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TABLE OF CONTENTS



06

Index of Preferred Partners



10

Publisher's Note: Happy Valentine's Day!



12

We Ask... You Tell! What's the most romantic thing they ever did for you?



16

Words by Wade: How to Make Problem Clients Great Referral Sources



20

Partner Spotlight: Town & Country Movers, Inc.



28

Marketing Matters: Strategies for Reaching Your Target Audience



32

Special Feature: 40 Under 40



58

Legal Hotline: Limiting Sellers' Liability on Pest Damage



61

Top 250 Standings



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happy Valentine's Day!

▶▶ publisher's note

Hello, "movers and shakers" of the NOVA real estate community!

This issue has many bright stars highlighted within! This *40 Under 40* edition has great stories of grit and determination by real estate rockstars who are under 40 years of age in our community. There are so many ways to succeed uncovered in this edition. We are honored to feature this group of high achievers, nominated by this community!

I'd like to take this opportunity to thank the people that make all of this possible.

To all our sponsor partners who supported and funded this platform (and our events), thank you! Without you, this platform wouldn't exist.

To anybody reading this — thank you! Without you taking the time from your busy schedule to check out our publication, none of this would be possible!

And last, but definitely not least, a giant thank you to the entire team at N2 Publishing and the *NOVA Real Producers* staff!

Looking forward to taking things up a notch in 2021!

With appreciation,

Kristin Brindley

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—Christine W., Buyer's Agent

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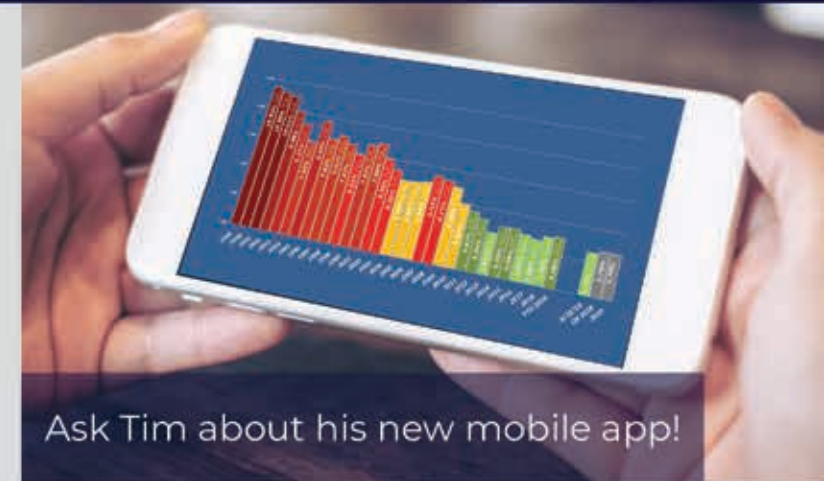
—Meredith G., Buyer's Agent

"It's always a great experience when working with Tim Kelly and his team!"

—Kate B., Buyer's Agent

"Tim kept me informed of the process and the status of the loan at all times. The experience was very pleasant. I think I have myself a new lender to refer all my buyers to. Thanks, Tim."

—Sadaf A., Listing Agent



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►► we ask...you tell!

What is the most romantic thing your significant other has done for you?



MELINDA SCHNUR
Keller Williams Realty

My husband made a collage for me. It's massive, framed, and hangs by the door in our home. It shows the org of us growing up, the start of our relationship, our wedding, and then, the kids. Our birthdates, wedding dates, and the kids' birthdays are framed by all of these photos and the kids' handprints. My heart swells every time I look at it.



CHARLET SHRINER
RE/MAX Premier

Brian asked me to marry him on a cruise ship over the New Year's Eve holiday with all of our children there as a surprise to me. Little did I know, when I was singing karaoke to Bruno Mars "Will You Marry Me," that he was going to drop to one knee and propose. It was so special because he included all of our children and went to great lengths to make sure it was a total surprise.



JOAN REIMANN
McEneaney Associates

My husband and I were fairly new to our relationship and scuba diving in Greece. He wrote on an underwater chalkboard, "I Love You!" It was simple and sweet! Our relationship is now 35 years strong!



MICHELLE ZELSMAN
Coldwell Banker Realty

The most romantic thing my significant other has done for me is the first kiss he ever gave me. He kissed my forehead.



DONNA SEEKER
Donofrio & Associates, LLC

So many things! One that stands out was a formal dinner, complete with candles and flowers, on the beach (close enough to touch the water!) in Jamaica.

Another that showed my husband shared my love of animals was a gift of an established fish aquarium.



CRISTINA DOUGHERTY
Long & Foster Real Estate

When we were dating, my husband blindfolded me, drove us to Dulles airport, and flew us to New York City for the day. I was wearing flip flops and shorts so was not in NYC walking attire and had nothing with me but my purse. Those were the days when you could be spontaneous with flights!



MICHELLE SANOSKE
Samson Properties

My ex-boyfriend just booked a beachfront bungalow in Tulum, Mexico, for our reunion next month. It's been 20 years since we last saw each other!



DEBORAH MCGUIRE
Compass

The most romantic thing my builder husband did was to build me a beautiful, custom home in Leesburg. Twenty years later, I always remember the day we decided to buy it for ourselves rather than sell it as planned.



TONY FERNANDEZ
Rn HomeTech, LLC

She saw the best in me. She opened her heart to mine. She married me despite my shortcomings. She gave me two incredible children who she raised to be incredible individuals. May not sound like your typical romantic gestures, but to me NOTHING can beat those gestures!



ARIANA GILLETTE
Pearson Smith Realty

Left his full-time job as an executive chef to stay home and help the kids with distance learning during the pandemic.



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How to Make Problem Clients

GREAT REFERRAL SOURCES

Based on the title of this article, you are more than likely thinking of one or perhaps many “problem” clients you have dealt with over your real estate career. Did you delete these people out of your database altogether, or are they still part of your referral

network? I realize deleting them forever seems the easiest thing to do, but I would say to take a step back before taking this action. Ever been in an argument with a friend or family member and you left the situation thinking the relationship is strained

or broken, only to have dinner or drinks with them a few months later and all seems well? The same thing can happen here, except these are people who can help grow your real estate business through their referral network. Here are some ways to take a client who had a not-so-great experience and turn them into referral sources.

Address the Issues Head-On

I get it, the issues with the transaction may not have been anything you did wrong. That doesn’t mean you shouldn’t address the issue head-on with your client. If you were at fault, take responsibility right away. People respect this because owning a mistake shows you are being genuine and upfront. Never cover up mistakes because if it becomes a larger issue down the road, your credibility is in trouble. If the issues fall on your clients, also address them but don’t act accusatory. Try to find common-ground solutions that keep you both in good standing. This will be super important later.

Set Expectations and Boundaries

Part of having a “problem client” is sometimes they are created by you! Before you get mad at me for saying that, busy REALTORS® like to promote they are available 24/7 and will do anything for their clients. Well, clients sometimes take full advantage of that and expect you to be at their beck and call at the snap of a finger, and anything less is you not doing your job. From the onset, if you want to avoid creating the problem client, set those boundaries and expectations. Does your outgoing voicemail say you are free till 7 p.m. then will be returning calls the next day? Is there a day you designate as a “family day?” Defining where their expectations end and your boundaries begin will help make things smoother.

Getting Future Referrals

One of the goals in working with clients is to not only do a great job but do it so well they connect you to more people who need to buy and sell. I would suggest halfway through the transaction to follow up to see if you are meeting expectations and doing as you said you would. Doing this can head off any unknown or unspoken issues at the end of the transaction which hurt your chances at referrals. At the end of the transaction, do this once more and remind them that you addressed all issues, were completely transparent, and resolved all issues that ultimately led them to closing. Once they agree with how you handled the transaction, add them to your database and work the relationship for referral business.

In many instances, problem clients and issues can either be resolved or expectations can be set so the problem client is not created. If you have tried everything and all else has failed ... fire them. Happy selling!



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

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▶▶ partner spotlight

By **Zachary Cohen**
Photos by **Ryan Corvello**

TOWN & COUNTRY MOVERS, INC.

Let Our Family Move Your Family



In business over 40 years, Town & Country Movers is now a multi-generational business with the addition of founder Kevin Bass's son, Ryan Bass (middle), and nephews, Jason Bass (left) and Max Rothschild (right).

When Kevin Bass founded Town & Country Movers in 1977, he did so with the vision of incorporating family values into the moving and storage world. For over 40 years, Town & Country Movers has been a family-owned and operated business, but only recently has the company evolved into a multi-generational business.

The next generation of the family arrived when the owner's son, Ryan Bass, joined the team in 2009. Five years later, Kevin's nephew, Jason Bass, came aboard, and the following year, another nephew, Max Rothschild, joined the team.

It's only fitting that Town & Country Movers' tagline reads "Let Our Family Move Your Family."

USHERING IN THE NEXT GENERATION: RYAN BASS

Upon graduating from Pennsylvania State University with a degree in business management and marketing, Ryan was unsure of what career path he wanted to take. Yet, he knew he wanted to return home to the D.C. area.

After exploring various opportunities, Ryan decided to join the family business. In the past decade, Ryan has fallen in love with the act of helping others move — and the real estate business as a whole.

"I am excited about the ability to interact with others in related industries, such as REALTORS®, loan



Ryan Bass, VP & Certified Move Consultant

officers, and settlement attorneys. And I quickly learned that there is much more that goes into moving than I had thought."

With the company continuing to grow, Ryan promises to offer the same level of service and attention to detail that his father has demonstrated since 1977. Ryan has taken the lead on ushering in a new generation of individuals to join the Town & Country family.

"Apart from our quality and reputation, we are a family within the company, from upper management all the way to the foreman and laborers," Ryan says.

...



Jason Bass, Certified Moving Consultant

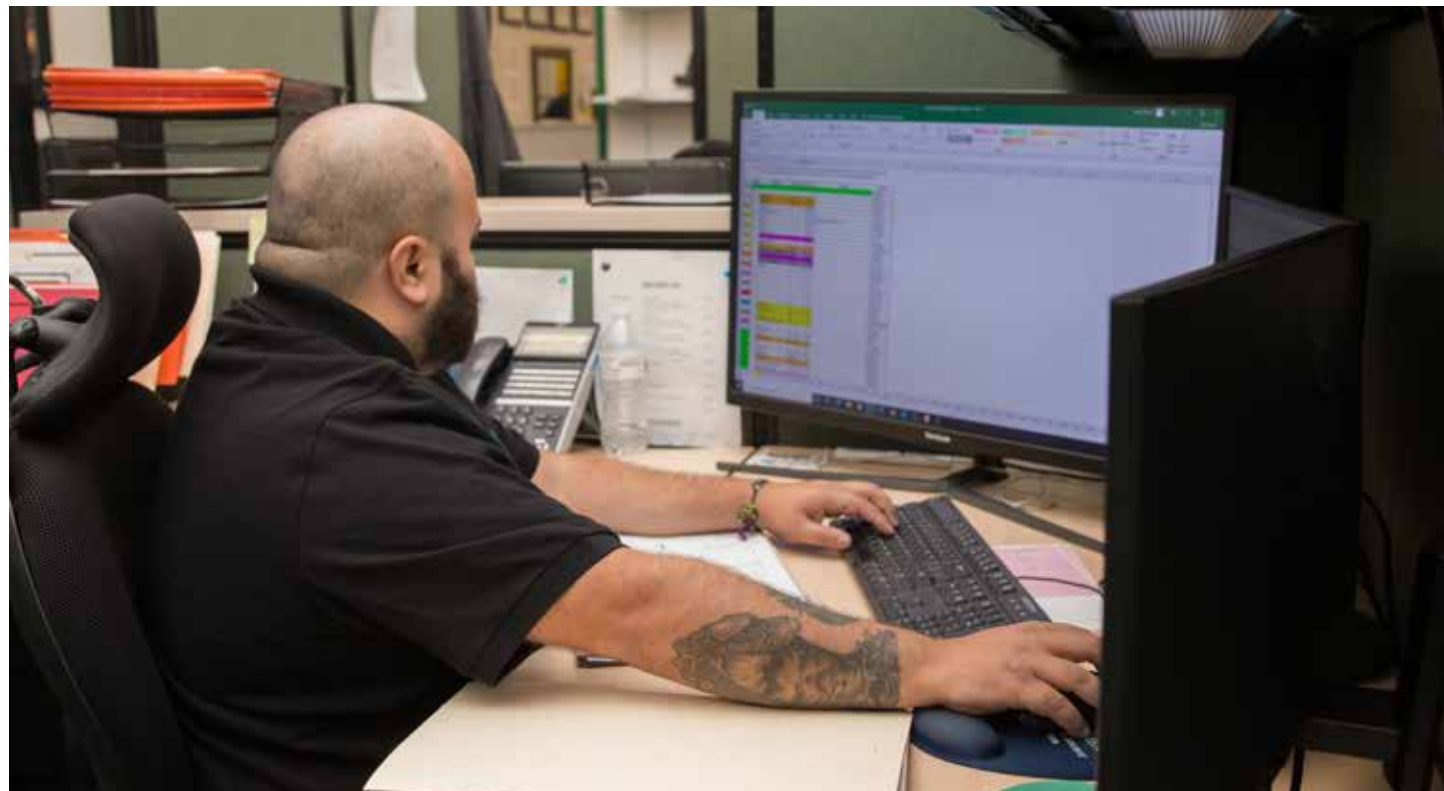
JASON BASS JOINS THE TEAM

Jason started working for Town & Country Movers in 2015, soon after graduating from Coastal Carolina University. Jason had spent the three previous summers as a mover and packer for Town & Country. After graduating, his lust for world travel brought him to Vietnam, where he taught English for 18 months before returning home to start his career in the moving industry.

Moving is in Jason's blood. Growing up, his kitchen table was often littered with handwritten estimates and survey sheets from his father.

Jason thinks of himself as a tablet in the flesh, ready to streamline his family's business for the coming years. His desire to exceed expectations within the company is coupled with his desire to generate new business in an ever-changing real estate market. As a 27-year-old moving consultant, effective marketing, networking, and self-promotion play key roles in maximizing his success.





Local Move Coordinator Ryan Canez ensures everything goes smoothly for Town & Country Movers' clients.

MAX ROTHSCHILD TAKES THE STAGE

In 2017 Town & Country extended their services into the staging arena. With staging in their repertoire, Town & Country Movers can provide turnkey moving solutions for their clients and partners.

Max Rothschild joined Town and Country's Staging Operations at its inception, and he continues to contribute today. His work involved design support, social media marketing campaigns, and logistics. Max offered a fresh approach to all things involving staging. Now, Max has moved on to the Corporate Marketing department that supports Town & Country's brand management. He is tasked with enhancing real estate agent relationships and running networking events.



Max Rothschild, Marketing Director

ONE COMPANY, MANY SOLUTIONS

Family values, combined with a scalable operation, allows Town & Country Movers to provide the best of both worlds — the personal care of a small organization coupled with the myriad of solutions that only a large company can provide.

"Town & Country Movers is thrilled to have this newest generation of hardworking and tech-savvy team members to rejuvenate an ever-growing industry," Director of New Business Development (and Max's mother) Lynda Rothschild says. "Town & Country Movers is unique in [its] ability to make clients and referral partners feel like family. We strive to cultivate a welcoming community while still maintaining the utmost sense of professionalism."



Town & Country Movers, Inc. is a family-owned moving and storage company based in Montgomery County, Maryland. Town & Country services the local markets in Maryland, D.C., and Virginia, has long-distance capabilities in all 48 states, and offers international moving services. For more information, please visit www.townandcountrymovers.com.

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5

Strategies for Reaching

YOUR TARGET AUDIENCE

» marketing matters
By Todd Lebowitz

Marketing is a surefire way to increase your reach and overall sales. The media landscape is continually evolving, and the best practices for reaching the right audience change frequently. Here are five tried-and-true strategies for reaching your target audience.

1. Direct Mail

Office workers receive approximately 120 emails and over 60 billion spam emails per day. With all of the emails people receive, sending direct mail is a more effective way to stand out from the crowd. Tangible mail will hold your clients' attention.

Direct mail is easier to comprehend than digital media, and it even has a higher brand recall. If your advertising is memorable, clients will come to you for their real estate needs.

2. List Managers

One of the big perks of digital advertising is the ability to target a

niche audience. However, a direct-mail marketing campaign doesn't have to forgo a specific, niche audience. Using a list manager, you gain the ability to reach a targeted group of clients based on locality.

List managers can allow you to auto-map uploaded lists, view mailing labels in real-time, and run search queries for single buildings, as well as combine multiple lists. The ability to efficiently reach addresses all across the country allows you to grow your reach as frequently as you want.

3. Tracking

Direct-mail marketing campaigns are more trackable when using QR codes, pURLs (personalized URLs), Informed Delivery, and Informed Visibility to your advantage.

QR codes and pURLs allow potential clients to access content specifically created for them and give you the option to see who is interacting with your direct-mail campaigns. Using Informed Delivery and Informed Visibility allows you to include online offers that tie into your mail campaigns, giving you an advertising strategy that covers all the bases.

When advertising on social media, campaign management platforms also allow you to track your campaigns' reach and visibility.

4. Social Media Marketing

Social media is everywhere and continues to prove effective for reaching a specific niche. Keep your social media profiles up-to-date and use their business tools to promote your services to a wide range of clients. LinkedIn, Google

My Business, and even Facebook and Instagram are great tools for finding potential clients and keeping in touch with those you have already worked with.

5. Networking

Networking serves as an effective way to keep in touch with clients and business partners. Use LinkedIn to keep up-to-date with the industry. If you're looking to grow your contacts, consider joining a Facebook group for real estate agents, like *NOVA Real Producers*.

Staying connected will allow you to grow your network, expand your reach, and continue closing deals for your clients all over the area.



With more than 25 years of experience in the real estate marketing space, Todd Lebowitz is Owner and CEO of 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, Maryland, with clients across the Mid-Atlantic region and nationally. MMM has grown to be a leading marketing vendor, offering innovative print products and custom, on-demand marketing materials through their design portal. Learn more at www.mymarketingmatters.com.



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SPECIAL FEATURE

40 Under 40

40 REALTORS® to Watch Under 40 Years of Age

This year, *NOVA Real Producers* is proud to announce the winners of our first annual **40 Under 40 Award**, which recognizes the best local REALTORS® under the age of 40.

In selecting the top 40 Under 40, we looked for candidates under 40 years of age who are successful in the real estate business and have demonstrated excellence, skill, success, creativity, and leadership in their careers, along with service to our local real estate community.

Of the factors we considered, business success is just one. Community and professional leadership also are important factors. We strive for balance and wanted to ensure we had a diverse group of finalists in terms of business niches, gender, and ethnic background. Finally, we looked for compelling stories that bring to life innovative business strategies that have worked for these agents and/or obstacles they've overcome.

Be sure to check out our area's best agents under 40 on the upcoming pages in this month's issue. And if you know any of these winners, congratulate them on a job well done!



JORDEN BOOTH
Pearson Smith Realty

Age: 25
Years in Real Estate: 4
2019 Sales Volume: \$2,000,000
Number of Units Sold 2019: 6

Jorden Booth stumbled into real estate after graduating college. At the time, she was waiting tables and ready for a change of scenery. When the idea of selling real estate entered her vision, she jumped at the opportunity.

By 2019, Jorden had found some success but was still working real estate part-time. She also held a job with Verizon as a territory representative and ambassador. In 2020, she put aside her work for Verizon to focus on real estate, and the decision has paid immediate dividends.

"The biggest game-changer in my business has been hiring a business coach and taking control of my day," Jorden explains. "Time management and boundary setting have played a major role in my 2020 successes. In 2019, I was working real estate part-time and selling Verizon Fios full-time to partner companies. In 2020, I have been 100 percent full-time in real estate and really focused on time blocking, getting solid systems in place, and taking my life back."

Some of Jorden's goals for 2020 included reading more, improving her mindfulness practices, and refocusing her business goals on the number of homes she is selling rather than a sales volume goal. "So far, this year has been more emotionally and financially rewarding than any years past. I am looking forward to seeing what 2021 brings."



BRUNO CAMPOS
The Nellis Group
Keller Williams Realty Leesburg

Age: 39
Years in Real Estate: 6
2019 Sales Volume: \$11,354,249
Number of Units Sold 2019: 24

First-generation American. Former IT sales consultant. Father of three. Musician. Real estate agent. Bruno Campos wears many hats in life, making him a well-rounded real estate agent who can relate to clients from diverse backgrounds. Bruno's immediate family is from Rio de Janeiro, Brazil, and he is fluent in Spanish and Portuguese.

"Also, when I'm not doing real estate, I play music in/around Northern Virginia and the D.C. metro area as The Bruno Sound," Bruno says.

Now six years into his real estate career, Bruno is fulfilling a long-standing passion. "I've always loved the idea of 'home' and how it's a place of refuge and joy for families," Bruno says. "Being able to help people find the right home for them and their families is always a blessing."

Looking ahead, Bruno aspires to close 50 homes in a year, take a vacation with his kids to Brazil, and save enough to put his kids through college.

40 under 40



LINDSEY CANALEY

Erin K Jones Real Estate Team
Keller Williams Metro Center

Age: 36
Years in Real Estate: 4
2019 Sales Volume: \$12,000,000
Number of Units Sold 2019: 29

“As a third-generation agent, I’ve seen deals of all kinds,” Lindsey Canaley says. “I’ve also seen agents of all kinds. I focus on building relationships with my clients. With that comes honesty and the willingness to tell people when you don’t know the answer and to give them an answer that they may not want (with kindness).”

Over the past four years, Lindsey has proven that her relationship-building strategy and bold honesty are working. In 2019, she closed nearly 30 deals.

While Lindsey believes that it’s important to achieve harmony between work and home life, she’s not a believer in balance. “Balance is a myth!” she says. “There are days where my work life needs more of me than my business life and vice versa. I’m blessed with a partner who has my back and understands my ‘why.’ That helps tremendously with sharing the workload at home. And I am part of an incredible team that helps support me in my business.”



NICOLE CANOLE

East + Ivy
Keller Williams Capital Properties

Age: 34
Years in Real Estate: 5
2019 Sales Volume: \$13,048,965
Number of Units Sold 2019: 30

“I was in the military for eight years, worked for the federal government as a financial policy analyst, and right before coming into real estate, I was operating a small interior design firm and subcontracting for a large staging company in the area,” Nicole Canole explains.

As an interior designer and stager, Nicole got to know many real estate agents in the area. Multiple agents suggested that, with her personality and background, she would thrive as an agent. Five years ago, Nicole took the plunge; she got licensed and officially launched her career as a real estate agent.

Today, Nicole is the team leader of East + Ivy, a flourishing group with Keller Williams Capital Properties. She is keenly focused on helping her clients realize their dreams and living life with joy. “The quote that I live my life by is, ‘To laugh often and much; to win the respect of the intelligent people and the affection of children; to earn the appreciation of honest critics and endure the betrayal of false friends; to appreciate beauty; to find the beauty in others; to leave the world a bit better whether by a healthy child, a garden patch, or a redeemed social condition; to know that one life has breathed easier because you lived here. This is to have succeeded.’”



DILYARA DAMINOVA

Samson Properties

Age: 37
Years in Real Estate: 5
2019 Sales Volume: \$22,038,430
Number of Units Sold 2019: 50

“Success is freedom to take as much or as little business as I want,” Dilyara Daminova begins. Five years ago, Dilyara transitioned into real estate so that she could spend more time with her husband. She was previously working at a company that sold uranium; Dilyara’s role was to write proposals and complete administrative tasks.

She believed that the flexible schedule of a real estate agent could help her achieve the freedom that she sought. In the past five years, Dilyara has proven that with focus, it is possible to achieve balance in real estate.

Dilyara has proven her abilities as a real estate agent, closing 50 deals in 2019. She has achieved success by concentrating on providing a great experience to existing clients, rather than continual prospecting.

“The best part about being a real estate agent is time flexibility and financial freedom,” Dilyara says.



HANAH DESHEROW

Pearson Smith Realty

Age: 26
Years in Real Estate: 4
2019 Sales Volume: \$10,000,000
Number of Units Sold 2019: 20

“Every day at 11:11, I wish to be happy (successful). I pinch myself every day. I’m flat-out thankful,” Hanah Desherow says.

At 26 years old, Hanah is slowly cementing her place as a top real estate producer. In 2019, she closed 20 deals, and her business continues to trend upwards. While she’s young, Hanah prides herself on her ability to work with clients of all ages and generations. “I get excited about blurring lines between millennials and boomers,” she says. “I value being approachable to all.”

As Hanah looks ahead, she aspires to achieve better work-life balance and simultaneously grow her team.

“I don’t take myself too seriously,” she says, “and I can turn it on when appropriate. My relationships with other agents give me an advantage in the world of multiple offers. The marketing I focus on, it’s out of the box, and being involved with art/being an artist is a huge advantage.”



MICHELLE DOHERTY
RLAH Real Estate

Age: 31
Years in Real Estate: 5
2019 Sales Volume: \$21,000,000
Number of Units Sold 2019: 34

“I sort of fell into real estate,” Michelle Doherty begins. “I joined a team literally two months after graduating from college in 2011 and just fell in love with it. I knew I could not do anything else with my life. I loved the feeling of helping people achieve their dream of homeownership.”

In the past five years, Michelle has translated her passion for helping others into a flourishing real estate business. She focuses on relationship

building, generating the majority of her transactions from referrals. As a millennial, Michelle believes that she has a unique advantage. She is flexible, creative, and responds well to challenges.

“I think being a millennial and growing up the way we did prepared us to be able to handle changes or adversity really well,” Michelle says. “We don’t resist change or pitch a fit if things aren’t going well; we think outside the box to get through a difficult deal. We don’t think one side must lose for the other to win; we’re more collaborative. I think, by nature, we have had to figure out new and innovative ways to keep succeeding in this business.”



CAITLIN ELLIS
Platinum Group Real Estate
Pearson Smith Realty

Age: 33
Years in Real Estate: 9
2019 Sales Volume: \$18,000,000
Number of Units Sold 2019: 35

Caitlin Ellis began her real estate career as a stager and an assistant but soon decided to get her license and become a selling real estate agent.

Caitlyn believes that being a millennial allows her to be “concise and to the point” in business. “I understand what buyers and sellers are looking for and what is the most important to them,” she explains.

She launched her real estate career directly out of college, so while she’s still young, Caitlyn has almost a decade of experience in the business. “And my degree in design helps separate me from the average real estate agent,” she says.

In 2019, Caitlyn closed 35 deals for \$18 million in sales. Looking ahead, she hopes to continue to grow her business and make time for what’s important in her personal life

40 under 40



KHALIL EL-GHOUL
Glass House Real Estate

Age: 37
Years in Real Estate: 15
2019 Sales Volume (Team): \$100,000,000
Number of Units Sold 2019 (Team): 140

Once Khalil El-Ghoul took his last college final exam, he headed back to the library to study ... for his real estate exam. Khalil launched his real estate career soon after, fulfilling a dream he had held for years.

“I was attracted to the lifestyle in terms of being a polished salesperson who sets their own schedule with unlimited income potential,” Khalil remembers. “Jerry McGuire was my hero in high school, and I wanted to

be an agent of some kind. Dress up and drive a nice car were my primary goals early on.”

While Khalil’s goals have changed, his drive for success has not. Today, Khalil is the principal broker of Glass House Real Estate, a brokerage that he founded. His brokerage is thriving, and his goals for the future are bold.

“My goal is to hit \$150 million in sales volume and to continue to grow my brokerage with experienced buyer’s agents to be able to help more D.C. metro area families. Personally, my goal is to have more free time to spend with my twin daughters and wife, and hopefully get a nice, long family vacation on the calendar for 2021.”



ELIZABETH EMERY
Compass

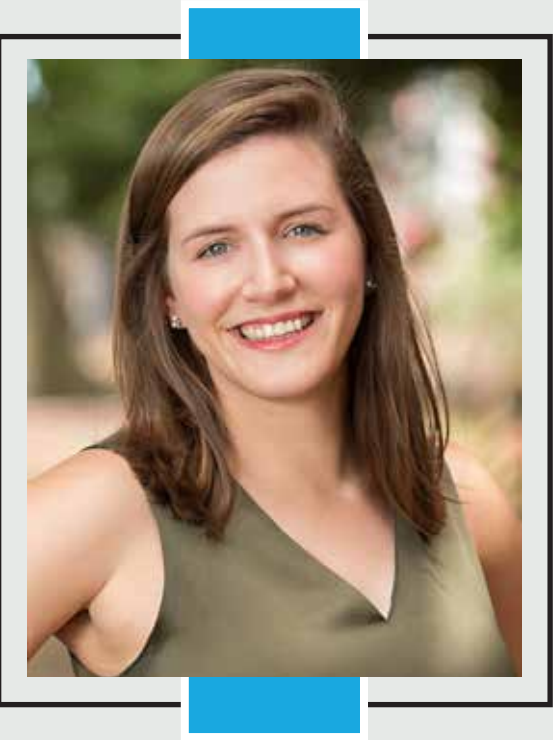
Age: 27
Years in Real Estate: 5
2019 Sales Volume: \$14,779,900
Number of Units Sold 2019: 19

When Elizabeth Emery graduated from James Madison University with a degree in psychology, she admittedly had no sense of the career path she would pursue.

“I decided to try it out as a real estate agent so that I could combine my love of HGTV (which I soon came to realize has nothing to do with the realities of being a real estate agent), and my desire to create my own business,” Elizabeth remembers. “Creating a business and a brand, and being in control of the income I could bring in was really appealing to me.”

In the past five years, Elizabeth has learned a lot about what it takes to be successful in real estate, and in the process, built a thriving career. As her production reaches top-producer status, self-care and effective boundary setting have come into focus.

“The biggest game-changer has been learning how to set boundaries with my clients and keep more of a separation between work life and personal life. I’ve found that when I give myself time away from work to relax and unwind, I do a much better job at serving my clients when I’m ‘on.’”



JANICE SPEARBECK GHEYSENS
RE/MAX Gateway

Age: 29
Years in Real Estate: 6
2019 Sales Volume: \$12,060,790
Number of Units Sold 2019: 25

“I’m used to change and can adapt easily. In my opinion, if you’re not changing, you’re not growing. The constant variety makes this career exciting, as I’m always learning something new.”

Janice Spearbeck launched her real estate career upon graduating college. Over the past six years, she’s risen to the top of the local real estate rankings; she closed 25 transactions for over \$12 million in 2019. Janice has achieved success by relying on her core values and applying them to daily life. “In the end, I just try to treat people with love, honesty, and respect,” she says.

Janice’s professional goals are to hit the RE/MAX Platinum Club (\$250,000 in gross commission) and have the ability to retire at 50 years old. Personally, she aspires to read 24 books in a year and spend more time traveling with her husband. “I also want to have children and be able to send our children to the college(s) of their choice, completely debt-free,” Janice says.

40 under 40



WETHERLY BARKER HEMEON
The Barker Team
TTR Sotheby’s International Realty

Age: 35
Years in Real Estate: 9
2019 Sales Volume: \$8,438,250 (Individual);
\$20,000,000 (Team)
Number of Units Sold 2019: 8 (Individual)

Before getting into real estate nine years ago, Wetherly Barker Hemeon was a kindergarten teacher for Fairfax County Public Schools. Her mother, Karen, is a real estate agent who has been in the business for over 20 years. Wetherly watched her mother for years, in awe of her passion for her work. Soon enough, Wetherly caught the real estate ‘bug,’ too.

“In 2012, I took the plunge and never looked back. We absolutely love working together,” Wetherly says. Today, Wetherly and Karen run The Barker Team with TTR Sotheby’s International Realty. They closed \$20 million in 2019.

“Success is seeing the smiles on my clients’ faces at the settlement table. We pride ourselves on being involved every step of the way so that there aren’t any surprises on the day of closing,” Wetherly explains. “This year was very interesting in real estate. We have seen a positive change in the market and many changes in the lending industry. I try to keep my clients apprised of these changes. My goal is to continue to keep my clients well informed so they can make optimal decisions.”



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CAROLINE HERSH
Jennifer Mack Properties
Pearson Smith Realty

Age: 34
Years in Real Estate: 4
2019 Sales Volume: \$10,000,000
Number of Units Sold 2019: 19

Caroline Hersh has always had a desire to be of service to others. For four years, she was the General Manager of Gold's Gym in Falls Church, VA. "I saw the potential in real estate to work with new people all of the time, guiding them through a huge decision in their life," Caroline explains.

In her four years in real estate, Caroline has leveraged her local knowledge and millennial outlook to benefit her clients. "I am a native of Arlington, VA. I have seen the neighborhoods develop and change

throughout my life, which I believe has been helpful when advising my clients," she explains. "I am a truthful, no-nonsense type of communicator and will always make sure my clients understand the negative aspects of any decision just as clearly as the positives."

Caroline believes that flexibility and curiosity are essential to her success. As a millennial, she's in tune with both of these qualities. "Agents of all ages can figure out the new technology eventually, but I've run into many agents who are set in their ways and can't adapt to the new normals as well as millennials are able to. I think being genuinely curious about the why behind the motive of the client is very important, and being okay asking that additional question or two to get to their real motive allows me to better help."



KAY HOUGHTON
Kay Houghton & Associates

Age: 38
Years in Real Estate: 6
2019 Sales Volume: \$55,000,000
Number of Units Sold 2019: 125

Kay Houghton has long been fascinated by what motivates people. Kay's MBA thesis centered on alternative employee compensation models, and before becoming a real estate agent, she worked in sales and marketing in various industries. Kay became a real estate agent to continue her sales career while benefiting the community at large.

"The truth is, I wanted to do something that involved managing people and developing a product and service that benefited my community," Kay explains. "I get to change the landscape of what my community looks like by assisting clients and making

more resources in the neighborhood. There are so many ways I get to be a community influencer and builder. I have changed how people think about our community — and real estate."

As the owner of Kay Houghton & Associates, Kay defines success by the company's growth. "It's about the number of people I'm providing stable and gainful employment to," she explains. "The more I can support people, the more I feel successful."

Everything that Kay and her team do comes back to the community. Whether she's supporting her agents or other local businesses, Kay's goal remains the same. "It's about the community we serve, create, and even about a sense of community within our team. We are a one-stop-shop for all things housing — selling, buying, renting, or renovating. We are seen as *the* neighborhood resource."



CHRISTAL JOHNSON
AJ Team Realty
Keller Williams Realty Professionals

Age: 39
Years in Real Estate: 5
2019 Sales Volume (Team): \$65,000,000
Number of Units Sold 2019 (Team): 170

"Let's be 100 percent honest, what makes me different is the way I look. I'm often on top producer panels and masterminds where I'm the only woman of color," Christal Johnson explains. "I embrace that we are different and still achieving at a high level."

Beyond external appearances, Christal's primary difference-maker is her level of care. Genuine care for her teammates and clients comes in the form of raw, honest truth. "I don't mind telling them the good, bad, and the ugly, as I know my responsibility during the time we are in partnership is to help them grow both personally and professionally — whether that helps my bottom line or not," Christal says.

As the Operations Director of the AJ Team, Christal's greatest success is the success of others. "Success is also being a blessing," she offers. "It's our most important core value at the AJ Team. At the end of the day, whether we sell a home, give a piece of timely advice, or push our community service initiatives, we know that our success benefits the greater good."

40 under 40



ERIN K JONES
Erin K Jones Real Estate Team
Keller Williams Metro Center

Age: 38
Years in Real Estate: 9
2019 Sales Volume: \$53,000,000
Number of Units Sold 2019: 134

A decade ago, Erin K Jones worked as an electrician and lighting designer for live shows/theater. Yet, real estate is in her blood; her father ran a brokerage for 30 years. As Erin witnessed friends have challenging experiences buying houses, she knew that she could help.

Erin has built her real estate business with a service-oriented outlook. Over the past nine years, she's established a team and moved into a leadership role at Keller Williams. "Building a team and hiring leverage has been a difference-maker," Erin says. "I'm not good at everything. It's important to bring people into your world who have different strengths than you do. I constantly seek to learn more from the people I surround myself with."

Erin's work ethic is second to none. During her time setting up for live shows, she learned that hard work is the doorway to success. "When I worked on live shows in my prior career, the audience was coming, ready or not. You got the job done, and you worked all night if you had to. The same applies here. While I did miss out on a lot of 'life' in my first years of real estate, that hard work has allowed me to build my team and hire the leverage I have now."



SALIQ KHAWAR
Pearson Smith Realty

Age: 33
Years in Real Estate: 7
2019 Sales Volume: \$10,500,000
Number of Units Sold 2019: 22

Saliq Khawar moved to the United States from Pakistan at 12 years old. As a first-generation Pakistani-American, his journey has been characterized by continual change.

“I have called three different states and eight different cities my home, and attended over eight different schools,” Saliq remembers. “We moved around a lot, hopping between homes of different relatives who were also attempting to build a new life here in America.”

At the time, Saliq dreaded moving so often; he rarely felt like he fit in. “Ironically, those feelings and frustrations of having no identity are what produced the very characteristics that are foundational to who I am today: an understanding of human connection, leveraging the ability to adapt, and exercising a fierce determination to define myself and succeed.”

Due to a unique ability to establish a genuine connection with others, Saliq’s real estate business has taken off. He shares, “I have learned not to resist change but to embrace it, strengthening my ability to adapt to various crowds and situations. These characteristics are what both define me and differentiate me as a real estate agent.”



MELANIE KHOURY
Red Door Metro
Keller Williams Metro Center

Age: 29
Years in Real Estate: 6
2019 Sales Volume: \$4,708,500
Number of Units Sold 2019: 11

After moving from job to job in her early twenties, Melanie Khoury got pregnant, and her needs and focus began to shift. She honed in on her values and launched her real estate career to be of service to others *and* build the life of her dreams. Over the past six years, Melanie’s business — and her family — have grown. She’s achieved success and riches on her own terms.

“Success is being rich. Riches are not always money or tangible. I can be rich in love, rich in culture, rich in comfort, rich in happiness. Success is feeling fulfilled. What is fulfilling to you?” Melanie asks.

Looking ahead, Melanie aspires to hit \$10 million in sales. Or rather, she is confident she *will* hit \$10 million in sales. Personally, her deepest dreams revolve around her family.

“My biggest dreams are always those of my children,” Melanie says. “I want to be able to show them the world and give them the world. One thing I am working on currently is building my first home. It is a condo in a beautiful little town up in the mountains of Lebanon. Translated into English, it is called The Village of Apples. I am half Lebanese and half Salvadoran. One of my dreams is to have multiple homes around the world that my family and I can enjoy for years. I start with the roots!”



MATIAS LEIVA
ML Real Estate Group
Keller Williams Chantilly Ventures

Age: 39
Years in Real Estate: 4
2019 Sales Volume: \$18,500,000
Number of Units Sold 2019: 30

Matias Leiva was a small business owner before he became a real estate agent. According to him, he became an agent simply “for fun.”

Matias sees opportunity everywhere. While he hears a lot of negativity in and around the real estate business, he prefers to take an optimistic approach. It’s no surprise he’s found success; in 2019, he closed 30 transactions for \$18.5 million. His goal is to increase his sales to 75 transactions per year, grow his team, and make the Keller Williams top 100 list.

“Success is not financial,” he says. “It’s achieving goals and providing for my family. I embrace change and new opportunities. I love the hustle and the excitement of real estate.”



TOBY LIM
Treasury Homes
Compass

Age: 38
Years in Real Estate: 6
2019 Sales Volume: \$40,000,000 (individual), \$60,000,000 (team)
Number of Units Sold 2019: 60

Six years ago, Toby Lim entered the real estate business ready and willing to do what it takes to achieve success. For the first four years of his career, he didn’t take a single vacation or weekend off. He considers it to be a bold sacrifice — and one that he is proud of. Six years into his career, he’s building a team to help him continue to achieve his goals.

Toby has always been a firm believer in goal-setting. According to Toby, “100 percent of agents who make \$250,000 and more write down their goals,” and “82 percent of agents who don’t write down their goal make less than \$100,000.”

“You are 42 percent more likely to achieve your goals if you write them down,” he claims. “Writing your goals down not only forces you to get clear on what, exactly, it is that you want to accomplish, but doing so plays a part in motivating you to complete the tasks necessary for your success. It’s also important to read your goals every single day. I always achieve my one-year and five-year goals. Once accomplished, I always write more goals for the future.”

40 under 40



JENNIFER LYNCH
East + Ivy
Keller Williams Capital Properties

Age: 35
Years in Real Estate: 5
2019 Sales Volume: \$6,488,449
Number of Units Sold 2019: 14

Before becoming a real estate agent, Jennifer Lynch was a professional dance and district manager with a fashion shoe brand. In shoe sales, Jennifer developed a passion for customer service.

“Secretly, I also used to always drive around parts of Alexandria where I was raised and would wonder about the story of who lived in some of the homes — whether it was a gated property, waterfront, or whatnot.

There was always such a curiosity,” Jennifer says. “I had hoped to one day be able to help these families.”

Five years ago, that longstanding dream became a reality. Jennifer has achieved continued success by holding herself to a high level of integrity and staying true to her values. “It’s important that my clients can trust me on and off the court, so to speak,” she says. “In the transaction or after, I want them to know that I’m coming from a place of contribution and honesty.”

Her goal for 2020 was to close 23 units, which would be her best year, to date. “By reaching that goal, I will then personally be in a position that I can become a homeowner myself. I’m so excited to achieve that.”

40 under 40



KAT MASSETTI
The Haven Group
Keller Williams McLean/Great Falls

Age: 35
Years in Real Estate: 3
2019 Sales Volume: \$15,560,890
Number of Units Sold 2019: 30

As a pharmacist, Kat Massetti intended to make a meaningful impact in the lives of others. “I originally started in the health care field (pharmacy) because I wanted to help people,” Kat explains. “However, when pharmacy became more about metrics and less about helping people, I changed my path to real estate.”

Kat knew that she made the right choice when a client turned to her at the closing table and said, “Because

of your help, my family and I are able to have a much better life in our new home, and you’ve changed our lives forever.”

Kat brings a unique perspective to real estate. Coupled with her experience in health care, she carries an international upbringing (she grew up overseas) and the adaptability of a millennial.

“Growing up in the millennial era enables me to adapt to changes in technology quickly. I saw first-hand the transition from no internet to dial-up to now having unlimited data in the palm of my hand. The real estate business shifts quickly, and being able to keep up gives me an edge,” she says.”

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CASEY MENISH
Pearson Smith Realty

Age: 29
Years in Real Estate: 7
2019 Sales Volume: \$6,874,989
Number of Units Sold 2019: 15

Casey Menish started her real estate career shortly after graduating from Virginia Tech in 2013. Seven years later, she's more fulfilled than ever in her line of work.

"I had zero plans to ever become a real estate agent. I always assumed it was a pushy and 'salesy' career, and that does not match my personality at all," Casey explains. "Then, I learned that being an agent gives you the opportunity to be a consultant and work with your clients' needs to help them determine what is best for

them and navigate an incredibly emotional and stressful time. Once I saw the career in that light, I signed up for my real estate classes that same day."

Casey has used her role as a real estate agent to help her clients and the community. She is dedicated to generosity, giving back in the form of engagement in her local Association of REALTORS® and donating her time to non-profits in the area.

"I eventually want to start a non-profit of some sort," Casey says. "I have been using my 20s to figure out exactly what I'm most passionate about, and then I'll plan to use my 30s to direct that passion to help the cause that means the most to me."



ALI NASIR
TTR Sotheby's International Realty

Age: 29
Years in Real Estate: 2
2019 Sales Volume: \$3,700,000
Number of Units Sold 2019: 6

"I have a servant's heart and go above and beyond for my clients," Ali Nasir begins.

Ali's father was a real estate agent. After a stint as a luxury car salesperson, Ali decided to shift gears

and follow in his father's footsteps. He has taken the skills he built in the auto industry and applied them to real estate with great success. Ali has broken into the luxury market in Northern Virginia, with an average volume per transaction of over \$600,000 in 2019.

Ali has engaged his wife in the business, and the pair work as a team from home. Looking ahead, Ali hopes to break \$10 million in sales per year while taking his real estate business globally.

40 under 40



JOHN MURDOCK
CityScape Metro Group
Keller Williams Realty

Age: 30
Years in Real Estate: 7
2019 Sales Volume (Team): \$38,500,000
Number of Units 2019 (Team): 81

When asked why he became a real estate agent, John Murdock's answer is indicative of his big dreams. "To create a business as large as I wanted to!" he exclaims.

John brings energy, an ability to leverage technology, strong communication skills, and fresh ideas to real estate. His ability to find creative solutions for his clients has allowed him to excel. "Success is accomplishing whatever goals you set yourself out to accomplish," John says.

John's goal in 2020 was to sell \$45 million, to purchase another investment property, and to open a mortgage brokerage by the end of the year, "with the goal of providing consumers access to low rates while creating an additional income stream for top producing agents." Personally, he aspires to work out daily and spend more one-on-one time with his children and wife.

Long term, his goals are bold. "To own 1,500 units with other agents/investors, launch another four businesses to create additional income streams for other agents, and to help ten people earn \$1 million."



RYAN NICHOLAS
The DamonSellsHomes Team
Coldwell Banker Residential
Brokerage

Age: 33
Years in Real Estate: 7
2019 Sales Volume: \$10,318,414
Number of Units Sold 2019: 20

Ryan Nicholas brings a background in economics and psychology to his work in real estate. He believes this gives him insight into people's motives and helps him understand how to best serve his clients. "It helps me be a better negotiator ... and coming from a strong math/analytical background helps me better analyze a real estate deal for my clients," he says.

Ryan also draws from his roots as an athlete. He brings a competitive nature to his work in real estate. "I go to any lengths necessary, even beyond necessary, to serve my clients."

Ryan's parents have been in the real estate business since the 1980s, and growing up, he got the chance to see the impact he could have as an agent. After working for a short time for a marketing company, he decided to join his parents in business seven years ago.

"I work on a small team with my parents, who have been in the business 30-plus years with a couple of other agents, and we happen to be the number 1 Coldwell Banker team in the Mid-Atlantic region. We sell a lot of real estate, so we are very in tune with what's going on in the market."



SARAH REYNOLDS
The Reynolds Team
Keller Williams Realty

Age: 36
Years in Real Estate: 14
2019 Sales Volume (Team): \$312,859,161
Number of Units Sold 2019 (Team): 750

When Sarah Reynolds’s mother had back surgery and couldn’t show homes, Sarah stepped in to ease some of her mom’s workload. Sarah had just graduated from college and wanted to help out her family.

“After a couple of years, we started building the team, and I fell in love with listings and team building,” Sarah recalls.

Fourteen years later, The Reynolds team is one of Northern Virginia’s top teams. In 2019, they closed a whopping 750 deals for over \$300 million.

“Success, to me, in business, has to do with being the best I can be. Every month, it’s me versus me the same month last year. Did I improve? Did I help more families? Success in life is, did I make a positive impact on every human that God brought my way? Did I motivate, influence, and lead others to make a difference in this world?”



TEDDY ROJANADIT
Bediz Group
Keller Williams Capital Properties

Age: 32
Years in Real Estate: 2
2019 Sales Volume: \$8,000,000
Number of Units Sold 2019: 16

Growing up, Teddy Rojanadit watched his best friend’s aunt work in real estate. Her passion was evident when she spoke about her work and when talking on the phone with clients. From an early age, Teddy knew he wanted to follow in her footsteps.

“Prior to getting my real estate license, I worked for one of America’s leading homebuilders in the mortgage financing department. After that, I honed my skills at a local lender and was exposed to all facets of the financing process. I then decided it was time to pursue real estate as a full-time profession,” Teddy explains.

With experience in building and lending, Teddy offers his clients a unique advantage. He provides a broad depth of real estate knowledge and can foresee potential issues before they pop up. He often works with clients months in advance to help them improve their credit score and debt-to-income ratio — and thus be able to get approved for the loan they desire.

“Success, to me, is knowing that my contributions positively impact others,” Teddy says.

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LAURA SCHWARTZ
McEneaney Associates

Age: 36
Years in Real Estate: 13
2019 Sales Volume: \$26,300,000
Number of Units Sold 2019: 34

In her early twenties, Laura Schwartz worked in corporate consulting for the government. She was unhappy and unfulfilled by her work environment, and when she began the process of buying her first condo, the idea of selling real estate came up on her radar. “The agent at the time convinced me to join him to try it out, and the rest, as they say, is history,” Laura says.

Laura found success through unconventional means. With no family in the D.C. area and few friends to lean on, she started her business with a blog. In 2008, with a recession

looming, Laura got creative and attained success.

Laura’s life has evolved dramatically over the past decade-plus. She’s now a mom to two children, and, as a result, her relationships have shifted. “My whole world changed,” Laura says. “I met new people. I expanded my whole social scene. So many of my friends have become clients, stayed friends, and referred business to me after the fact.”

Laura grew up watching her immigrant parents work seven days a week to build a legacy as entrepreneurs. Her dream is to instill the work ethic she has in her children. “I don’t want that grit life lesson to get lost on my kids,” Laura says.



DIANE SCHLINE
The Diane Schline Group
Century 21 Redwood Realty

Age: 37
Years in Real Estate: 13
2019 Sales Volume (Team): \$29,000,000
Number of Units Sold 2019 (Team): 38

Prior to becoming a real estate agent, Diane Schline worked in commercial real estate management. She transitioned to residential real estate to become the office manager for Century 21 Redwood Realty in Arlington, and within six months of taking on that role, she was a fully licensed, full-time agent.

“I think every agent is a little different from every other agent,” Diane says. “It’s part of what makes this career fun and exciting, because you can find a way of doing business that works for you and that ultimately connects you with clients who value your way of doing it.”

In her own business, Diane relies on her skills as a communicator. She believes that clear communication allows all parties to be educated on the decisions they are making — and in turn, allows them to be happier with the result.

“I think that many of my goals in 2020 have been different than years past because 2020, in and of itself, was such a journey, but I hope to continue growing my business while keeping the parts that truly matter in perspective!”



JENNIFER SCHULTZ
Washington Fine Properties

Age: 30
Years in Real Estate: 7
2019 Sales Volume (Team): \$7,600,000
Number of Units Sold 2019: 14

Jennifer Shultz started in real estate less than a year after graduating college. She had long had an interest in real estate, and in the back of her mind, always imagined that she would end up selling in the business; she just didn’t know how to begin.

“Shortly after college, an amazing agent reached out to my family saying she was looking for a licensed assistant. I immediately responded, ‘What about me?’ I interviewed for the job and began working with her shortly after,” Jennifer explains. “I thought it was crazy not to take a job in the field I had just spent four years studying, but I knew real estate was what I wanted to do and never looked back.”

Seven years later, Jennifer’s business is thriving. Being young in real estate isn’t always easy, but it does have its advantages. “Real estate moves very fast,” Jennifer reminds us. “I think my ability to keep an eye on the market through technology, social media, etc., and connect very quickly with my clients can be an advantage.”



BRETT SELESTAY
The Selestay Group
Property Collective

Age: 32
Years in Real Estate: 3
2019 Sales Volume: \$7,000,000
Number of Units Sold 2019: 16

“I became a real estate agent because I want to be in control of my own life. I want both my successes and failures to be mine, and real estate allows you that freedom and that responsibility.”

Two and a half years ago, Brett Selestay transitioned into real estate as a way to achieve success on his terms. His business has taken off quickly — a testament to both his skill and work ethic.

“Success, to me, is the freedom to make my own choices in life and the freedom to choose how I spend my time,” Brett continues.

With two kids, ages 3 and 5, at home, work–life balance is always in focus. Balance isn’t always easy to achieve, but it’s necessary. “For me, the key is putting the phone away after 6 p.m. unless I have something that requires my immediate attention,” Brett explains. “I give my business my undivided attention from 9 a.m. to 5:45 p.m. After that, I put my phone down and make it a point to spend time with my family. As a result, I feel more refreshed in the morning and ready to get back to work.”

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NAVEED SHAH Sentry Residential

Age: 32

Years in Real Estate: 5

2019 Sales Volume: \$2,635,000

Number of Units Sold 2019: 5

Naveed retired from active duty military service in 2010 and pursued a degree in business at the University of Virginia. He's been working in real estate since 2015. Naveed believes that being a millennial is to his advantage. As he says, "I don't have to adapt to new technology; I was born in it." His tech-savvy approach is coupled with a unique skill to understand the true needs of his clients.

"My ability to identify my clients' needs and wants and then tenaciously seek out the homes they want is what sets me apart from other agents. From

picking up on subtle cues or asking poignant questions, I've been able to help my clients find their dream homes. And I love that feeling."

Professionally, Naveed hopes to continue to grow his business through an education-first approach; in 2021, he aims to earn several certifications. In his personal life, Naveed is training for a marathon. His family is his primary driver — and everything he does in real estate comes back to supporting them.

"I manage a work-life balance by creating space for both work and family and enforcing my boundaries," Naveed says. "I want to be there for my clients, but I need to be here for my family more. It's hard, and I'm certainly not perfect (as my wife will tell you), but I'm trying to strike that balance."

40 under 40

KERI SHULL The Keri Shull Team Optime Realty

Age: 39

Years in Real Estate: 17

2019 Sales Volume (Team):

\$393,844,231

Number of Units Sold 2019 (Team): 666

Growing up, Keri Shull moved a staggering 13 times. So in a way, real estate has always been a part of her life. After she graduated from Penn State University, an opening in the new home sales industry presented itself and Keri jumped at the opportunity. "I loved the idea of having unlimited income potential and the opportunity to help families create a home," Keri says.

Keri may be under 40, but she's been in real estate for a staggering 17

years. As the team leader of The Keri Shull Team, she directed a group that closed 666 homes in 2019.

"The biggest game-changer in the last few years was deciding we were going to take lead generation into our own hands," Keri says. "We have an entire digital agency operating within our team, and we are very focused on organic content that engages our entire community, not just those looking to buy or sell."

Keri's digital agency includes full-time videographers, copywriters, a digital marketing specialist, a project manager, and an in-house web designer. "We are now getting thousands of leads a month," Keri says. "My goal for our team is to hit 1,000 closings this year and to hire to hit \$1.2 billion in sales volume in 2021."

...



BELLE TUNSTALL
The Redux Group
Keller Williams

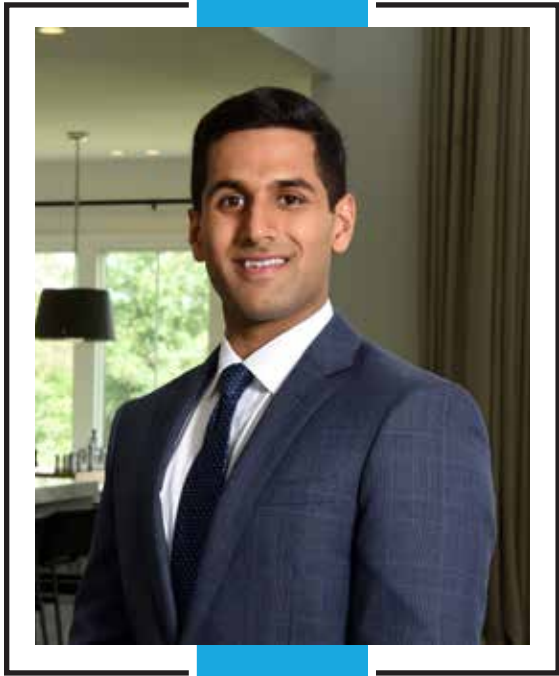
Age: 27
Years in Real Estate: 4
2019 Sales Volume: Just under \$12,000,000
Number of Units Sold 2019: 35

“Once I really believed in myself and my value proposition, I gained a whole new level of confidence. I stopped self-sabotaging and began to believe and tell myself, ‘why not me?’”

Belle Tunstall recognizes that being young in real estate presents a unique set of challenges. Admittedly, she had a habit of negative self-talk early in her career. “At some point in 2019, I just silenced the doubts and proved to myself through my stats that I can do this,” Belle explains.

Pushing her mindset past previously held limiting beliefs has propelled Belle into a new level of success. At the time of this writing in late fall 2020, she was on pace to far exceed her 2019 statistics in 2020.

“Life experiences have made me resilient. I know that nothing is a given, and I have to earn everything I get. College athletics especially taught me the value of delayed gratification. I know that I need to put in the work today to be successful ten months from now. Where most people would get discouraged and quit, I know how to dig deep and keep my eyes on the prize.”



ASHU VASHIST
The Vashist Group
Keller Williams Realty

Age: 27
Years in Real Estate: 4.5
2019 Sales Volume: \$17,154,867
Number of Units Sold 2019: 33

Ashu Vashist grew up in a real estate family; his father has been an active real estate agent for over 25 years, and his mother is a mortgage lender. Early exposure to the ins and outs of the business led Ashu to fall in love with real estate and the opportunity it presents to help others. Once he graduated from college, he got his license and dove in.

Despite his family ties, Ashu isn’t complacent about success. He’s committed to leveraging technology for his clients’ benefit, and his focus on continued education sets him apart. He’s continually delving into personal development books to improve his mindset and skills. Ashu brings a palpable energy to the real estate business, embracing modern technology to come through for his clients.

“Being able to adapt to new technology has been a huge advantage,” Ashu says. “While the industry is rapidly changing and technology is becoming more advanced, it’s nice to be able to keep up with ease and stay on top of the market.”

One of Ashu’s favorite tools is SmartCharts. “It’s been extremely helpful understanding hyperlocal markets while talking to buyers and sellers,” Ashu says.



JASMINE VASQUEZ
The Nellis Group
Keller Williams Fairfax Gateway

Age: 38
Years in Real Estate: 3
2019 Sales Volume: \$8,880,704
Number of Units Sold 2019: 23

“I love the people. I love being able to assist people as they embark on one of the most amazing experiences in their lifetime,” Jasmine Vasquez beams.

Three years ago, Jasmine transitioned from stay-at-home mom to real estate agent. She’s taken the skills she learned in jewelry making — and life — and applied them with great success. As any mom knows, balancing work and home life isn’t easy, but

Jasmine is dedicated to giving her all to both her clients and her family. “My hustle does not stop,” Jasmine smiles. “My kids are a priority, and my work does not suffer.”

One day, Jasmine hopes to take her children to Ecuador for a few weeks so they can relive some of her childhood experiences. She also hopes to buy investment properties with her children, helping them to build wealth.

“Success, to me, is the ability to help others succeed and believe in themselves, assisting others in accomplishing their goals — whether it’s that first-time homebuyer or that family that is ‘right-sizing’ because they are now empty nesters.”

40 under 40



DANIELLE WATERIDGE
The Wateridge Group
Berkshire Hathaway HomeServices
PenFed Realty

Age: 36
Years in Real Estate: 7
2019 Sales Volume: \$11,155,399
Number of Units Sold 2019: 20

“The funny part is that when I was initially taking the real estate course to get my license, I didn’t intend to become a full-time agent,” Danielle Wateridge laughs. “My husband and I were starting to dabble in investment real estate, and I was initially taking the course just to be able to represent myself in our own transactions.”

Yet, about a week into the course, Danielle had an epiphany: “Real estate merged two of my passions,

real estate and people, and was an industry where I could utilize both my financial and legal backgrounds in a unique way.”

Over the past seven years, Danielle has watched her vision transform into reality. Her goal is for The Wateridge Group to be known as a small, close-knit group of agents who pride themselves on being real estate advisors.

With three kids at home, Danielle’s life is a constant balancing act. The work-from-home lifestyle of 2020 has been a welcomed change, lowering her travel time, increasing her productivity, and providing her with more time with her children. “These last few months have been a beautiful, chaotic, crazy blend of managing my business, distance learning, and trying to maintain sanity.”



DILARA WENTZ
The Valiant Group
Keller Williams Falls Church

Age: 28
Years in Real Estate: 2
2019 Sales Volume: \$8,400,000
Number of Units Sold 2019: 30

Two years ago, Dilara Wentz transitioned from stay-at-home mom to real estate agent. Her primary goal in becoming a real estate agent was to “help military families invest in themselves.”

In 2019, Dilara closed 30 deals, and at the time of this writing in late fall 2020, she was on pace to exceed her goal of 50 transactions for the year. With such early success, she has proven that she is capable of coming through for her clients. “Success means having the opportunity to provide for others because I am capable of doing so,” Dilara explains.

Long term, Dilara aspires to build a team that does business coast to coast, centered around military bases. This will further help her achieve her dream in real estate — to help as many active military service people and veterans as she can.

“I now believe in myself that if I put my mind to it, I can do it,” Dilara says.



JENNIFER YOUNG
Jennifer Young Homes
Keller Williams Realty

Age: 39
Years in Real Estate: 19
2019 Sales Volume (Team): \$161,000,000
Number of Units Sold 2019 (Team): 432

As a college student, one of Jennifer Young’s professors had a lasting impact on her. “I was impressed with a strong, female college professor who was a real estate agent, investor, and broker, and I realized there are so many different ways to succeed in this business if you are willing to work hard,” Jennifer says.

At just 20 years old, Jennifer launched her real estate career. She began as a runner and then an administrative assistant before getting her license and eventually starting her own team. Nineteen years later, Jennifer is the leader of Jennifer Young Homes, a team that, at the time of this writing in November 2020, was pacing to close over 500 transactions in 2020.

Jennifer enjoys the problem-solving aspect of helping clients. Rather than focusing on the commissions, she keeps her attention on how she can help others. “Because I believe when you do the right thing and work hard, the money will come,” she says. “I think we are positive professionals who try to take the client’s burden and make it our own and solve problems, even if we have to get creative and do or pay for things we wouldn’t otherwise do to help our client out,” Jennifer says.

40 under 40

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► legal hotline
By Dan Withers, Esq.

The NVAR Residential Sales Contract imposes no limit on the amount of money a Seller must spend in order to repair damage identified in the Pest Inspection Report.

Let's imagine the net due to your Seller is \$20,000, and that she needs all of that amount in order to buy her next property. She has no idea that termites have been surreptitiously munching away at her house foundation. Ten days

before closing, the Pest Report reveals that there is \$5,000 in termite damage.

Can she obtain her own Pest Report in order to "counter" the findings of the Buyer's report? Can she refuse to spend \$5,000 on the repairs identified in the Report? Can she simply terminate the Contract?

No, No, and No.

The NVAR Contract does not provide for either party to obtain a second Pest Inspection Report in

order to "counter" the findings in the first Report¹.

Here, the buyer's Pest Report stands as authoritative. The Seller *must* remediate the property. If she refused to spend the \$5,000 for the remediation noted in the Report, she'll be in default. Remember, she needed all \$20,000 net from her sale in order to perform on her next contract as a Buyer. She's worried that she'll be in default on *two separate contracts*.

Likewise, she cannot simply terminate the Contract.

I recently saw this handwritten phrase added to the NVAR Sales Contract: "*Seller's liability to repair damage caused by wood-destroying insects is limited to \$2,000.*" What if this language was originally part of our hypothetical contract with \$5,000 Pest damage? Seller's Limit of Liability: \$2,000. Damage: \$5,000. Now, does the Contract become void? That's certainly not an unreasonable interpretation. After all, the Buyer never said that *they* would pay anything *above* the \$2,000, right? Or does it mean that the Buyer must contribute all costs *in excess* of the first \$2,000? That, too, seems a perfectly reasonable interpretation, albeit diametrically opposed to the first. If the Buyer refused to contribute any amounts above the first \$2,000, would the *Buyer* then be in default? Does your answer change

depending on whether the Buyer is still within the Financing Contingency Period? (HINT: Paragraph 6, "Conventional Financing and Appraisal Contingency Addendum," NVAR Form K1359.)

You might be thinking, "The answer to these questions depends on the intent of the parties when they signed the contract." However, as any litigating attorney will tell you, in a suit to enforce a written contract, introducing "intent" is exceedingly difficult.

This attempt to add language to the standard NVAR Sales Contract not only demonstrates the vagaries and vicissitudes of adding handwritten language, but it also reinforces that old aphorism: Don't try to "practice law" by adding your own language. It's almost always better, I think, to leave the NVAR Contract alone, and have a frank and detailed discussion with your Seller clients about the fact that the Pest Damage clause carries *unlimited* liability. (By the way, the Seller who added that limitation language above was an attorney.)

¹Indeed, the NVAR Contract does not provide for either party to obtain a "second opinion" in *any* situation in which one party is required to produce

a Report. For example, if the Seller is supposed to produce the Septic System Report, and the Buyer feels that the report is in error, the Buyer cannot obtain a "second opinion" report and then use that second Report to obligate the Seller to make repairs not noted in the first Report.



Dan Withers lives in Northern Virginia, his birthplace and that of his father, his grandfather, and his kids.

He is an Attorney with MBH Settlement Group in Vienna and has been with the organization for seven years. In 2019, Dan served as Chairman of the NVAR Standard Forms Committee, and he has been a member of that august committee (and other NVAR committees) for several years.

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	265.5	\$176,769,008	544.5	\$344,474,336	810	\$521,243,360
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	530.5	\$273,627,904	308	\$151,794,480	838.5	\$425,422,368
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	326.5	\$174,204,208	133.5	\$76,479,770	460	\$250,683,978
4	Debbie J Dogrul	Long & Foster Real Estate, Inc.	175	\$108,472,232	125.5	\$76,843,344	300.5	\$185,315,568
5	Sue S Goodhart	Compass	83	\$76,069,824	86	\$85,573,928	169	\$161,643,760
6	Phyllis G Patterson	TTR Sotheby's International Realty	76	\$81,205,200	62	\$59,613,560	138	\$140,818,752
7	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	48	\$66,260,528	37	\$46,047,000	85	\$112,307,528
8	Jean K Garrell	Keller Williams Realty	84	\$68,528,496	59	\$41,329,560	143	\$109,858,064
9	Christopher Craddock	Keller Williams Realty	150.5	\$55,160,052	101.5	\$47,416,228	252	\$102,576,280
10	Jennifer L Walker	McEneaney Associates, Inc.	69.5	\$52,397,000	61.5	\$49,188,888	131	\$101,585,888
11	Martin K Alloy	SMC Real Estate Corp.	136	\$68,538,856	59	\$30,009,612	195	\$98,548,464
12	Khalil Alexander El-Ghoul	Glass House Real Estate	78	\$56,572,792	51	\$41,366,160	129	\$97,938,952
13	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	9	\$3,840,300	50	\$83,173,624	59	\$87,013,920
14	Cynthia Schneider	Long & Foster Real Estate, Inc.	86	\$45,691,636	63.5	\$37,231,512	149.5	\$82,923,152
15	Janet A Callander	Weichert, REALTORS	55	\$57,292,348	27.5	\$25,521,500	82.5	\$82,813,848
16	Casey C Samson	Samson Properties	69	\$60,997,952	20	\$18,310,200	89	\$79,308,152
17	Bruce A Tyburski	RE/MAX Executives	51.5	\$34,930,636	55.5	\$40,329,704	107	\$75,260,336
18	Laura C Mensing	Long & Foster Real Estate, Inc.	40	\$48,193,900	24	\$23,692,504	64	\$71,886,408
19	Nikki Lagouros	Property Collective	44	\$19,554,246	99	\$51,560,308	143	\$71,114,552
20	Lenwood A Johnson	Keller Williams Realty	98	\$42,129,944	67.5	\$28,412,260	165.5	\$70,542,208
21	Tom Francis	Keller Williams Realty	33	\$53,663,448	14	\$16,870,420	47	\$70,533,872
22	Scott A MacDonald	RE/MAX Gateway	105	\$63,535,788	7	\$4,477,250	112	\$68,013,036
23	Akshay Bhatnagar	Virginia Select Homes, LLC.	21	\$12,373,580	93	\$54,456,136	114	\$66,829,716
24	Daan De Raedt	Property Collective	70	\$37,799,050	45	\$27,773,566	115	\$65,572,616
25	James W Nellis II	Keller Williams Fairfax Gateway	68	\$34,342,528	60.5	\$30,443,068	128.5	\$64,785,596
26	Kay Houghton	KW Metro Center	70	\$34,518,604	55.5	\$30,169,050	125.5	\$64,687,656
27	Lilian Jorgenson	Long & Foster Real Estate, Inc.	36	\$54,732,000	7	\$6,992,901	43	\$61,724,900
28	Irina Babb	RE/MAX Allegiance	75	\$43,963,732	25	\$15,804,000	100	\$59,767,732
29	Michael I Putnam	RE/MAX Executives	63.5	\$30,107,264	58	\$27,989,064	121.5	\$58,096,328
30	Kimberly A Spear	Keller Williams Realty	42	\$25,311,506	57	\$32,610,948	99	\$57,922,456
31	Paul Thistle	Take 2 Real Estate LLC	55	\$32,112,850	36	\$25,372,616	91	\$57,485,464
32	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	38.5	\$36,037,116	23.5	\$21,291,850	62	\$57,328,964
33	Anthony H Lam	Redfin Corporation	22	\$12,231,224	63	\$44,304,112	85	\$56,535,336
34	Timothy D Pierson	Keller Williams Realty Falls Church	32.5	\$24,044,560	46	\$32,334,000	78.5	\$56,378,560
35	Karen E Close	Century 21 New Millennium	29	\$31,991,500	18	\$23,282,400	47	\$55,273,900

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	13	\$7,208,105	78	\$47,099,536	91	\$54,307,640
37	Erin K Jones	KW Metro Center	45	\$21,925,570	62.5	\$30,661,190	107.5	\$52,586,760
38	Jason Cheperdak	Samson Properties	18	\$10,369,525	73.5	\$40,716,284	91.5	\$51,085,808
39	Christopher J White	Long & Foster Real Estate, Inc.	51	\$38,122,800	11	\$12,945,000	62	\$51,067,800
40	Damon A Nicholas	Coldwell Banker Residential Brokerage	50	\$30,313,000	35	\$20,672,496	85	\$50,985,496
41	Raymond A Gernhart	RE/MAX Executives	34.5	\$22,968,240	46	\$27,657,570	80.5	\$50,625,808
42	Janet Pearson	Pearson Smith Realty, LLC	89	\$49,867,400	0	\$0	89	\$49,867,400
43	Patricia E Stack	Weichert, REALTORS	37.5	\$36,726,520	12	\$13,072,820	49.5	\$49,799,340
44	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	107	\$47,007,700	2	\$1,296,000	109	\$48,303,700
45	Victoria(Tori) McKinney	KW Metro Center	33.5	\$31,648,344	18.5	\$16,416,737	52	\$48,065,080
46	Eve M Weber	Long & Foster Real Estate, Inc.	42.5	\$29,557,796	33	\$18,489,800	75.5	\$48,047,600
47	Megan Buckley Fass	FASS Results, LLC.	24	\$21,254,556	29	\$26,714,150	53	\$47,968,704
48	Patricia Ammann	Redfin Corporation	18.5	\$10,994,912	45	\$36,810,376	63.5	\$47,805,288
49	Roy Kohn	Redfin Corporation	74	\$45,922,120	1	\$1,355,000	75	\$47,277,120
50	Melissa A Larson	KW Metro Center	26	\$36,902,540	7	\$10,348,551	33	\$47,251,092
51	Eli Tucker	RLAH Real Estate	22	\$18,083,600	31.5	\$28,593,770	53.5	\$46,677,368
52	Elizabeth A Twigg	McEneaney Associates, Inc.	28	\$35,392,000	10	\$11,144,000	38	\$46,536,000
53	Lisa Dubois-Headley	RE/MAX West End	40.5	\$31,287,750	20	\$14,639,600	60.5	\$45,927,352

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Deyi S Awadallah	D.S.A. Properties & Investments LLC	91	\$45,123,216	1	\$619,450	92	\$45,742,668
55	Gitte Long	Redfin Corporation	62	\$32,360,934	19	\$13,321,300	81	\$45,682,232
56	Viktorija Piano	Keller Williams Realty	40	\$36,548,900	11	\$8,823,890	51	\$45,372,792
57	Christina M O'Donnell	RE/MAX West End	20.5	\$17,070,750	32	\$28,262,352	52.5	\$45,333,100
58	Barbara G Beckwith	McEneaney Associates, Inc.	22	\$29,831,100	9	\$15,279,600	31	\$45,110,700
59	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	21.5	\$33,343,000	6	\$11,623,270	27.5	\$44,966,272
60	Kristina S Walker	Keller Williams Realty Falls Church	24	\$14,660,500	44.5	\$29,913,400	68.5	\$44,573,900
61	Bichlan N DeCaro	EXP Realty, LLC.	13.5	\$12,717,750	45.5	\$31,792,176	59	\$44,509,924
62	Brian D MacMahon	Redfin Corporation	20	\$10,087,800	54	\$34,342,500	74	\$44,430,300
63	Debbie P Kent	Cottage Street Realty LLC	71	\$40,989,224	5	\$3,293,301	76	\$44,282,524
64	Jillian Keck Hogan	McEneaney Associates, Inc.	18	\$13,010,500	41.5	\$30,706,680	59.5	\$43,717,180
65	Rheema H Ziadeh	Redfin Corporation	73.5	\$38,717,400	8	\$4,730,000	81.5	\$43,447,400
66	Cathy V Pongmalai	Frankly Real Estate Inc	38	\$27,443,316	22	\$14,881,790	60	\$42,325,104
67	Dinh D Pham	Fairfax Realty Select	24	\$13,431,300	51	\$28,777,558	75	\$42,208,856
68	John Coles	Thomas & Talbot Real Estate	13.5	\$39,693,500	2	\$1,965,000	15.5	\$41,658,500
69	Diane U Freeman	Redfin Corporation	12	\$5,949,002	59	\$35,400,800	71	\$41,349,800
70	Steven C Wydler	Compass	22.5	\$27,612,500	9	\$12,820,900	31.5	\$40,433,400
71	Wes W Stearns	M. O. Wilson Properties	58	\$27,611,084	24	\$12,722,800	82	\$40,333,884
72	Abuzar Waleed	RE/MAX Executives LLC	41	\$18,238,500	52	\$22,002,588	93	\$40,241,088
73	Ryan Rice	Keller Williams Capital Properties	33	\$14,893,100	44	\$24,971,200	77	\$39,864,300
74	Laura R Schwartz	McEneaney Associates, Inc.	19	\$15,848,075	22	\$23,691,120	41	\$39,539,196
75	Ashley C Leigh	Linton Hall Realtors	62.5	\$32,644,112	10	\$6,631,500	72.5	\$39,275,612
76	Marianne K Prendergast	Washington Fine Properties, LLC	20	\$26,717,850	10	\$12,516,800	30	\$39,234,648
77	Fouad Talout	Long & Foster Real Estate, Inc.	10.5	\$19,862,000	17	\$19,264,248	27.5	\$39,126,248
78	Kendell A Walker	Redfin Corporation	24	\$12,496,400	49	\$26,595,980	73	\$39,092,380
79	Jill Judge	Keller Williams Realty	19	\$11,749,500	50	\$27,322,000	69	\$39,071,500
80	Ashraf Morsi	Keller Williams Realty	37.5	\$25,143,124	22	\$13,736,615	59.5	\$38,879,740
81	Elizabeth W Conroy	Keller Williams Realty	22.5	\$26,532,050	10.5	\$11,599,000	33	\$38,131,048
82	Jennifer H Thornett	Washington Fine Properties, LLC	9	\$21,579,184	5.5	\$16,509,600	14.5	\$38,088,784
83	Elizabeth L Kovalak	Keller Williams Realty	24	\$16,259,000	32	\$21,785,700	56	\$38,044,700
84	Lauren A Bishop	McEneaney Associates, Inc.	14	\$21,812,800	12	\$16,209,700	26	\$38,022,500
85	William F Hoffman	Keller Williams Realty	17	\$22,237,800	15	\$15,598,680	32	\$37,836,480
86	Sue G Smith	RE/MAX Premier	40.5	\$26,766,822	18	\$10,892,900	58.5	\$37,659,720

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Katharine R Christofides	Century 21 New Millennium	18.5	\$9,639,805	48.5	\$27,832,054	67	\$37,471,860
88	Lisa E Thompson	Hunt Country Sotheby's International Realty	25.5	\$31,528,496	4.5	\$5,880,000	30	\$37,408,496
89	Heather E Heppe	RE/MAX Select Properties	31	\$23,610,470	17	\$13,735,286	48	\$37,345,756
90	Yony Kifle	KW Metro Center	12	\$5,059,950	73	\$32,284,476	85	\$37,344,424
91	Piper Gioia Yerks	Washington Fine Properties, LLC	11	\$23,259,250	7	\$13,899,350	18	\$37,158,600
92	Joan M Reimann	McEnearney Associates, Inc.	23.5	\$19,196,308	25	\$17,855,704	48.5	\$37,052,012
93	Cricket Bedford	Thomas & Talbot Real Estate	18.5	\$22,274,000	9	\$14,724,000	27.5	\$36,998,000
94	Lisa T Smith	Pearson Smith Realty, LLC	33	\$23,535,100	22	\$13,349,780	55	\$36,884,880
95	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	12.5	\$14,949,000	10	\$21,565,000	22.5	\$36,514,000
96	Paramjit K Bhamrah	Redfin Corporation	60.5	\$34,610,972	2	\$1,805,000	62.5	\$36,415,972
97	Carolyn A Capalbo	Long & Foster Real Estate, Inc.	45	\$23,795,936	21.5	\$12,478,800	66.5	\$36,274,736
98	Lyssa B Seward	TTR Sotheby's International Realty	21	\$14,883,457	22.5	\$21,158,596	43.5	\$36,042,052
99	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	23.5	\$26,850,610	9	\$9,185,610	32.5	\$36,036,220
100	Anna Vidal	Keller Williams Realty	32	\$13,419,295	54	\$22,561,470	86	\$35,980,764
101	Lizzie A Helmig	Keller Williams Realty	24	\$10,820,625	48	\$24,878,740	72	\$35,699,368
102	Lauryn E Eadie	Keller Williams Realty	25.5	\$14,567,150	29.5	\$20,843,288	55	\$35,410,436
103	Karen A Briscoe	Keller Williams Realty	24.5	\$29,227,950	8	\$5,789,026	32.5	\$35,016,976
104	Jacob Smith Hamilton	Compass	31	\$18,147,268	33	\$16,820,300	64	\$34,967,568
105	Jeddie R Busch	Coldwell Banker Residential Brokerage	19	\$13,528,980	30	\$21,407,508	49	\$34,936,488
106	Irene M deLeon	Redfin Corporation	56	\$31,704,760	5	\$2,988,838	61	\$34,693,596
107	Dina R Gorrell	Redfin Corporation	58	\$33,054,922	2	\$1,540,000	60	\$34,594,920

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
108	Candee Currie	Redfin Corporation	54.5	\$34,432,000	0	\$0	54.5	\$34,432,000
109	Jack D Work	RE/MAX Allegiance	22.5	\$18,041,690	19	\$16,245,354	41.5	\$34,287,044
110	Katie E Wethman	Keller Williams Realty	16	\$9,937,350	30	\$24,275,532	46	\$34,212,880
111	Jessica S Richardson	Compass	17	\$15,710,000	17	\$18,440,400	34	\$34,150,400
112	Branden L Woodbury	Redfin Corporation	71	\$29,948,712	10	\$4,175,200	81	\$34,123,912
113	Brad C Kintz	Long & Foster Real Estate, Inc.	46	\$25,739,340	9	\$8,076,900	55	\$33,816,240
114	Danilo D Bogdanovic	Redfin Corporation	58	\$28,965,400	9	\$4,821,899	67	\$33,787,300
115	Nathan Daniel Johnson	Keller Williams Capital Properties	47	\$17,969,876	30	\$15,167,940	77	\$33,137,814
116	Kristen K Jones	McEnearney Associates, Inc.	7	\$8,685,000	16	\$24,314,056	23	\$32,999,056
117	Ana Lucia Ron	ANR Realty, LLC	110	\$32,967,150	0	\$0	110	\$32,967,150
118	Gregory A Wells	Keller Williams Realty	30	\$18,972,252	22	\$13,772,519	52	\$32,744,770
119	Mara D Gemond	Redfin Corporation	11	\$6,522,918	40	\$26,140,520	51	\$32,663,438
120	William B Prendergast	Washington Fine Properties, LLC	14	\$19,667,850	11	\$12,885,550	25	\$32,553,400
121	David L Smith	Coldwell Banker Residential Brokerage	5.5	\$2,374,500	53	\$30,050,748	58.5	\$32,425,248
122	Mickey Glassman	RE/MAX Premier	42	\$24,331,500	12	\$7,989,500	54	\$32,321,000
123	Jon B DeHart	Long & Foster Real Estate, Inc.	24	\$16,850,110	26.5	\$15,279,293	50.5	\$32,129,404
124	Sherif Abdalla	Compass	13	\$20,314,784	5.5	\$11,780,000	18.5	\$32,094,784
125	Elizabeth Kline	RE/MAX 100	36.5	\$22,557,804	18	\$9,475,280	54.5	\$32,033,084

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Natalie Wiggins	Redfin Corporation	59.5	\$29,098,640	5	\$2,887,900	64.5	\$31,986,540
127	Alexander J Bracke	Pearson Smith Realty, LLC	45	\$23,467,520	20	\$8,480,295	65	\$31,947,816
128	Abel Aquino	Redfin Corporation	53	\$24,194,850	13	\$7,706,490	66	\$31,901,340
129	Margaret J Czapiewski	Keller Williams Realty	41.5	\$19,497,480	24	\$12,266,900	65.5	\$31,764,380
130	Claudia V Cornejo	Fairfax Realty of Tysons	29.5	\$9,277,800	73.5	\$22,481,636	103	\$31,759,436
131	Ruth M Cotter	Redfin Corporation	65	\$30,781,440	1	\$800,000	66	\$31,581,440
132	Troy J Sponaugle	Samson Properties	12	\$6,291,308	39	\$25,289,522	51	\$31,580,830
133	Dilyara Daminova	Samson Properties	17	\$6,365,400	64	\$25,199,756	81	\$31,565,156
134	Linh T Aquino	Redfin Corporation	63	\$29,076,484	6	\$2,483,000	69	\$31,559,484
135	Tana M Keeffe	Long & Foster Real Estate, Inc.	18	\$18,368,040	14	\$13,130,300	32	\$31,498,340
136	Robert T Ferguson Jr.	RE/MAX Allegiance	31	\$22,578,100	16	\$8,894,300	47	\$31,472,400
137	Darren E Robertson	Keller Williams Fairfax Gateway	23	\$10,303,324	49	\$20,877,150	72	\$31,180,474
138	Charlet H Shriner	RE/MAX Premier	28	\$16,070,498	27	\$15,053,780	55	\$31,124,278
139	Kevin E LaRue	Century 21 Redwood Realty	31	\$18,851,780	16	\$11,991,290	47	\$30,843,070
140	Josh Dukes	KW Metro Center	28	\$12,596,100	40	\$18,145,852	68	\$30,741,952
141	Benjamin J Grouby	Redfin Corporation	47	\$26,787,420	5	\$3,937,000	52	\$30,724,420
142	Kevin J Carter	RE/MAX Select Properties	20	\$12,530,211	28	\$18,190,030	48	\$30,720,241
143	Ahmad T Ayub	Redfin Corporation	10	\$5,200,050	43	\$25,429,790	53	\$30,629,840
144	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	24	\$10,648,634	43	\$19,975,884	67	\$30,624,520
145	Robyn B Bomar	Compass	21	\$16,128,900	17	\$14,449,430	38	\$30,578,330
146	Blake Davenport	Long & Foster Real Estate, Inc.	2	\$1,246,000	51	\$29,321,096	53	\$30,567,096

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
147	Andrea M Hayes	Living Realty, LLC.	29	\$14,763,498	29	\$15,777,431	58	\$30,540,928
148	Michelle A Sagatov	Washington Fine Properties	10	\$12,430,000	15	\$18,016,610	25	\$30,446,610
149	Heather Carlson	RE/MAX Allegiance	27	\$14,499,740	23	\$15,825,863	50	\$30,325,604
150	Lisa Bradford	Long & Foster Real Estate, Inc.	20	\$16,009,000	21	\$14,281,532	41	\$30,290,532
151	Kamal Parakh	Customer Realty LLC	23	\$11,141,245	30	\$19,126,400	53	\$30,267,644
152	Mercy F Lugo-Struthers	Casals, Realtors	4.5	\$1,509,000	73	\$28,632,250	77.5	\$30,141,250
153	Albert D Pasquali	Redfin Corporation	6	\$3,248,600	48	\$26,869,584	54	\$30,118,184
154	Mona Banes	TTR Sothebys International Realty	10	\$9,980,250	25	\$20,137,256	35	\$30,117,506
155	Cheryl L Hanback	Redfin Corporation	0	\$0	50	\$30,063,200	50	\$30,063,200
156	Marion Gordon	KW Metro Center	31.5	\$22,721,430	9	\$7,155,000	40.5	\$29,876,430
157	Joseph K Dao	Redfin Corporation	26	\$13,268,711	25	\$16,409,200	51	\$29,677,912
158	Michael B Dotter-weich	RE/MAX Gateway, LLC	22.5	\$20,103,372	12	\$9,472,130	34.5	\$29,575,504
159	Venugopal Ravva	Maram Realty LLC	4	\$1,943,000	47	\$27,601,400	51	\$29,544,400
160	Andrew J Biggers	Keller Williams Realty Falls Church	25.5	\$18,984,458	16	\$10,555,425	41.5	\$29,539,884
161	Michael McConnell	Redfin Corporation	17.5	\$7,808,950	41	\$21,642,376	58.5	\$29,451,328
162	Catherine B DeLoach	Long & Foster Real Estate, Inc.	32	\$21,617,984	8	\$7,541,000	40	\$29,158,984
163	Patricia Fales	RE/MAX Allegiance	26.5	\$20,587,900	13.5	\$8,528,052	40	\$29,115,952
164	Christine R Garner	Weichert, REALTORS	23	\$20,581,900	10	\$8,409,000	33	\$28,990,900
165	Sridhar Vemuru	Aragami, LLC	17	\$9,516,600	28	\$19,259,996	45	\$28,776,596
166	Benjamin D Heisler	Pearson Smith Realty, LLC	30	\$19,238,004	15	\$9,532,644	45	\$28,770,648
167	Peter J Braun Jr.	Long & Foster Real Estate, Inc.	29.5	\$18,713,000	15.5	\$10,018,895	45	\$28,731,896
168	Micah A Corder	Washington Fine Properties, LLC	8.5	\$20,568,184	5.5	\$8,154,940	14	\$28,723,124
169	Ann Marie Wilson	KW Metro Center	19	\$18,715,410	13	\$9,838,300	32	\$28,553,710
170	Thomas R Moffett Jr.	Redfin Corporation	38.5	\$20,610,250	12	\$7,847,100	50.5	\$28,457,350
171	Diane C Basheer	Diane Cox Basheer Real Estate, Inc.	23	\$23,079,356	6	\$5,267,561	29	\$28,346,916
172	Michael S Webb	RE/MAX Allegiance	16.5	\$10,098,844	35.5	\$18,148,400	52	\$28,247,244
173	William E Close	KW Metro Center	21	\$12,256,900	23	\$15,989,999	44	\$28,246,900
174	Matthew R Elliott	Keller Williams Realty	22.5	\$14,498,200	21	\$13,674,650	43.5	\$28,172,850
175	David A Moya	KW Metro Center	19.5	\$15,701,675	13	\$12,446,000	32.5	\$28,147,676
176	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	29	\$13,447,148	28.5	\$14,577,873	57.5	\$28,025,022
177	Brian J Gaverth	Redfin Corporation	45.5	\$25,833,596	4	\$2,177,100	49.5	\$28,010,696
178	Tolga M Alper	Keller Williams Realty	27	\$15,384,950	26	\$12,521,900	53	\$27,906,850
179	Jon P Blankenship	Pearson Smith Realty, LLC	23	\$14,173,248	21	\$13,682,504	44	\$27,855,752

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Joan Stansfield	Keller Williams Realty	18	\$14,197,049	22	\$13,492,300	40	\$27,689,348
181	Aaron Podolsky	Compass	22	\$12,473,162	20	\$15,179,500	42	\$27,652,662
182	Scott C Shawkey	Keller Williams Realty	11	\$14,366,190	8	\$13,275,000	19	\$27,641,190
183	Andre M Perez	Compass	9	\$6,774,194	17.5	\$20,834,450	26.5	\$27,608,644
184	Jonathan J Fox	Compass	20	\$18,950,612	11	\$8,655,000	31	\$27,605,612
185	Diane V Lewis	Washington Fine Properties, LLC	19	\$19,747,500	6	\$7,746,757	25	\$27,494,256
186	Ryan R Mills	Redfin Corporation	11	\$5,554,900	40.5	\$21,838,238	51.5	\$27,393,138
187	LeAnne C Anies	Property Collective	35	\$20,037,500	13	\$7,353,890	48	\$27,391,388
188	Guy F Golan	Redfin Corporation	6	\$2,895,500	38	\$24,472,312	44	\$27,367,812
189	Gabriel Deukmaji	KW Metro Center	23.5	\$18,920,282	6	\$8,377,400	29.5	\$27,297,682
190	Conor Sullivan	KW Metro Center	20.5	\$16,843,724	13	\$10,400,990	33.5	\$27,244,716
191	Ruth Boyer O'Dea	TTR Sotheby's International Realty	12.5	\$14,608,000	9	\$12,544,450	21.5	\$27,152,450
192	Christine G Richardson	Weichert Company of Virginia	22	\$17,773,300	14	\$9,356,280	36	\$27,129,580
193	Debra Meighan	Washington Fine Properties, LLC	11.5	\$16,152,000	13	\$10,950,500	24.5	\$27,102,500
194	Brett D Rice	RE/MAX Executives	13	\$12,624,000	12	\$14,404,700	25	\$27,028,700
195	William S Gaskins	Keller Williams Realty Falls Church	23.5	\$18,416,458	8	\$8,470,900	31.5	\$26,887,358
196	Katherine D Colville	Century 21 Redwood Realty	30.5	\$14,357,550	23	\$12,492,500	53.5	\$26,850,050
197	Spencer R Marker	Long & Foster Real Estate, Inc.	34	\$22,607,800	7	\$4,073,000	41	\$26,680,800
198	Danielle C Carter	Redfin Corporation	57	\$23,363,200	8	\$3,284,530	65	\$26,647,728
199	Lex Lianos	Compass	18	\$10,721,735	25.5	\$15,851,915	43.5	\$26,573,650
200	Amanda White	Nova Home Hunters Realty	18.5	\$8,172,197	42	\$18,383,824	60.5	\$26,556,022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Charles Witt	Nova Home Hunters Realty	19	\$9,786,950	22	\$16,662,200	41	\$26,449,150
202	Mark A Laing	Berkshire Hathaway HomeServices PenFed Realty	24	\$16,561,900	14	\$9,857,728	38	\$26,419,628
203	Sarah Harrington	Long & Foster Real Estate, Inc.	20	\$16,814,728	13	\$9,552,800	33	\$26,367,528
204	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	14.5	\$21,766,000	4	\$4,599,000	18.5	\$26,365,000
205	Matias Leiva	Keller Williams Chantilly Ventures LLC	23.5	\$13,132,040	19	\$13,115,900	42.5	\$26,247,940
206	Marcia Burgos-Stone	Redfin Corporation	41	\$23,508,076	3	\$2,585,000	44	\$26,093,076
207	Maria E Fernandez	Compass	6.5	\$4,152,635	25	\$21,907,710	31.5	\$26,060,344
208	Monique H Craft	Weichert, REALTORS	22	\$12,677,601	24	\$13,368,210	46	\$26,045,812
209	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	26.5	\$19,533,900	9	\$6,456,025	35.5	\$25,989,924
210	Janet Caterson Price	McNearney Associates, Inc.	12	\$12,883,900	9	\$13,085,502	21	\$25,969,402
211	Vicky Z Noufal	Pearson Smith Realty, LLC	33	\$24,202,524	3	\$1,699,990	36	\$25,902,516
212	Lymaris Lee Hosage	Federated Realty, LLC	50	\$25,202,330	1	\$699,990	51	\$25,902,320
213	Peter Pejacevich	Middleburg Real Estate	8	\$10,354,250	9	\$15,485,000	17	\$25,839,250
214	Shahab Sariri	Redfin Corporation	41	\$22,890,346	5	\$2,934,012	46	\$25,824,358
215	Shaun Murphy	Compass	17	\$10,291,225	23	\$15,496,260	40	\$25,787,484
216	Heather C Corey	TTR Sotheby's International Realty	12.5	\$16,912,500	6.5	\$8,620,000	19	\$25,532,500
217	Joseph L Dettor	Keller Williams Fairfax Gateway	33	\$18,853,644	11	\$6,662,400	44	\$25,516,044
218	Lisa A Thompson	Weichert, REALTORS	25	\$12,689,300	20	\$12,732,160	45	\$25,421,460
219	Sandra Shimono	Redfin Corporation	7	\$3,012,300	36	\$22,369,588	43	\$25,381,888
220	Natalie H McArtor	Long & Foster Real Estate, Inc.	29	\$16,442,827	17	\$8,894,872	46	\$25,337,700
221	Vladimir Dallenbach	TTR Sotheby's International Realty	6	\$4,695,000	31	\$20,629,368	37	\$25,324,368
222	Mansoor Dar	KW Metro Center	11	\$14,820,999	10	\$10,485,000	21	\$25,306,000
223	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	30.5	\$19,415,096	10.5	\$5,888,700	41	\$25,303,796
224	Ian A Weiser-McVeigh	Berkshire Hathaway HomeServices PenFed Realty	23	\$14,085,108	15	\$11,116,400	38	\$25,201,508
225	Cristina B Dougherty	Long & Foster Real Estate, Inc.	24.5	\$15,541,305	16.5	\$9,623,400	41	\$25,164,704
226	Theresa Valencic	Long & Foster Real Estate, Inc.	9	\$14,575,000	5	\$10,565,000	14	\$25,140,000
227	Douglas Ackerson	Redfin Corporation	13.5	\$6,362,427	33	\$18,716,500	46.5	\$25,078,928
228	Tracy B Dunn	McNearney Associates, Inc.	18	\$14,303,000	13	\$10,563,507	31	\$24,866,508
229	Toby M Lim	Compass	9.5	\$6,253,000	24	\$18,609,772	33.5	\$24,862,772
230	Deborah L Frank	Deb Frank Homes, Inc.	33	\$23,562,024	1	\$1,280,000	34	\$24,842,024
231	To-Tam Le	Redfin Corporation	3	\$1,104,000	39	\$23,672,830	42	\$24,776,830
232	John S McCambridge	Samson Properties	19.5	\$12,707,700	18	\$12,004,700	37.5	\$24,712,400
233	A. Casey O'Neal	Compass	24.5	\$17,222,576	11.5	\$7,485,350	36	\$24,707,926

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Brian P Whritenour	Living Realty, LLC.	22.5	\$11,367,339	24	\$13,311,576	46.5	\$24,678,916
235	Tracy L Vitali	Coldwell Banker Residential Brokerage	18	\$11,679,534	19	\$12,940,589	37	\$24,620,124
236	Suhile Alami	Keller Williams Realty	16	\$8,223,050	26	\$16,332,600	42	\$24,555,650
237	Michael C Rush	Long & Foster Real Estate, Inc.	27.5	\$15,798,000	11	\$8,731,068	38.5	\$24,529,068
238	George S Koutsoukos	Long & Foster Real Estate, Inc.	11	\$10,158,700	19	\$14,343,565	30	\$24,502,264
239	Billy Buck	William G. Buck & Assoc., Inc.	15	\$11,413,785	15	\$12,998,890	30	\$24,412,674
240	Sheila A Zelghi	Samson Properties	14	\$7,379,502	34.5	\$16,924,096	48.5	\$24,303,598
241	Daniel MacDonald	TTR Sotheby's International Realty	25	\$21,827,700	4	\$2,472,400	29	\$24,300,100
242	Donna R Lutkins	Keller Williams Realty Dulles	21	\$12,967,800	18.5	\$11,271,095	39.5	\$24,238,896
243	Denean N Lee Jones	Redfin Corporation	10.5	\$5,330,400	34.5	\$18,853,920	45	\$24,184,320
244	Sheri F Allen	Weichert, REALTORS	41	\$19,272,700	10	\$4,861,075	51	\$24,133,776
245	Jin Chen	Pearson Smith Realty, LLC	24	\$11,535,990	25	\$12,577,681	49	\$24,113,672
246	Ryane Johnson	Keller Williams Capital Properties	27	\$11,976,650	24	\$12,085,388	51	\$24,062,038
247	Renata Briggman	KW Metro Center	15	\$11,276,240	14	\$12,763,000	29	\$24,039,240
248	Sam Nassar	Compass	14.5	\$6,888,500	27.5	\$16,986,170	42	\$23,874,670
249	William R Davis	Century 21 New Millennium	25	\$19,491,056	5	\$4,245,987	30	\$23,737,042
250	Megan E Duke	Keller Williams Realty	13.5	\$9,654,150	18.5	\$14,046,600	32	\$23,700,750

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