlin, Esq., is the managing attorney for the MBH McLean office, as well as the founder of, and managing attorney for, Francis Leo, PLLC. Frank has eight years of real estate experience specializing as an attorney and counsel serving large, privately-held commercial real estate owners.

SEASON’S GREETINGS!

Let Rn HomeTech handle your inspections this season for the ultimate, relaxing holiday.

CALL or EMAIL us today!

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

301-221-0357 | Schedule-me@RnHomeTech.com | rnhometech.com
Serving MD, VA and DC Metro area | 21214 Delevan Way | Germantown, MD 20876

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

NOVA

REAL PRODUCERS®

PRESENTS

Stay Inspired

WORDS OF WISDOM FROM THIS MONTH'S FEATURES



KRISTIN FRANCIS

Keller Williams Realty

"Because I grew up without much, it's important for me to elevate people who didn't start on equal footing. I'm committed to being the person who can create opportunities. That's what I wake up for every day. And also shenanigans. I love to make people laugh."



ARTURO CRUZ

Keller Williams Realty

"Leadership is a journey, and what we do every day determines our success."

"You are the average of the five the people you spend the most time with."
—Jim Rohn



MELISSA BELL

McLean Mortgage

"If you do not have a strong work ethic, then you will not succeed in life. All the sayings about getting up and out first thing in the morning are true, and I apply that drive to my business every day."



TONY FERNANDEZ-SARDINA

Rn HomeTech

"Do unto others as you would have others do unto you." (The Golden Rule)

"I treat everyone with respect and dignity, and people feel that and respond accordingly."

"There is only one way to do things — the right way."



MELISSA BELL

MCLEAN MORTGAGE CORPORATION

► partner spotlight

By Zachary Cohen
Photos by Ryan Corvello



THE EARLY BIRD GETS THE WORM



Growing up on a farm in Church Hill, Tennessee, Melissa Bell came to love the early morning hours. Waking before the sun rose was a common element of life on the farm; rather than resisting it, Melissa reveled in those precious times before dawn.

“I believe this is where I learned that if you do not have a strong work ethic, then you will not succeed in life,” Melissa explains. “All the sayings about getting up and out first thing in the morning are true, and I apply that drive to my business every day.”

After graduating from the University of Tennessee, Melissa landed a job in the mortgage industry. Over 20 years later, she’s still enjoying the gift of helping others with monumental transitions. “I knew I had to find a job that allowed me to help folks follow their dreams, to provide opportunity, and to be a trusted resource.”

Seeking the Win-Win

Despite her two-decades-long career in the mortgage lending world, helping clients never gets old for Melissa. She feels there is “nothing finer” than knowing she played a role in one of the most significant milestones in someone’s life — the purchase of a home.

“Knowing that they trusted you, counted on you, and believed in your knowledge that led to their shelter not only makes me smile but gives me purpose and reason to find ways to get all Americans into homes,” Melissa smiles.

Melissa approaches her business from a relational standpoint. She believes that investing time into her clients, teammates, and referral partners allows her to build relationships that are remembered, cherished, and reliable. As vice president and branch manager with McLean Mortgage, she enjoys working with people from all walks of life but has developed a special place in her heart for veterans.

“Relationships are truly the pillar of my business,” Melissa continues. “I am not a saleswoman. I enjoy getting to know people and love to understand what is important to them and what their goals are.”





I want to know how I can help them achieve those goals through the resources, personal experience, and tools I have. I always want to make people feel important, that they have a purpose, and that they have a trusted friend in the business.”

Remembering Her Roots

All these years later, Melissa remains an early riser. Before most people have hit their snooze button, her workday is in full swing. She begins by making a daily to-do list, then answers emails and begins her daily administrative tasks.

Melissa is also deeply connected to her community. She loves where she lives and wants to pass that passion and emotion on to her clients. “My community is a safe and fun place to raise a family. I would say the true win-win is when I get the chance to help others find their safe place where friends and family gather to create unforgettable memories,” Melissa says.

Perhaps most importantly, Melissa wants her clients and partners alike to know that they can count on her to be a trusted friend with a strong work ethic.

“
RELATIONSHIPS ARE
TRULY THE PILLAR
OF MY BUSINESS.
”

“At the end of the day, we are all people,” she reminds us. “A title sure shows that we have experience, but it will never speak to our integrity or drive. Get to know me, and we can move mountains together.”

For more information, please visit MelissaBellMortgage.com.





Some people want it to happen, some wish it would happen, and others make it happen.

—Michael Jordan

► agent spotlight

By **Chris Menezes** | Photos by **Aaron Lebo**

ARTURO CRUZ

Making It Happen

Arturo is the kind of person who makes things happen. While there were plenty of times in his life that he could have succumbed to challenges and settled for a want or wish for a better future, especially as a young El Salvadorian landing in a new, unfamiliar country, his resolve and determination to work through difficulty and create a great life for himself and family never wavered.

Arturo grew up and lived in his family's hometown of Zacatecoluca and San Salvador from birth to his first year of high school. Arturo's life was turned upside down rather abruptly in 1981, when his father delivered the news that the family was moving to his uncle's hometown of Silver Spring, Maryland.

Uprooted and having to adjust to a new country, culture, and language in a foreign environment, Arturo definitely encountered his share of challenges. Fortunately, living with family helped soften the culture clash and, with their guidance and his determination to learn and adapt, he was ready for whatever came his way. "Truth is, lots of personal growth had to be done quickly, and it still continues today," Arturo explains. "Understanding the importance of relationships was so vital for growth, both on the personal and business side. From creating new relationships to keeping the ones that you have, it takes effort and intention, and it's so important."

Gleaned from the wisdom of Jim Rohn, Arturo says, "You are the average of the five people you spend the most time with." His father became a real estate broker in Maryland and owned a small brokerage in Wheaton, which later influenced Arturo to obtain his real estate license.

While Arturo already possessed profound focus, fortitude, and discipline, he says pivotal moments happened in 1995 and 2002, the years his children, Sara and Andres, were born. "My kids are a blessing that changed my life; becoming a father shifted my focus immediately, which clearly identified my priorities," Arturo emphasizes.

Arturo obtained his real estate license in 2001 but did not go full time in the business until June 2006. With a mind for finance and keen attention to detail, Arturo worked within the field of government contracts prior to real estate, performing accounting, contract administration, and financial statement analysis recommendations to controllers, CFOs, and CEOs. He ended his career as a controller for a government contractor in charge of the accounting and contract administration operations.

The end of Arturo's first career was the result of a realization he had in early 2006. "I realized that real estate was my passion and that I had the opportunity to work in something that I enjoyed. The journey was not easy, but I built a profitable business with hard work and perseverance," Arturo explains.

Armed with enthusiasm, passion, and determination to create a new quality of life for his family, Arturo dove into real estate full time in May 2006. He first joined his father's brokerage in Wheaton, where he learned the basics of the business and got his foothold. Growth continued as he transitioned to RE/MAX Allegiance, where he stayed for about three years, and then moved to Keller Williams Realty in 2010.

With a deep understanding of finance, and extensive experience consulting high-level government contractors on multimillion-dollar deals, Arturo infused his real estate



...

business with a caliber of professionalism, knowledge, and personal service that instilled confidence, trust, and loyalty in his clients. His passionate belief in real estate as a means to create generational wealth and the positive impact it has on families for future generations propelled him to seek and help as many people as he could. And with every new relationship he poured himself into, his business grew.

Arturo's business reached a new level in 2015, when he formed The Cruz Group. "Our mighty team excels in giving our clients a white-glove experience with extreme attention to detail on every transaction that turns them into raving fans every time. We are forward-thinking in that we anticipate our clients' needs and act on them before they can even think to ask," he says.

When Arturo is not taking care of his clients, he loves working in the kitchen and getting the grill ready to throw a feast for his family and friends. He also loves biking, hitting the slopes in the winter, and traveling with family. Their favorite destinations include the Caribbean, Europe, Peru, and, of course, El Salvador.

Just as when he first came to the United States, Arturo continues to be focused on growth. "2021 has been about growth in all aspects of life," Arturo explains. "During this past summer, I attended a live conference that made me realize very clearly that leadership is a journey, and what we do every day determines our success."

As Arturo pursues new levels of leadership and growth in his life, there is no doubt he will make it happen.



Arturo Cruz immigrated to the U.S. from El Salvador in 1981 and overcame many early culture and language challenges to become the successful agent he is today.

“

The JOURNEY was not easy, but I built a profitable business with HARD WORK and PERSEVERANCE.



WAVE GOODBYE TO CLUTTER!

Eco-Friendly Junk Removal for Homes & Businesses

BIG OR SMALL, WE'LL LUG IT ALL!

The Junkluggers can help lug away old furniture, appliances, electronics, heavy & dense materials, and more! We'll even take big and bulky items off your hands like hot tubs, pool tables, and pianos.



Through a shared mission of keeping reusable items out of landfills, **Remix Market** allows us to upcycle items that cannot be donated or recycled. **Ask us about it today!**

JunkluggersofGainesville.com



Mark Harrington, Owner
Direct: 703-395-4686
mark.harrington@junkluggers.com



Megan Hicks, Business Development
Direct: 703-244-5084
megan.hicks@junkluggers.com



Susan Cook
Realtor

**Be Seen
Be Respected
Be Referred**

**Become
"Local-Famous"**

Susan moved from Church Falls VA to
Valdosta GA.

She didn't know anyone.

Within 1 year she's in the Top 10%.

Her secret?



Video Production | Editing | Coaching | Marketing

PartnerWithMyTown.com



**13
mo.** WARRANTY

WE'VE GOT YOU COVERED

COVERAGE BENEFITS*:

- ✓ **FREE** Seller's coverage
- ✓ VIP concierge service for agents
- ✓ Re-key service
- ✓ No cap on refrigerant
- ✓ Online orders and claims



VISIT MY PAGE FOR DISCOUNTS...

www.AnneLangHWA.com

Anne Lang

Account Executive

703.220.9633

Anne.Lang@nrg.com

HWAHomeWarranty.com nrg NRG...A Fortune 500 Energy Company

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

**Capturing unique portraits for
lifestyle, business,
families & more!**



**AARON LEBO
PHOTOGRAPHY**

aaronlebophotography.com @aaronlebophotography

aaronlebophotography@gmail.com

**SAVE
TIME &
EMPOWER
CLIENTS**

REALEGAL™

Up to 2 hours of free legal consult for claims, potential claims or disputes
specific to the property address listed on the settlement statement, for
matters such as:

- Property condition / disclosure
- Security deposit
- Appliances / fixture conveyance
- Rent back agreements
- Buyer / seller breach of contract
- Misrepresentation by seller

Legal consultation is provided by independent, non-affiliated counsel,
specifically by The Lawrence Law Group, PLLC or John E. Reid, PLLC.



FEDERAL
Title & Escrow Company

p: 202-362-1500 e: info@federaltitle.com

CHEVY CHASE • U STREET / LOGAN CIRCLE
ARLINGTON / BALLSTON • ROCKVILLE • POTOMAC

www.federaltitle.com/realegal

YOUR SUCCESS IS OUR BUSINESS



Rn
HomeTech

TONY

FERNANDEZ-SARDINA

■ Living by the Golden Rule

Tony Fernandez-Sardina was raised to believe in the Golden Rule — do unto others as you would have others do unto you. He was brought up to hold the conviction that every human being has a moral obligation to help others. “Not only for their benefit but because it benefits society in general,” Tony clarifies. ...



“

There is only one way to do things — the right way.”



Tony Sardina-Fernandez is owner of home inspection company Rn HomeTech.

... This belief system informs everything that Tony does, both in business and in his personal life. In the home inspection world, you'll find him hard at work to ensure that his clients are taken care of in precisely the way he would hope to be cared for himself.

■ Putting People First

Tony's first professional passion was for architecture. Home design captured both his attention and imagination, however, he eventually transitioned into the travel industry. For over three decades, Tony worked in the hospitality industry. His roles varied from supervising the final stages of hotel construction and commercial facilities to managing all-inclusive resorts in the Caribbean.

In 2006, Tony transitioned to the home inspection business. "Making the switch to the home inspection industry was actually not as different from hotels as one would imagine. Both require extensive knowledge and supervision of the physical infrastructure and systems," Tony says.

Most importantly, Tony has been able to take the people skills he cultivated in the hospitality industry and apply them to the home inspection business. He's well-versed in

customer service and, as a result, can understand the needs of both homebuyers and real estate agents in a way that many home inspectors cannot.

"Having been a sales and marketing director at various points in my career gives me deep insight into what REALTORS®' roles are as well," Tony says. "Working with people ... it is what I've done all of my life. I am fond of saying that what I really know, more than hotels or home inspections, is people."

■ Rn HomeTech: A Complete Solution

At Rn HomeTech, Tony and his team conduct detailed, thorough home inspections. Their services include radon testing, termite inspections, mold inspections, and testing, infrared imaging services, and more. Tony utilizes the latest equipment and most up-to-date technology available, ensuring his clients have the most detailed and accurate information.

"Our inspectors wear a tool belt with over 15 different tools, including, but not limited to, infrared thermometers, moisture meters, laser measuring devices, high-tech flashlights, GFCI and voltage testers, and more,"



I treat everyone with respect and dignity, and people feel that and respond accordingly.

Tony says. "We take over 300 high-resolution digital pictures per home inspection with state-of-the-art digital cameras."

Tony's approach to home inspection is "truth without sensationalism." He believes it's his responsibility to deliver accurate, transparent results while avoiding fear-inducing language and conclusions. "We operate in the knowledge that it is possible to be honest about the issues we may find in a home without the need to exaggerate or blow them out of proportion," Tony says.

■ The Golden Rule

Tony is a father of three; though they are now grown and living in various countries around the world, he loves to spend time with his kids.

In his free time, Tony volunteers as an adaptive ski instructor with Two Top Adaptive Sports Foundation, a non-profit dedicated to teaching skiing, snowboarding, cycling, waterskiing, and wakeboarding. Tony is also a golfer and hiker, and loves books and music.

When Tony looks at the foundation of his life and business, everything comes back to the lessons in honesty and rectitude he learned growing up. He doesn't exaggerate findings because he has no desire to be a hero. Instead, he intends to be an honest, straightforward piece of the homebuying puzzle.

"I treat everyone with respect and dignity, and people feel that and respond accordingly," he says. "We are very thorough. We are detail-oriented. We continually train and study to improve our knowledge base. We have the most detailed home inspection reports on the market, bar none! We are punctual and professional. We believe it benefits everyone involved if we take the time to explain everything to the buyer during the inspection and thus avoid calls with questions that should have been addressed at the home inspection.

"There is only one way to do things — the right way."

For more information, please visit www.rnhometech.com.



**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



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




Call NOW for a
FREE Project Estimate!

(703) 256-8300 • (301) 580-9542

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

Professional, Full Service Moving & Storage




- Award Winning Service
- Local & Long Distance
- Residential & Commercial
- Secure Storage Facilities
- Packing Service & Supplies

**FREE
Estimates**

Call Austin Jacobs
(703) 657-1402
Austin@MyGuysMoving.com

WHY REAL PRODUCERS CHOOSE 123JUNK

JUNK REMOVAL MADE SIMPLE

OUR 1-2-3 PROCESS

We have a defined process for sorting and donating your items to a robust network of local municipalities and non-profit organizations. Our objective is to maximize what can be recycled and donated and minimize what ends up in the landfill. Our entire brand is built around this process!

LIGHTNING QUICK TURNAROUND

Our size allows us to turn around projects in hours or days, making you look like a hero to your client! Is your listing going to closing tomorrow? Don't worry - we've got you covered today!

HOME PROTECTION IS OUR PRIORITY

Our professional haulers will protect the doors, floors and banisters so that you don't have to worry about one project turning into multiple.

NO JOB IS TOO SMALL

Our volume based pricing means that you only pay for what we haul away.

WE'RE A REAL ESTATE FOCUSED BUSINESS

We understand how emotional and stressful a real estate transaction can be and we thrive in making our clients feel comfortable with letting their stuff go.

WE'RE A REFERRAL BUSINESS

Seventy percent of our business comes through referrals from previous clients and local business partners. We believe this is a testament to the quality of our services and our commitment to the client experience!

WE'RE LOCAL

We're a local, independently owned business servicing only the Washington DC Area.



If you would like to find out personalized coupons for you clients, please reach out to one of our team members:



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



(703) 400-7645 - WWW.123JUNK.COM



» cover story

In her early 20s, Kristin Francis, with Keller Williams Realty, was just getting her professional life off the ground. She supported herself financially by 17, and by 19, she had landed a steady job as a government marketing contractor.

One day, one of Kristin's coworkers delivered big news: she was buying a house. Kristin discovered that this woman was buying alongside her sister, and they had financial assistance from their parents. Kristin assessed her own background; she was born into a low-income family with humble beginnings — and no one to help fund the purchase of a home for her. “We had less than nothing at times, financially,” Kristin reflects.

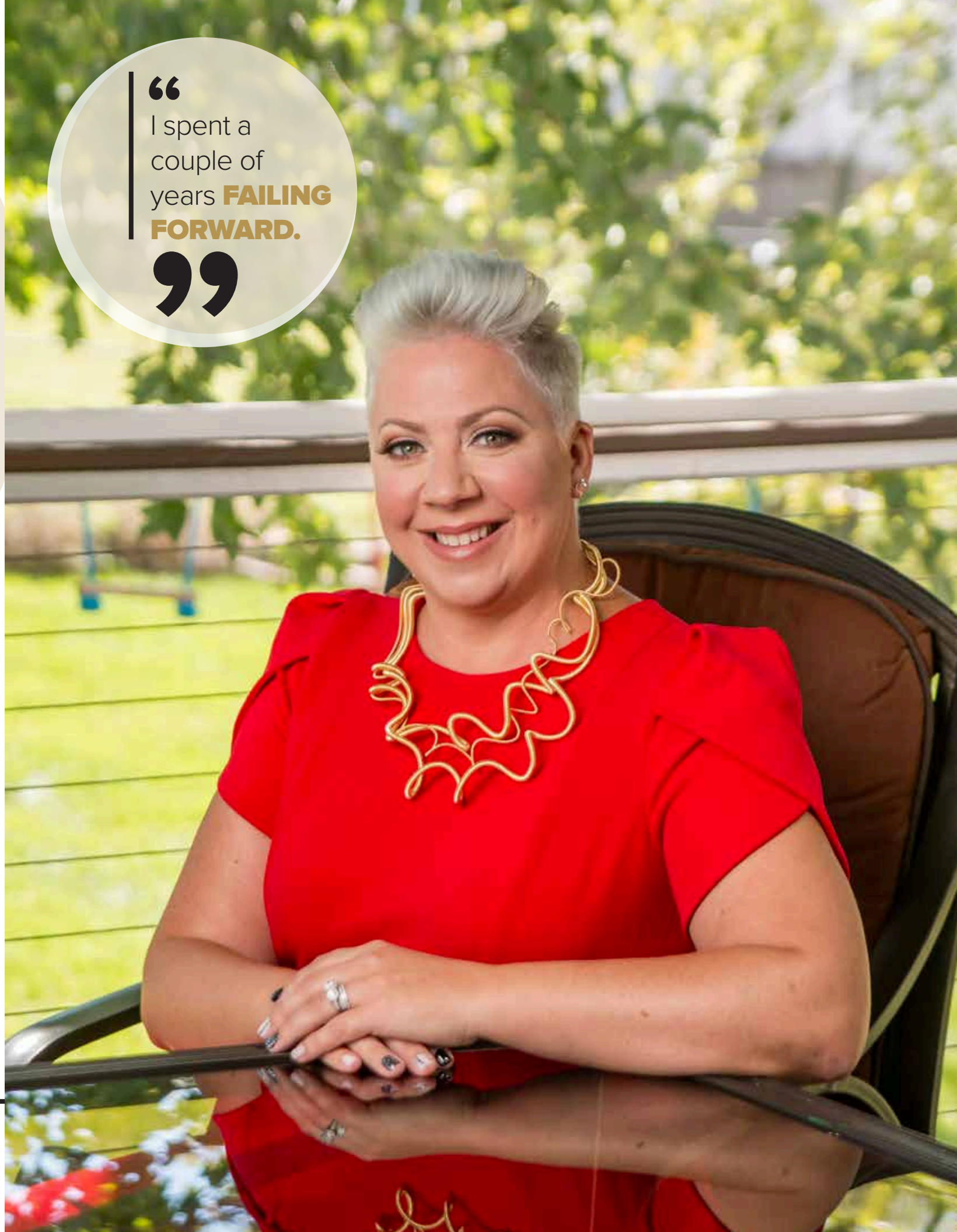
However, Kristin's insatiable curiosity was piqued by real estate. She began researching what was possible. “I thought, ‘If she can do it, so can I.’ And, lo and behold, I could.”

Up and Running

At 24, Kristin bought her first property — a one-bedroom, one-bathroom condo. She utilized a VHDA loan, which offered 100-percent financing. “So I only had to come up with a little bit of money, which I did. It still felt like an awful amount of money to me. But I scraped it together and clawed my way into my first condo,” Kristin remembers.

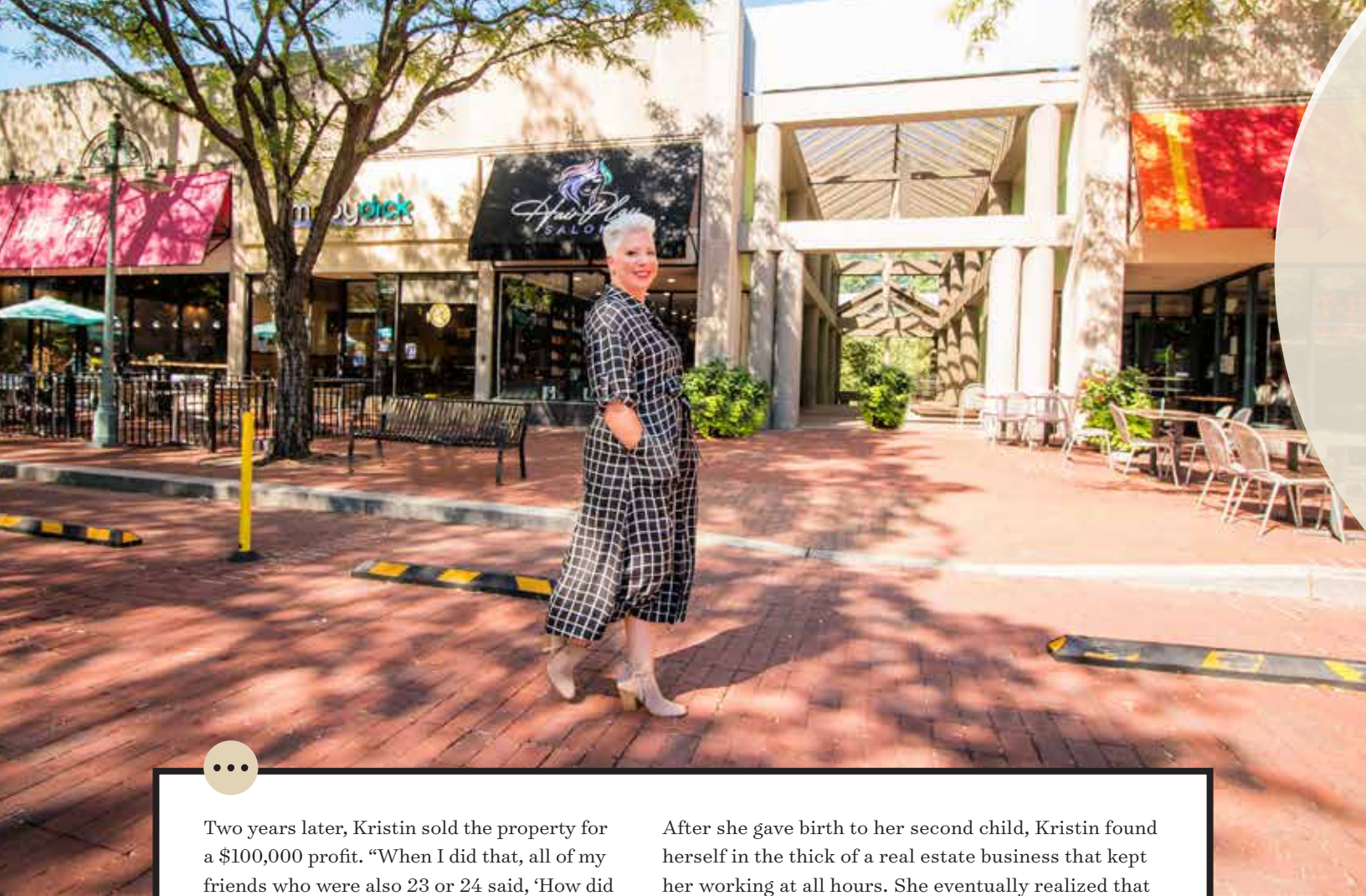


“
I spent a
couple of
years **FAILING
FORWARD.**
”



Kristin FRANCIS

Living Her **BEST** Life



Two years later, Kristin sold the property for a \$100,000 profit. “When I did that, all of my friends who were also 23 or 24 said, ‘How did you do that?’ So I taught them how to do it.”

After giving several friends free advice, Kristin had a small epiphany — she could get paid for her work as a real estate agent. “The whole trajectory of my life was changed.”

Over the next several years, Kristin made her way through a few other jobs. She landed at a subsidiary of PBS, which is where she “tripped into sales.” As she says, “I always avoided sales, but I naturally found myself there. I had a wonderful female mentor who taught me to be fierce and taught me strategy.”

Failing Forward

Once Kristin acknowledged she was skilled at sales, she got her real estate license. As an investor, she knew it would benefit her. “When I left corporate America at the end of 2012, my goal was to make \$50,000 a year, which was just lifestyle money. I had a baby and said I was going to stay home, make some money for vacations. What resulted was me failing at being a stay-at-home mom. I tried, and I failed,” Kristin laughs. “I accidentally succeeded in real estate. I built a little empire for myself and others.”

After she gave birth to her second child, Kristin found herself in the thick of a real estate business that kept her working at all hours. She eventually realized that it was unsustainable. Kristin responded by getting creative and starting a team without much foresight. “I spent a couple of years failing forward. There’s a big difference between being a great REALTOR® and a great leader. Once I finally figured it out, it took off,” Kristin remembers. “The awesome benefit to that is not only the ancillary businesses born from it but the opportunity created for others.”

In 2021, Kristin’s real estate team of 13 women is tracking to close over \$60 million. She also owns a construction management firm, has a portfolio of investment properties, and co-owns a staging company. One of her big goals is to open more ancillary businesses — offering the opportunity of business ownership to others.

Living Her Best Life

Over the past several years, Kristin has even more fully embraced the quirky sides of her being. She now has rainbow-colored hair — not exactly your typical “real estate agent look.”

“I’ve really come to embrace the extra I am the last few years. Shenanigans is my middle name,” Kristin beams. “I like fun and funny. I don’t take myself too seriously, and I take the business very seriously. We’re the same on the family front.”



“

I’ve really come to embrace the **EXTRA** I am the last few years.

SHENANIGANS

is my middle name.

”



Kristin Francis bought an ice cream truck she drives to hand out goodies in her neighborhood.



This past summer, for example, Kristin took her family of five on a two-and-a-half-month road trip around the country in an RV; she stopped at every major city to connect with a top agent. “I got to see the country and learn from the best of the best.”

As Kristin steps into the future, she hopes to continue embracing who she is, enjoying life, and running a thriving business. You might see her driving to her next appointment in her family SUV or perhaps the 2000 BMW Z3 she bought at 24 and still owns. Or even better yet, you may see her driving the ice cream truck she purchased just to give things away in her neighborhood.

“Because I grew up without much, it’s important for me to elevate people who didn’t start on equal footing. I’m committed to being the person who can create opportunities. That’s what I wake up for every day. And also, shenanigans. I love to make people laugh.”

Kristin Francis has a team of 13 agents, owns a construction management firm, and co-owns a staging company.



usbank.com/mortgage

Ready to build? We're ready to help find the best loan for you.



David Le
Mortgage Loan Officer
Lot / Construction-Perm Specialist
3251 Old Lee Hwy, Suite 206
Fairfax, VA 22030
office: 703.345.1536
cell: 703.424.5369
david.le1@usbank.com
NMLS # 1444207

We'll help you explore financing options that may fit your needs. Enjoy competitive rates, experienced support and step-by-step guidance that may make your dream of homeownership a reality.

Call today, and put my knowledge to work for you.

To learn more, visit my mortgage loan officer webpage.



Loan approval is subject to credit approval and program guidelines. Not all loan programs are available in all states for all loan amounts. Interest rates and program terms are subject to change without notice. Visit usbank.com to learn more about U.S. Bank products and services. Mortgage, home equity and credit products are offered by U.S. Bank National Association. Deposit products are offered by U.S. Bank National Association. Member FDIC ©2021 U.S. Bank 283401c



► special events

NOVA REAL PRODUCERS

1st Magazine Party

October 20, 2021

Photos by Aaron Lebo



Our 1st magazine celebration party was a blast! It was an honor celebrating you all. Thank you to our sponsor **Wade Vander Molen, of Stewart Title & Escrow**, who hosted this event at Chantilly Country Club. We had an amazing time connecting with the best of the best, and enjoying fantastic food. Our photographers took amazing photos at the event, which you can also find on our new Facebook page (<https://www.facebook.com/kristinbrindleyrealproducers>). Be sure to join our new private page and tag yourself and friends in pictures!

Once again, we could not do what we do without the support from our amazing partners. So thank you! Thank you again for being part of our *NOVA Real Producers* community. We appreciate you and can't wait to see you again at our next event!

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

stewart title
Real partners. Real possibilities.™

NOVA
REAL PRODUCERS

KRISTIN BRINDLEY
ENTREPRENEUR, CONNECTOR, PUBLISHER

AARON LEBO
photography

Certified Inspection Experts

D

onofrio & Associates, LLC



\$100 OFF ON

HOME INSPECTIONS

NO ADDITIONAL DISCOUNTS APPLY

MUST MENTION "NOVARP100" WHEN SCHEDULING

EXPIRES: 12/31/2021

703-771-8374

schedule@donofrioinspections.com

www.donofrioinspections.com

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





Everything you need
to show off space.

John Schwartz

(202) 215-9962

schwartz@hdbros.com



▶ social media

LIKE & FOLLOW
US ON
FACEBOOK





FACEBOOK.COM/KRISTINBRINDLEYREALPRODUCERS.COM

TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to October 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	229.5	\$149,702,352	509.5	\$341,819,552	739	\$491,521,920
2	Sarah A. Reynolds	Keller Williams Chantilly Ventures, LLC	559	\$310,166,688	217.5	\$117,463,672	776.5	\$427,630,336
3	Jennifer D Young	Keller Williams Chantilly Ventures, LLC	257	\$145,640,144	142.5	\$80,394,640	399.5	\$226,034,768
4	Debbie J Dogrul	Long & Foster Real Estate, Inc.	160	\$110,670,352	98.5	\$63,984,944	258.5	\$174,655,296
5	Akshay Bhatnagar	Virginia Select Homes, LLC.	56	\$40,604,556	135	\$97,442,488	191	\$138,047,040
6	Phyllis G Patterson	TTR Sotheby's International Realty	77.5	\$81,140,512	50	\$54,607,332	127.5	\$135,747,840
7	Jennifer L Walker	McEneaney Associates, Inc.	71.5	\$59,569,948	64.5	\$54,987,200	136	\$114,557,152
8	Sue S Goodhart	Compass	58	\$56,345,012	50	\$51,554,512	108	\$107,899,520
9	Jason Cheperdak	Samson Properties	56.5	\$36,421,568	103	\$66,724,892	159.5	\$103,146,464
10	Daan De Raedt	Property Collective	70	\$47,942,800	66	\$46,041,722	136	\$93,984,522
11	Casey C Samson	Samson Properties	71	\$71,625,240	19	\$20,608,058	90	\$92,233,296
12	Jean K Garrell	Keller Williams Realty	66	\$56,271,748	51	\$33,880,712	117	\$90,152,464
13	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	43	\$59,645,520	24.5	\$28,803,900	67.5	\$88,449,424
14	Cynthia Schneider	Long & Foster Real Estate, Inc.	86	\$50,547,500	40.5	\$28,081,864	126.5	\$78,629,360
15	Khalil Alexander El-Ghoul	Glass House Real Estate	38	\$30,928,692	48	\$46,432,296	86	\$77,360,984
16	Bic N DeCaro	EXP Realty, LLC	25	\$19,946,960	77.5	\$53,884,260	102.5	\$73,831,224
17	James W Nellis II	Keller Williams Fairfax Gateway	73	\$43,059,300	54	\$29,920,856	127	\$72,980,160
18	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	125	\$71,726,656	2	\$886,350	127	\$72,613,008
19	Christopher J White	Long & Foster Real Estate, Inc.	63	\$50,764,208	26	\$20,372,950	89	\$71,137,160
20	Michael I Putnam	RE/MAX Executives	52	\$28,699,550	71.5	\$41,256,980	123.5	\$69,956,536
21	Heather C Corey	TTR Sotheby's International Realty	17	\$65,401,500	3.5	\$4,212,000	20.5	\$69,613,504
22	Raymond A Gernhart	RE/MAX Executives	41.5	\$30,977,962	54.5	\$38,259,036	96	\$69,237,000
23	Patricia E Stack	Weichert, REALTORS	47.5	\$51,963,164	14	\$14,650,375	61.5	\$66,613,540
24	Kimberly A Spear	Keller Williams Realty	54	\$30,801,056	48	\$35,700,992	102	\$66,502,048
25	Bruce A Tyburski	RE/MAX Executives	46	\$34,909,372	40.5	\$30,657,880	86.5	\$65,567,252
26	Barbara G Beckwith	McEneaney Associates, Inc.	24.5	\$46,006,792	12	\$19,115,600	36.5	\$65,122,392
27	Nikki Lagouros	Property Collective	39.5	\$21,963,200	79	\$42,258,232	118.5	\$64,221,432
28	Steven C Wydler	Compass	29.5	\$43,204,500	13	\$20,521,600	42.5	\$63,726,100
29	Kay Houghton	KW Metro Center	61	\$29,760,100	52	\$32,478,400	113	\$62,238,500
30	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	29	\$16,431,400	78	\$45,546,504	107	\$61,977,904
31	Piper Gioia Yerks	Washington Fine Properties, LLC	10.5	\$30,700,296	9	\$30,530,000	19.5	\$61,230,296
32	Laura C Mensing	Long & Foster Real Estate, Inc.	25.5	\$31,716,520	24	\$27,987,750	49.5	\$59,704,272
33	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	34.5	\$33,529,750	28	\$25,621,876	62.5	\$59,151,624
34	Lenwood A Johnson	Keller Williams Realty	76	\$39,960,116	37.5	\$18,835,000	113.5	\$58,795,116
35	Tom Francis	Keller Williams Realty	27	\$47,543,248	11	\$9,637,500	38	\$57,180,752
36	Erin K Jones	KW Metro Center	48	\$24,964,228	53.5	\$29,962,200	101.5	\$54,926,428
37	Irina Babb	RE/MAX Allegiance	60	\$42,286,088	13	\$11,165,520	73	\$53,451,608

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
38	Paul Thistle	Take 2 Real Estate LLC	57	\$34,226,000	29	\$18,362,150	86	\$52,588,152
39	Victoria(Tori) McKinney	KW Metro Center	32	\$27,660,292	29	\$23,745,652	61	\$51,405,944
40	Kendell A Walker	Redfin Corporation	35	\$19,281,428	49.5	\$31,715,558	84.5	\$50,996,984
41	Mercy F Lugo-Struthers	Casals, Realtors	12.5	\$6,204,030	107.5	\$44,449,548	120	\$50,653,580
42	Timothy D Pierson	KW United	22.5	\$18,535,776	39	\$31,850,200	61.5	\$50,385,976
43	Dinh D Pham	Fairfax Realty Select	22	\$12,558,700	71.5	\$37,416,900	93.5	\$49,975,600
44	Megan Buckley Fass	EXP Realty, LLC	21	\$24,522,068	23	\$25,128,550	44	\$49,650,620
45	Viktorija Piano	Keller Williams Realty	27	\$27,935,150	19.5	\$21,125,384	46.5	\$49,060,536
46	Jennifer H Thornett	Washington Fine Properties, LLC	13	\$31,498,504	11	\$17,479,700	24	\$48,978,204
47	Nathan Daniel Johnson	Keller Williams Capital Properties	56	\$27,460,048	41	\$21,173,610	97	\$48,633,656
48	Kristina S Walker	KW United	32	\$21,472,500	37.5	\$26,877,616	69.5	\$48,350,116
49	Debbie P Kent	Cottage Street Realty LLC	74	\$46,216,072	2	\$1,828,001	76	\$48,044,072
50	Anthony H Lam	Redfin Corporation	21	\$15,579,850	41	\$32,030,780	62	\$47,610,632
51	Marianne K Prendergast	Washington Fine Properties, LLC	16.5	\$26,535,528	11.5	\$20,975,650	28	\$47,511,176
52	Gitte Long	Redfin Corporation	66	\$36,084,508	14	\$10,826,000	80	\$46,910,508
53	Josh Dukes	KW Metro Center	34.5	\$19,431,144	51.5	\$26,894,324	86	\$46,325,468
54	Betsy A Twigg	McEneaney Associates, Inc.	33	\$35,070,036	10	\$11,225,500	43	\$46,295,536
55	Ryan Rice	Keller Williams Capital Properties	40	\$26,255,880	30.5	\$19,871,030	70.5	\$46,126,912
56	Diane V Lewis	Washington Fine Properties, LLC	19	\$26,746,300	11.5	\$19,270,250	30.5	\$46,016,552
57	Damon A Nicholas	Coldwell Banker Realty	37	\$25,618,032	33	\$20,397,692	70	\$46,015,724
58	Irene M deLeon	Redfin Corporation	72	\$41,242,700	7	\$4,676,651	79	\$45,919,352
59	Margaret J Czapiewski	Keller Williams Realty	58	\$31,007,052	27	\$14,797,550	85	\$45,804,600
60	Venugopal Ravva	Maram Realty, LLC	11	\$6,451,050	64	\$39,145,524	75	\$45,596,576
61	Sherif Abdalla	Compass	20.5	\$27,657,350	8	\$17,713,250	28.5	\$45,370,600
62	Lilian Jorgenson	Long & Foster Real Estate, Inc.	26.5	\$39,819,000	6	\$5,374,999	32.5	\$45,194,000
63	Eve M Weber	Long & Foster Real Estate, Inc.	40	\$34,459,000	15	\$9,755,600	55	\$44,214,600
64	Lisa Dubois-Headley	RE/MAX West End	38	\$29,799,536	15.5	\$14,395,885	53.5	\$44,195,420
65	Joan M Reimann	McEneaney Associates, Inc.	24.5	\$26,729,514	18.5	\$16,892,000	43	\$43,621,512
66	Rheema H Ziadeh	Redfin Corporation	62	\$37,571,960	8	\$5,786,000	70	\$43,357,960
67	Jillian Keck Hogan	McEneaney Associates, Inc.	23.5	\$19,174,950	27.5	\$23,931,208	51	\$43,106,160
68	Michelle A Sagatov	Washington Fine Properties	12	\$16,035,000	19	\$27,019,620	31	\$43,054,620
69	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	12.5	\$23,493,000	11.5	\$19,162,500	24	\$42,655,500
70	William B Prendergast	Washington Fine Properties, LLC	16.5	\$22,100,528	12.5	\$20,367,650	29	\$42,468,176
71	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	21.5	\$38,214,400	2	\$3,970,000	23.5	\$42,184,400

Disclaimer: Information based on MLS closed data as of November 5, 2021, for residential sales from January 1, 2021, to October 31, 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 October 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Joan Stansfield	Keller Williams Realty	29	\$23,144,800	22	\$18,598,806	51	\$41,743,608
73	Danielle C Carter	Redfin Corporation	81	\$38,507,048	6	\$3,168,000	87	\$41,675,048
74	Kristen K Jones	McEneaney Associates, Inc.	17	\$21,528,500	12	\$19,703,780	29	\$41,232,280
75	Jill Judge	Samson Properties	17.5	\$13,779,700	43	\$26,067,500	60.5	\$39,847,200
76	Robert T Ferguson Jr.	RE/MAX Allegiance	29	\$22,949,700	23	\$16,769,000	52	\$39,718,700
77	Paramjit K Bhamrah	Redfin Corporation	59	\$37,663,560	3	\$1,930,000	62	\$39,593,560
78	Angela Allison	Houwzer, LLC	48	\$38,865,360	1	\$575,000	49	\$39,440,360
79	William F Hoffman	Keller Williams Realty	17.5	\$26,639,150	12	\$12,588,900	29.5	\$39,228,048
80	Abuzar Waleed	RE/MAX Executives LLC	33	\$16,799,672	47.5	\$22,366,400	80.5	\$39,166,072
81	Matias Leiva	Keller Williams Chantilly Ventures, LLC	48	\$34,833,248	4	\$4,257,500	52	\$39,090,752
82	Martin K Alloy	SM Brokerage, LLC	47	\$25,698,786	24.5	\$13,357,008	71.5	\$39,055,792
83	Lauren A Bishop	McEneaney Associates, Inc.	13	\$18,137,500	12	\$20,767,500	25	\$38,905,000
84	Sridhar Vemuru	Agragami, LLC	12	\$6,545,900	42	\$31,657,760	54	\$38,203,660
85	Jack D Work	RE/MAX Allegiance	27	\$19,262,080	27	\$18,742,396	54	\$38,004,476
86	David L Smith	Coldwell Banker Realty	7	\$3,843,000	43	\$34,104,472	50	\$37,947,472
87	Keith K Howard	Keller Williams Realty	28	\$25,910,800	13	\$12,011,400	41	\$37,922,200
88	Kristin M Francis	KW Metro Center	31	\$21,228,650	24.5	\$16,674,275	55.5	\$37,902,924
89	Eli Tucker	RLAH Real Estate	24	\$20,951,650	15	\$16,739,523	39	\$37,691,172
90	Laurny E Eadie	Keller Williams Realty	26.5	\$16,435,799	30	\$21,072,816	56.5	\$37,508,616
91	Dilyara Daminova	Samson Properties	14	\$5,681,900	68	\$31,806,000	82	\$37,487,900
92	Elizabeth Kline	RE/MAX 100	36.5	\$24,008,684	21.5	\$13,226,705	58	\$37,235,388
93	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	15	\$24,087,124	9	\$12,966,770	24	\$37,053,896
94	Laura R Schwartz	McEneaney Associates, Inc.	21	\$15,933,333	22	\$21,071,620	43	\$37,004,952
95	George S Koutsoukos	Compass	14	\$21,138,960	9	\$15,745,661	23	\$36,884,620
96	Karen E Close	Century 21 New Millennium	18.5	\$21,140,000	11	\$15,731,449	29.5	\$36,871,448
97	Scott C Shawkey	Keller Williams Realty	16	\$30,108,750	5	\$6,541,000	21	\$36,649,752
98	Jeremy G Browne	TTR Sotheby's International Realty	24	\$17,443,200	17.5	\$19,182,290	41.5	\$36,625,488
99	Sarah Harrington	Long & Foster Real Estate, Inc.	26	\$22,501,360	18	\$14,019,900	44	\$36,521,260
100	Lizzie A Helmig	KW United	21	\$9,137,650	53	\$27,342,988	74	\$36,480,636
101	Roy Kohn	Redfin Corporation	56	\$33,947,028	3	\$2,508,075	59	\$36,455,104
102	Ashraf Morsi	Keller Williams Realty	23	\$18,841,256	22	\$17,399,926	45	\$36,241,184
103	Elizabeth W Conroy	Keller Williams Realty	17.5	\$21,708,250	9	\$14,387,288	26.5	\$36,095,536
104	Scott A MacDonald	RE/MAX Gateway, LLC	44.5	\$30,308,314	7	\$5,697,500	51.5	\$36,005,814
105	Benjamin D Heisler	Pearson Smith Realty, LLC	36	\$23,042,076	17	\$12,905,493	53	\$35,947,568

Disclaimer: Information based on MLS closed data as of November 5, 2021, for residential sales from January 1, 2021, to October 31, 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

Happy Holidays from



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

TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to October 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Yony Kifle	KW Metro Center	13	\$5,344,159	67	\$30,503,876	80	\$35,848,032
107	Sri H Meka	Franklin Realty LLC	22	\$15,080,700	27	\$20,746,420	49	\$35,827,120
108	Blake Davenport	RLAH Real Estate	3	\$1,708,000	52	\$33,981,824	55	\$35,689,824
109	Lisa T Smith	Pearson Smith Realty, LLC	38	\$28,531,500	9	\$7,043,740	47	\$35,575,240
110	Patricia Ammann	Redfin Corporation	13.5	\$7,409,400	34	\$28,097,920	47.5	\$35,507,320
111	Cathy V POUNGMALAI	Frankly Real Estate Inc.	41	\$26,718,276	10	\$8,658,000	51	\$35,376,276
112	Wes W Stearns	M. O. Wilson Properties	37	\$22,727,332	21	\$12,301,400	58	\$35,028,732
113	Shaun Murphy	Compass	16	\$9,566,025	29	\$25,278,216	45	\$34,844,240
114	Elizabeth L Kovalak	Keller Williams Realty	24	\$18,094,150	22	\$16,737,731	46	\$34,831,880
115	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	8	\$4,547,800	43	\$30,166,226	51	\$34,714,026
116	Karen A Briscoe	Keller Williams Realty	20.5	\$23,975,000	12.5	\$10,607,500	33	\$34,582,500
117	Sreedhar Maram	Maram Realty, LLC	12.5	\$9,417,502	37	\$24,604,050	49.5	\$34,021,552
118	Janet A Callander	Weichert, REALTORS	19	\$18,382,678	19	\$15,497,181	38	\$33,879,860
119	Katharine R Christofides	Century 21 New Millennium	12	\$9,316,400	38	\$24,555,536	50	\$33,871,936
120	Deyi S Awadallah	D.S.A. Properties & Investments LLC	57	\$32,051,760	2	\$1,622,000	59	\$33,673,760
121	Brian D MacMahon	Sheridan-Mac Mahon Ltd.	16	\$9,064,400	40	\$24,484,852	56	\$33,549,252
122	Branden L Woodbury	Redfin Corporation	61	\$28,522,076	9	\$4,729,900	70	\$33,251,976
123	Steven J Watson	Pearson Smith Realty, LLC	15	\$30,425,090	3	\$2,787,000	18	\$33,212,090

Disclaimer: Information based on MLS closed data as of November 5, 2021, for residential sales from January 1, 2021, to October 31, 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
124	Christina M O'Donnell	RE/MAX West End	16.5	\$15,981,628	18.5	\$17,194,030	35	\$33,175,658
125	Aarti Sood	Redfin Corporation	7	\$4,245,000	43	\$28,929,744	50	\$33,174,744
126	Rajesh Cheruku	Ikon Realty - Ashburn	13	\$8,009,500	38	\$25,141,012	51	\$33,150,512
127	Lisa E Thompson	Hunt Country Sotheby's International Realty	17	\$26,129,930	5	\$6,674,630	22	\$32,804,560
128	Phillip B Brown	Property Collective	21.5	\$12,303,135	37.5	\$20,501,250	59	\$32,804,384
129	Thomas R Moffett Jr.	Redfin Corporation	42	\$25,000,450	13	\$7,708,600	55	\$32,709,050
130	Micah A Corder	Washington Fine Properties, LLC	11	\$23,529,504	6.5	\$9,137,250	17.5	\$32,666,756
131	Michael McConnell	Redfin Corporation	31	\$15,974,700	27	\$16,419,576	58	\$32,394,276
132	Carolyn A Young	RE/MAX Premier	29.5	\$20,252,070	21	\$12,052,585	50.5	\$32,304,656
133	Ana Lucia Ron	ANR Realty, LLC	104	\$32,233,704	0	\$0	104	\$32,233,704
134	Jin Chen	Pearson Smith Realty, LLC	29	\$19,587,000	20	\$12,645,373	49	\$32,232,372
135	Maria E Fernandez	Compass	12.5	\$8,421,000	30	\$23,779,900	42.5	\$32,200,900
136	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	10	\$13,591,500	14	\$18,475,000	24	\$32,066,500
137	Christopher Craddock	EXP Realty, LLC	45.5	\$17,983,756	26.5	\$14,040,586	72	\$32,024,340
138	Angel Arturo Cruz Jr.	Keller Williams Realty	13	\$7,226,000	36	\$24,764,283	49	\$31,990,283
139	Nikki Nabi	Samson Properties	18	\$12,738,800	17	\$19,079,972	35	\$31,818,772
140	David A Moya	KW Metro Center	17	\$13,914,050	17	\$17,758,000	34	\$31,672,050
141	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	26	\$12,597,350	36	\$19,013,752	62	\$31,611,100
142	Lorene Shafran	Yeonas & Shafran Real Estate, LLC	7.5	\$17,651,320	7	\$13,829,790	14.5	\$31,481,110
143	Lyssa B Seward	TTR Sotheby's International Realty	19.5	\$18,376,042	16	\$13,043,060	35.5	\$31,419,102
144	Deborah D Shapiro	TTR Sothebys International Realty	10	\$17,481,500	8.5	\$13,887,500	18.5	\$31,369,000
145	Heather E Heppe	RE/MAX Distinctive Real Estate, Inc.	32	\$24,567,860	8	\$6,702,532	40	\$31,270,392
146	Dean P Yeonas	Yeonas & Shafran Real Estate, LLC	8	\$17,036,730	9	\$13,940,000	17	\$30,976,730
147	Albert D Pasquali	Redfin Corporation	10	\$6,074,000	35	\$24,761,890	45	\$30,835,890
148	David Cabo	Keller Williams Realty	15	\$15,553,390	14	\$15,235,000	29	\$30,788,390
149	Jon B DeHart	Keller Williams Realty	21	\$15,245,500	23	\$15,427,400	44	\$30,672,900
150	Tanya R Johnson	Keller Williams Realty	30	\$20,247,000	17.5	\$10,347,790	47.5	\$30,594,790
151	James P Andors	Keller Williams Realty	13.5	\$13,634,998	18.5	\$16,908,200	32	\$30,543,198
152	Fouad Talout	Long & Foster Real Estate, Inc.	7.5	\$17,858,500	10	\$12,647,500	17.5	\$30,506,000
153	Katherine D Colville	Century 21 Redwood Realty	29	\$16,347,740	24.5	\$14,158,245	53.5	\$30,505,984
154	Andrew J Biggers	KW United	18.5	\$14,742,315	19.5	\$15,733,722	38	\$30,476,038
155	Laura M Sacher	Compass	13	\$10,811,100	25.5	\$19,652,200	38.5	\$30,463,300
156	Claudia V Cornejo	Fairfax Realty of Tysons	20	\$7,097,250	66.5	\$23,362,496	86.5	\$30,459,744
157	John Eric	Compass	12	\$15,808,200	6	\$14,496,430	18	\$30,304,630
158	Gregory A Wells	Keller Williams Realty	27	\$22,133,026	9	\$8,013,800	36	\$30,146,826
159	Andrea M Hayes	Living Realty, LLC.	30.5	\$15,417,262	20	\$14,440,560	50.5	\$29,857,822



Home for the Holidays

Help your clients get a new home this holiday season when you partner with Guaranteed Rate. Our digital mortgage experience and outstanding customer service can help you grow your business while helping your clients get into their dream house.

guaranteedRate

**Want the best for your clients?
Work with the best in the business.**



Josh Friedson
SVP of Mortgage Lending
(646) 752-1880
josh.friedson@rate.com
rate.com/joshfriedson

EQUAL HOUSING LENDER: Josh Friedson NMLS ID: 626892; VA - MLO 50526VA. Guaranteed Rate, Inc.; NMLS #2611; For licensing info visit nmlsconsumeraccess.org. 20211019-775100

TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to October 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
160	Robert W Caines	RE/MAX Distinctive Real Estate, Inc.	37	\$24,108,494	6.5	\$5,648,499	43.5	\$29,756,992
161	Linh T Aquino	Redfin Corporation	50.5	\$25,733,100	7	\$3,883,000	57.5	\$29,616,100
162	Mayura G Gupte	Realty2U Inc.	15	\$11,609,500	23	\$17,846,500	38	\$29,456,000
163	Candee Currie	Century 21 New Millennium	29	\$22,155,218	7	\$7,246,900	36	\$29,402,118
164	Ashley C Leigh	Linton Hall Realtors	47.5	\$28,529,876	2	\$680,000	49.5	\$29,209,876
165	Manuwa S Eligwe	KW Metro Center	16	\$7,477,000	43	\$21,706,424	59	\$29,183,424
166	Brittany Lambrechts Camacho	Century 21 Redwood Realty	20	\$12,141,470	25	\$16,939,742	45	\$29,081,212
167	Jacob Smith Hamilton	KW Metro Center	21	\$13,822,680	26	\$15,168,539	47	\$28,991,220
168	Abel Aquino	Redfin Corporation	50	\$27,321,800	4	\$1,664,999	54	\$28,986,798
169	Heeran Lee	NewStar 1st Realty, LLC	23	\$13,173,400	24	\$15,760,603	47	\$28,934,004
170	Anna Vidal	Keller Williams Realty	32.5	\$15,080,502	25	\$13,652,265	57.5	\$28,732,768
171	Natalie H McArtor	Long & Foster Real Estate, Inc.	31	\$20,638,052	16	\$8,072,546	47	\$28,710,596
172	Heidi F Robbins	William G. Buck & Assoc., Inc.	11.5	\$9,780,825	22	\$18,903,900	33.5	\$28,684,724
173	Peter Pejacsevich	Middleburg Real Estate	9	\$13,034,800	7.5	\$15,621,375	16.5	\$28,656,176
174	Roberto R Roncales	Keller Williams Realty	36.5	\$21,570,000	14	\$7,084,500	50.5	\$28,654,500
175	William S Gaskins	KW United	19	\$14,779,815	13	\$13,859,778	32	\$28,639,592
176	Jessica S Richardson	Compass	12	\$14,016,040	15	\$14,382,440	27	\$28,398,480
177	Sandra Shimono	Redfin Corporation	27	\$14,580,590	22	\$13,652,300	49	\$28,232,890
178	Tracy M Dillard	Compass	9	\$17,227,124	7	\$10,885,000	16	\$28,112,124
179	Sue G Smith	Compass	23.5	\$16,143,651	15	\$11,673,302	38.5	\$27,816,952
180	Viktar Kutsevich	Samson Properties	18	\$11,174,500	25	\$16,624,521	43	\$27,799,020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
181	Chul Kim	Samson Properties	13	\$8,827,100	23	\$18,930,142	36	\$27,757,242
182	Ellen F Patrick	Compass	16	\$14,945,150	14.5	\$12,768,611	30.5	\$27,713,760
183	Jonathan J Fox	Compass	18.5	\$14,140,500	17	\$13,544,518	35.5	\$27,685,018
184	Mona Banes	TTR Sothebys International Realty	7.5	\$7,504,500	20	\$20,119,480	27.5	\$27,623,980
185	Andrew Musser	KW United	17	\$14,624,000	16	\$12,898,607	33	\$27,522,608
186	Danilo D Bogdanovic	Redfin Corporation	39	\$21,705,900	8	\$5,762,500	47	\$27,468,400
187	Charlet H Shriner	RE/MAX Premier	23	\$13,096,961	22.5	\$14,359,909	45.5	\$27,456,870
188	Lex Lianos	Compass	18.5	\$11,401,107	18	\$15,916,352	36.5	\$27,317,460
189	Jay A D'Alessandro	Long & Foster Real Estate, Inc.	36	\$27,288,190	0	\$0	36	\$27,288,190
190	Jean T Beatty	McEearney Associates, Inc.	13	\$12,787,000	14	\$14,397,600	27	\$27,184,600
191	Nancy Sorensen-Willson	Long & Foster Real Estate, Inc.	15.5	\$13,798,750	16	\$13,364,090	31.5	\$27,162,840
192	Ahmad T Ayub	Redfin Corporation	9	\$5,130,100	38	\$21,896,600	47	\$27,026,700
193	Christine G Richardson	Weichert Company of Virginia	23	\$16,096,160	16.5	\$10,887,550	39.5	\$26,983,710
194	Cheryl H Wood	Redfin Corporation	9	\$7,706,000	24	\$19,256,150	33	\$26,962,150
195	Mark R Sirianni	Compass	11	\$19,214,070	6	\$7,690,000	17	\$26,904,070
196	Kyung H Soung	Realty One Group Capital Properties	16	\$13,079,750	19	\$13,801,840	35	\$26,881,590
197	Cheryl L Hanback	Redfin Corporation	5	\$4,272,500	30	\$22,585,788	35	\$26,858,288

Disclaimer: Information based on MLS closed data as of November 5, 2021, for residential sales from January 1, 2021, to October 31, 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



24-Hour
live customer support



Background-Checked
drug-tested moving professionals



Virtual
or in-home surveys




Top-Rated
mobile app



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

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 October 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
198	Kevin E LaRue	Century 21 Redwood Realty	23	\$17,386,840	11	\$9,435,046	34	\$26,821,886
199	Kamal Parakh	Customer Realty LLC	16	\$7,597,067	34	\$19,207,406	50	\$26,804,472
200	Jeddie R Busch	Compass	15	\$11,957,219	16.5	\$14,827,463	31.5	\$26,784,682
201	LeAnne C Anies	Property Collective	34.5	\$19,968,750	11	\$6,699,140	45.5	\$26,667,890
202	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	28	\$22,344,300	7	\$4,308,069	35	\$26,652,368
203	Benjamin J Grouby	Redfin Corporation	35	\$19,516,300	11	\$7,062,412	46	\$26,578,712
204	Beth C Anspach	Pearson Smith Realty, LLC	17.5	\$16,287,000	10	\$10,136,860	27.5	\$26,423,860
205	Ashton A Vessali	Compass	21	\$20,312,800	8	\$6,072,000	29	\$26,384,800
206	Ann P McClure	McEneaney Associates, Inc.	21	\$12,126,250	21	\$14,174,018	42	\$26,300,268
207	Michelle Walker	Redfin Corporation	19.5	\$10,125,000	25	\$15,884,699	44.5	\$26,009,700
208	Dina R Gorrell	Redfin Corporation	45	\$25,497,142	2	\$485,000	47	\$25,982,142
209	Janet Pearson	Pearson Smith Realty, LLC	29	\$25,945,464	0	\$0	29	\$25,945,464
210	Tracey K Barrett	Century 21 Redwood Realty	28	\$18,113,776	11	\$7,631,100	39	\$25,744,876
211	Mara D Gemond	Redfin Corporation	14.5	\$10,862,544	20	\$14,872,033	34.5	\$25,734,576
212	William R Davis	Century 21 New Millennium	15.5	\$14,875,490	6.5	\$10,858,000	22	\$25,733,490
213	Christopher L Kroll	Samson Properties	32	\$24,691,400	1	\$940,000	33	\$25,631,400
214	Kelly K. Ettrich	Century 21 Redwood Realty	16	\$10,166,500	20	\$15,443,990	36	\$25,610,490
215	Michael C Rush	Long & Foster Real Estate, Inc.	18	\$12,861,300	17	\$12,675,676	35	\$25,536,976
216	Joy L Deevy	Compass	19	\$13,680,875	16.5	\$11,826,100	35.5	\$25,506,976
217	Patricia F Brown	Century 21 New Millennium	37	\$21,590,060	7	\$3,890,900	44	\$25,480,960

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
218	Leah Knight	Long & Foster Real Estate, Inc.	13.5	\$7,895,875	27	\$17,569,840	40.5	\$25,465,716
219	Tony O Yeh	United Realty, Inc.	16.5	\$8,507,099	24	\$16,908,000	40.5	\$25,415,100
220	Ram Kumar Mishra	Spring Hill Real Estate, LLC.	8	\$2,922,900	51	\$22,471,604	59	\$25,394,504
221	Brian P Whritenour	Living Realty, LLC.	18	\$10,251,861	23	\$15,103,335	41	\$25,355,196
222	Howard J Swede	Keller Williams Realty/Lee Beaver & Assoc.	32	\$16,839,650	12.5	\$8,477,690	44.5	\$25,317,340
223	Diane P Schline	Century 21 Redwood Realty	15	\$13,850,956	10	\$11,463,700	25	\$25,314,656
224	Raya Fridental	Redfin Corporation	34.5	\$19,935,400	7	\$5,312,254	41.5	\$25,247,654
225	Pamela A Yerks	Washington Fine Properties, LLC	8.5	\$25,245,296	0	\$0	8.5	\$25,245,296
226	To-Tam Le	Redfin Corporation	10	\$6,592,270	27	\$18,626,242	37	\$25,218,512
227	Robert J Chevez II	Keller Williams Realty	38	\$25,189,800	0	\$0	38	\$25,189,800
228	Murugesan Vijayanand	Coldwell Banker Realty	5	\$3,372,500	31	\$21,765,980	36	\$25,138,480
229	Alexander J Bracke	Pearson Smith Realty, LLC	23.5	\$13,537,158	19	\$11,596,000	42.5	\$25,133,158
230	Dustin M Fox	Pearson Smith Realty, LLC	21	\$13,530,250	17	\$11,371,750	38	\$24,902,000
231	Jamie Petrik	Long & Foster Real Estate, Inc.	33	\$24,819,470	0	\$0	33	\$24,819,470
232	Danielle Wateridge	Berkshire Hathaway HomeServices PenFed Realty	18	\$11,800,900	17	\$12,907,900	35	\$24,708,800
233	Keith A Lombardi	Redfin Corporation	13	\$7,520,300	30	\$17,164,800	43	\$24,685,100
234	Jennifer Mack	Pearson Smith Realty, LLC	15	\$9,239,252	18.5	\$15,443,225	33.5	\$24,682,476

Disclaimer: Information based on MLS closed data as of November 5, 2021, for residential sales from January 1, 2021, to October 31, 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.

MERRY CHRISTMAS & HAPPY NEW YEAR!

How can The Bell Team help you with your home financing goals in 2022?



McLean Mortgage Corporation | NMLS ID#: 99665 (nmlsconsumeraccess.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.



MELISSA BELL
Vice President, Branch Manager
NMLS ID# 450558
M: 817-807-1616
MBell@McLeanMortgage.com
www.MelissaBellMortgage.com



High Achievement Meets High Definition

Best Side Story Media specializes in concise, creative videos.

We optimize your content for social media algorithms and the modern attention span. Videos today live and die on run-time alone. Sharp, focused 30-90 second videos give you the edge to rise above the competition.

Wow your old clients, win some new ones.

Arturo

Arturo Ferreira, Creative Director • (305) 409-8118
ABESTSIDESTORY.COM • ARTURO@ABESTSIDESTORY.COM



TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to October 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
235	Katie E Wethman	Keller Williams Realty	14.5	\$8,233,264	22	\$16,437,480	36.5	\$24,670,744
236	Matthew R Elliott	Keller Williams Realty	26.5	\$15,252,888	15	\$9,417,499	41.5	\$24,670,388
237	Diana Morahan	Long & Foster Real Estate, Inc.	15.5	\$15,972,500	5.5	\$8,633,215	21	\$24,605,716
238	Megan E Duke	Keller Williams Realty	14	\$11,979,999	13.5	\$12,617,500	27.5	\$24,597,500
239	Patricia Fales	RE/MAX Allegiance	20.5	\$21,330,250	3	\$3,211,923	23.5	\$24,542,172
240	Victoria R Ro	Pearson Smith Realty, LLC	13	\$10,259,958	18	\$14,251,711	31	\$24,511,668
241	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	24	\$18,474,670	8	\$5,970,486	32	\$24,445,156
242	Brad C Kintz	Long & Foster Real Estate, Inc.	42	\$19,278,406	9	\$4,958,550	51	\$24,236,956
243	Geva G Lester	Keller Williams Realty	10	\$11,066,655	13	\$13,079,000	23	\$24,145,656
244	John R. Lytle	Pearson Smith Realty, LLC	9.5	\$4,603,500	38	\$19,518,310	47.5	\$24,121,810
245	Tolga M Alper	Keller Williams Realty	26	\$14,768,295	16	\$9,325,900	42	\$24,094,196
246	Paula Heard	KW Metro Center	9	\$3,175,000	44	\$20,875,464	53	\$24,050,464
247	Ruijing F Hurwitz	Keller Williams Realty	9	\$6,143,100	25	\$17,898,100	34	\$24,041,200
248	Gail Romansky	Pearson Smith Realty, LLC	20	\$17,092,622	8	\$6,922,122	28	\$24,014,744
249	Conor Sullivan	KW Metro Center	16.5	\$15,403,250	8	\$8,598,200	24.5	\$24,001,450
250	Scott J Buzzelli	Middleburg Real Estate	10	\$13,767,300	6	\$10,180,186	16	\$23,947,486

Disclaimer: Information based on MLS closed data as of November 5, 2021, for residential sales from January 1, 2021, to October 31, 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.

TOWN & COUNTRY MOVERS, INC.

Experienced, Reliable, Trusted | The DMV's top mover for over 40 years.

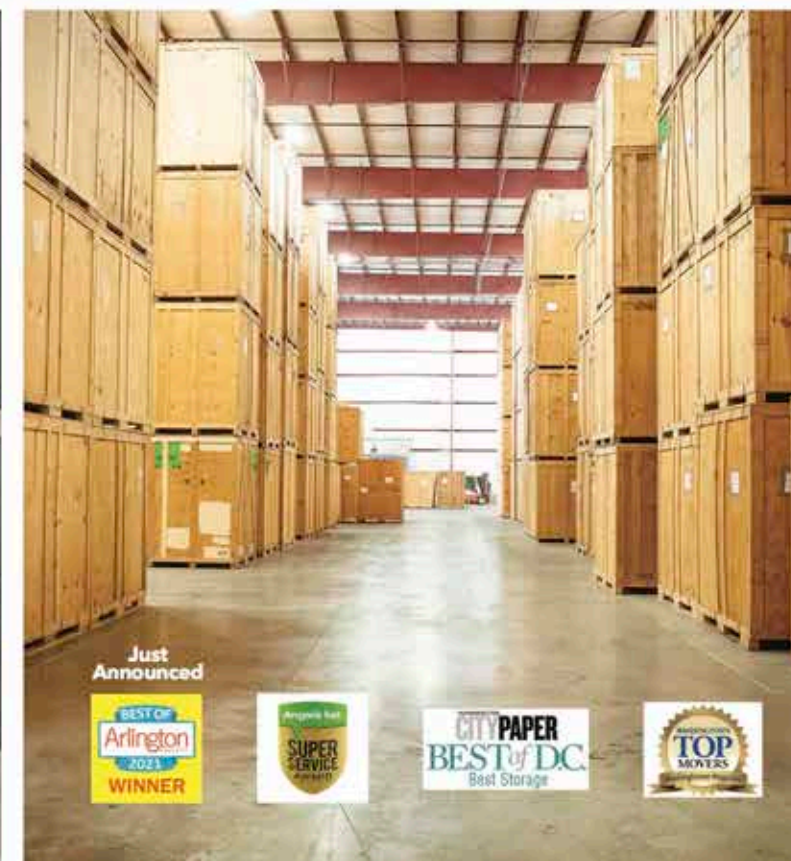
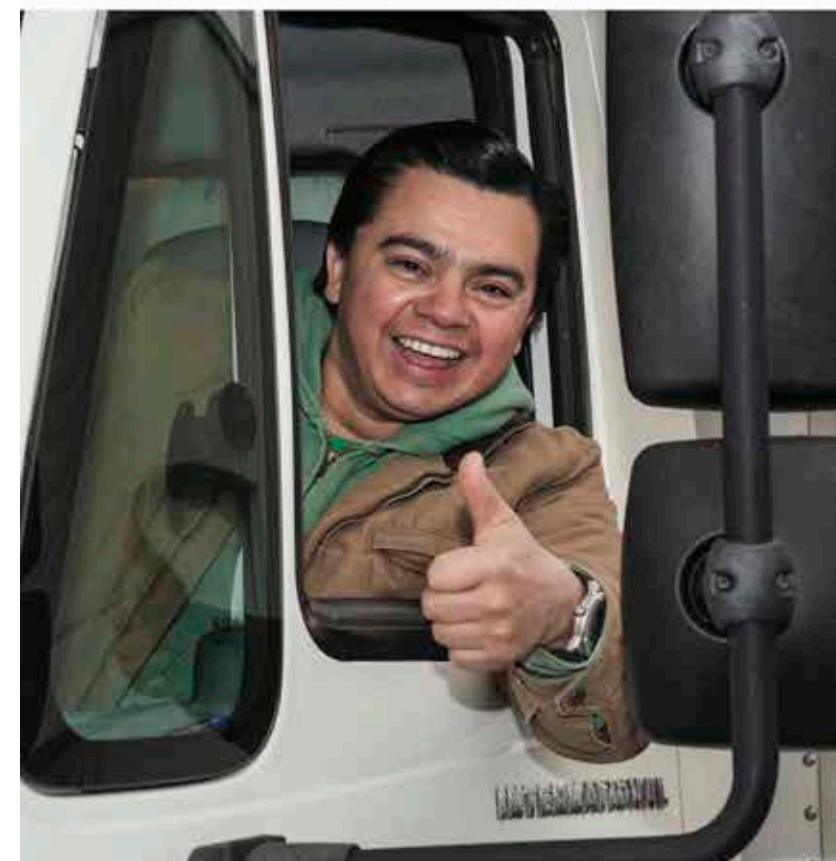
Happy Holidays from our family to yours!



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

Happy Holidays from your Movement Mortgage team!
Begin your relationship with Movement.
Contact Chris TODAY!
CHRIS SHEAD Loan Officer, Movement Mortgage, NMLS # 1276733
(703) 498-8235 • Chris.Shead@movement.com • ChrisShead.com
3701 Pender Drive Ste. 115, Fairfax, VA 22030

DC-MLO1276733, MD-28606, VA-MLO-22764VA | Movement Mortgage, LLC supports Equal Housing Opportunity. NMLS ID# 39179 (www.nmlsconsumeraccess.org) | 877-314-1499. Movement Mortgage, LLC is licensed by D.C. # ML839179, MD # 19094, VA # MC-5112. Interest rates and products are subject to change without notice and may or may not be available at the time of loan commitment or lock-in. Borrowers must qualify at closing for all benefits. "Movement Mortgage" is a registered trademark of the Movement Mortgage, LLC, a Delaware limited liability company. 8024 Calvin Hall Rd, Indian Land, SC 29707.



Just Announced



PRINT ME MORE!

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

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

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?

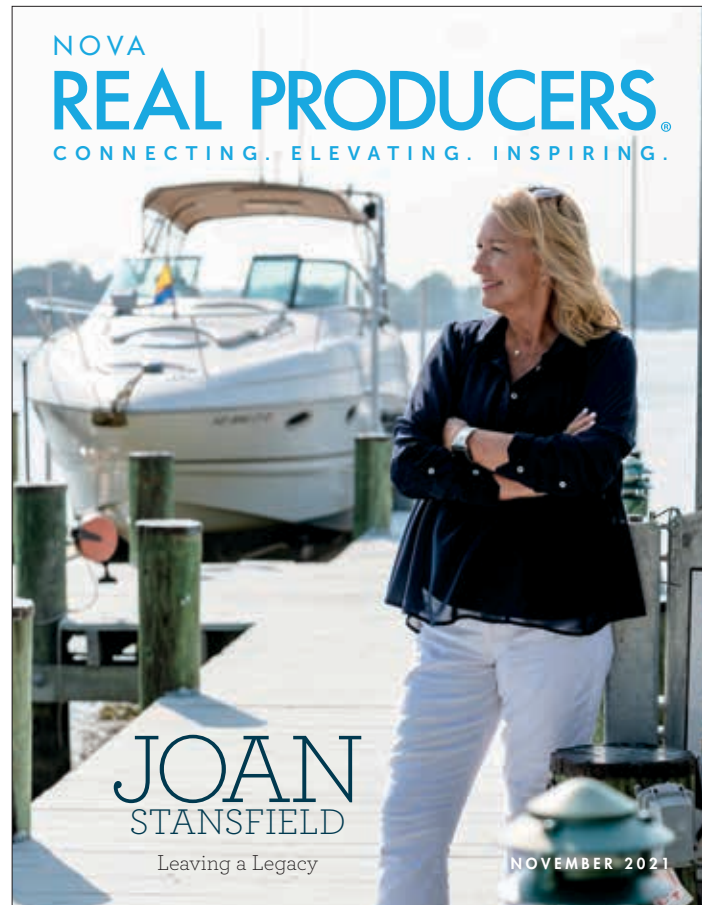
No worries! We can make any changes needed. We send you a proof, you approve, and then they are sent to you via FedEx.

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.



Our #1 Selling Product



INTERACTIVE FLOOR PLAN TOUR



TruPlace
Premium Property Visuals

Schedule a demo and get an exclusive discount by contacting Rebecca at: 240-449-3942




Free Quotes!

The logo features a white silhouette of a house roof with a chimney on the right side. Below the roofline, the word 'DRYHOME' is written in a large, bold, white, sans-serif font. Underneath that, 'Roofing & Siding, Inc.' is written in a smaller, bold, white, sans-serif font.

DRYHOME

Roofing & Siding, Inc.

**WHEN IT COMES TO THE EXTERIORS,
TRUST THE EXPERTS!**

A close-up photograph of a dark grey asphalt shingle roof, showing the texture and the way the shingles are laid out.

Roofing

A photograph of a white gutter system installed on a light-colored siding. The gutter is shown from a low angle, looking up at the roofline.

Siding & Gutters

A photograph of three white-framed windows with green shutters. The windows are set into a light-colored siding. There are some green plants in front of the windows.

Windows

703-230-ROOF (7663) www.DryHome.com

45921 Maries Rd, Suite 100 • Sterling, VA 20166  **@DryHome**

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

