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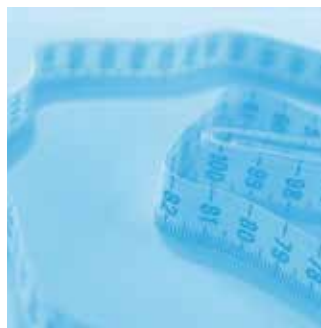
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—Christine W., Buyer's Agent

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“Just closed on one of the smoothest transactions—a great experience for my first-time home buyers! Tim kept everyone up-to-date on the process. And his videos describing each step along the way were a bonus.”

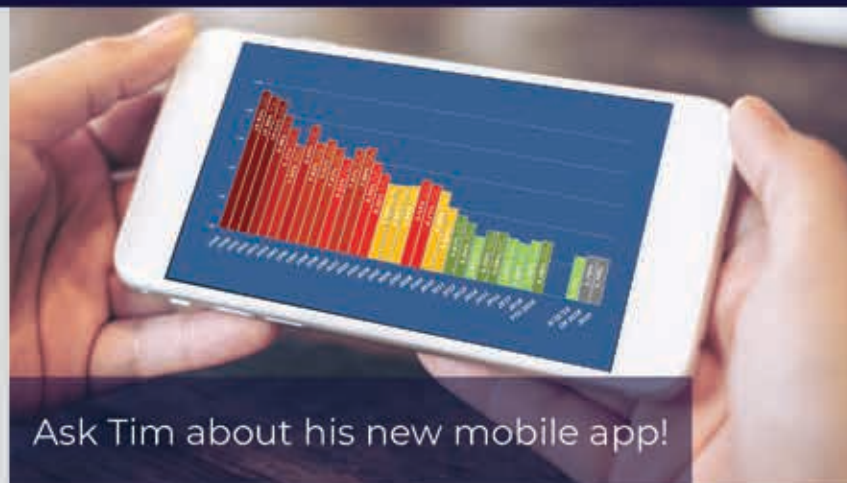
—Meredith G., Buyer's Agent

“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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HAPPY NEW YEAR!

▶ publisher's note

We're pleased to bring you the 32nd edition of *NOVA Real Producers*. This month, we wanted to catch up with our Rising Stars from 2019 and see how they were doing and how their businesses have grown, so we're excited to bring you a special feature on them, then and now. Check out their stories inside on pages 22–40!

As usual, this magazine is provided free of charge and is distributed exclusively to the top 500 Realtors in Northern Virginia, along with some select brokers. If you're receiving this publication, then congratulations — it means you're the “best of the best” and in the top 0.5 percent of your field.

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

Circle of Influence

As top performers, it's always important to be aware of our circle of

influence. “Your circle is your ceiling.” Isn't that the truth!

When you're surrounded by positive and persistent people, opportunities are endless. Their energy, drive, audacity, and vision rubs off on us, inspiring us to become our best and to envision more empowered possibilities.

On the contrary, when you're surrounded by the wrong people, opportunities are NOWHERE — the economy is terrible, nobody has money, and the world is a horrible place. As the saying goes, “You can't soar with the eagles when you hang out with turkeys.”

Oftentimes, once we reach the top levels in our offices and areas, it becomes increasingly more difficult to be surrounded by people who are on similar “levels,” chasing similar dreams, and holding themselves to similar standards. The problem is that the higher the standards we hold ourselves and our organizations to, the higher the standards we should be having for our circle of influence.

That's why this *NOVA Real Producers* group was born: to help celebrate, inspire, and connect the top performers in Northern Virginia's real estate industry, and to forge stronger relationships between the people who take the profession seriously. We look forward to seeing you at our future events, connecting with the other high performers in the area, and in our private Facebook group, Top 500 NOVA Real Producers.



We are excited for 2021 and the events we are planning. Instead of our 100-plus attendees events, we have adapted to the environment and will hold smaller events with safety measures in place. Look for your invite coming soon.

If you have any suggestions for our writers or agents on topics you'd love to see featured, please email us at info@novarealproducers.com.

Yours in success,



Kristin Brindley

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►► we ask...you tell!

What are your 2021 New Year's resolutions for yourself and your business?



RAJ TAMANG, PE
GREEN VALLEY CUSTOM BUILDERS

My New Year's resolution is to continue working towards building a meaningful relationship with people I am surrounded by. These people are my family, relatives, trusted friends, clients, and partners. I would like to also continue investing in myself by reading books, listening to podcasts, attending business meetings, exercising, and more. I truly believe that only a meaningful and purposeful relationship can bring a positive and long-lasting, sustainable result.



BOBBY COCKERILLE
HD BROS.

As we start the process of building out our team of HD Bros. field reps, I'm striving to become a better leader and coach, not only by reading and learning but by acting and doing! These early steps are essential to ensure we have great systems in place and a solid foundation to build on as we move forward. We want HD Bros. to be in all 50 states someday, all while maintaining a high level of quality and service. And one sure way to be able to do that is to be able to develop good people.



KRISTIN FRANCIS
KW METRO CENTER

To not need New Year's resolutions because best practices are a way of life!



GINA TUFANO
KELLER WILLIAM REALTY

My 2021 resolution is to continue to show up fully every day — personally and professionally. To trust the process, remain open, and follow my instincts.



ADAM ALAMI
KELLER WILLIAM REALTY

My goal for 2021 is to build a team that allows others to shine and grow their business, which will allow me to continue to live my life of contribution to others, including more time with my family.



PAUL THISTLE
TAKE 2 REAL ESTATE

For 2021, I'd like to get into better "pre-COVID" shape and lose some quarantine lbs.!

For my business, I'm going to focus more on technology and do a better job with social media.



MOLLY FLORY
OLD REPUBLIC HOME INSPECTION

I believe 2021 will continue to offer more virtual opportunities. I plan to take advantage of these opportunities while enhancing my technical skills.



DONNA SEEKER
DONOFRIO INSPECTIONS

My personal resolution for 2021 is to achieve, with the help of my partners, a series of panel discussions to bring awareness to the epic proportions of domestic violence and how to help.

My business resolution is to form as many relationships with Realtors® as I can — there's nothing better than making new friends!



CARY FICHTER-VU
RE/MAX ALLEGIANCE

Simplify. The year 2020 has been stressful due to COVID and a very busy business year.



JASON CHEPERDAK
SAMSON PROPERTIES

I started a really special team a year ago and am on track to triple sales, year over year. Goal is to sell \$65 million this year!



KATIE WEDGE
JACOBS & CO. REAL ESTATE

While my business grew during 2020, it has been a challenging year for all. If 2020 has taught me anything, it's to focus on creating special moments with those who mean the most to you. My New Year's resolution to myself and my business is to use the tools given to me to leverage more time with family while continuing to increase productivity.



CHARLET SHRINER
RE/MAX PREMIER

I don't believe in resolutions. I reset every day to stay on track with personal and business goals. To me, resolutions are procrastinating a start date to accomplish something big! Start today. Don't wait until January 1.



MICHELLE SANOSKE
SAMSON PROPERTIES

I have two resolutions for 2021: I will be more discerning about whom I choose to work with. And I plan to purchase a second home on the water (lake or river) and spend more quality time with family and friends.



CHRISTINE RICHARDSON
WEICHERT, REALTORS®

My 2021 resolutions for myself and my business aren't quite all set yet, but will definitely include the following:

Use video more! I have dabbled in it and am always pleased with the outcome, but then don't make it a habit and fall into my old "type an email" habit!

Put my intention and attention on getting listings. I always find that where I focus my attention is where I am most successful. Never delay gratitude. We all have so much to be thankful for, and it's always a good time to show it!



JEAN BEATTY
MCENEARNEY ASSOCIATES

My goal for 2021 is to help as many people as possible make their dreams come true by moving into a home that better accommodates their lifestyle, whether that involves selling their current home or joining the real estate market as a first-time home buyer.



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By John A. Ansell, Esq.

If this year has shown us anything, it is that we never know what the future holds. Despite all the turmoil in the world, the real estate market, particularly in the D.C. area, has been strong. After the market briefly screeched to a halt earlier this year, we have since seen strong demand and price appreciation. It is not uncommon to see multiple offers, escalation clauses, and waived contingencies, with buyers chasing a limited pool of properties, fueled by shifts in work patterns and record-low interest rates. It is easy to think that because prices are going up now, they will continue to do so. But as an agent, a little caution in the face of such exuberance is warranted.

Agents who have been around a while know that things can turn and, accordingly, prevent their clients from making mistakes that may haunt them down the road. As always, the best time to plan for down times is when things are going well. With that in mind, if you plan on being in business for the long term, here are a few things that can help your clients now, and a few that will help you build long-term success.

First, prevent your clients from getting too emotionally involved in getting “that” house. No matter how great the house is, overpaying today can put them behind the curve later. Any subsequent market downturn could result in your buyers ending up underwater. While for some buyers it may be worth it to slightly overpay now for their dream house, you don’t want to be the one they blame down the road if they can’t afford the payments or can’t sell the house.

Next, focus on the market(s) you know well, and get to know them even better. That will give you the most accurate sense of the right price points and the probable direction for prices. The best neighborhoods, in desirable locations, in good school districts, etc., will fare better should things slow down, but other locations may be affected more. Knowing your market will let you provide the most valuable advice to your clients.

Encourage buyers to renovate early and regularly. Not only does this give them the enjoyment of their renovation dollars now, it makes the cost easier to bear than trying to renovate the entire property at once. It also smooths out fluctuations in the cost of materials and labor. The cost of materials has gone up due to supply issues resulting from COVID-19, but you can often get a better price from contractors in the winter months when business is slower.

Be an advisor to your clients. Anyone can fill in the blanks on a contract, but you want to be more than that. Be the person they can go to when they have questions, or the person they can refer a friend, family member, or co-worker to without worry. That, of course, requires you to stay current on the market, legal and document changes, the basics of the systems in a home that must be maintained, etc. Also, be over-cautious when it comes to dealing with COVID-19. While you may feel a certain level of risk is acceptable, remember that not all others feel the same way. The last thing you want your buyers to think is that you are being cavalier with their lives and health.

Make sure you maintain good relationships with the other parties involved in your transactions, including your title/settlement company, the other agents who you frequently deal with or who also focus on your target markets, and good contractors that you can trust will handle any issues professionally and within budget to avoid unnecessary costs to your clients.

Finally, don’t forget to keep marketing. While it may seem an unnecessary expense and time commitment when business is rolling in the door, you want to make sure you are still foremost in clients’ minds so that you are getting business when others are not. To that end, keeping in touch with past clients can be key in getting the next ones. Since most people tend to ask family and friends for recommendations and tend to trust more those who have been referred by people they know, being a trusted advisor and being fresh in their memory will help ensure that yours is the name they provide when asked.

Taken together, this is generally sound advice under any market scenario. In times of uncertainty, it is even more important if you want to stay in the game long term.



John Ansell is the Managing Attorney for MBH Settlement Group—Maryland and is licensed to practice law in Maryland, D.C., and Virginia. He has been practicing real estate law for over 18 years, having done thousands of real estate settlements, with extensive experience in mortgage, title, and title insurance litigation. John is also the sole member of the Ansell Law Firm. John is a native of the D.C. area and lives in Rockville with his wife, two kids, and a very cute dog.

Serendipity In the Loan Process?

**THESE TWO
FOUND IT.**

meet the **LINANE** *team!*

A Power Team Is Born

Not long ago, two up-and-coming millennials on different sides of the financial services industry met. Steven and Kaitlyn Linane consider their good fortune in meeting, becoming business partners, and getting married true serendipity.

Steven, formerly a corporate trainer for a local company, possesses a strong background in compliance, while Kaitlyn has a high-level communications background and strong sales skills. The chemistry was immediate; they realized they could do more with less and provide personalized service to clients. They are two driven people, who are some of the youngest in the lending community to form their own team, The Linane Team.

“I’ve always believed that at the heart of lending, there has to be a love for helping people. Steven and I have the absolute privilege to work in that space every day, while growing our love for each other. I can’t thank my

...





...

clients and business partners enough for this beautiful life they’ve been a part of creating with us,” says Kaitlyn.

Residential Loans

As a residential purchase and refinance team, working in Virginia, Maryland, D.C., and North Carolina, they help people acquire custom financing for residential purchases. Their passion is helping clients realize their dreams, teaching their clients about the loan process, and enjoying how empowering it is for first-time buyers. The Linane Team is committed to building relationships with REALTORS® that provides reliable service and value.



Steven’s longstanding love of soccer and the discipline required informs his strong work ethic in the lending space.

“My favorite part of being a loan officer is witnessing the aha moments our clients have throughout the process!” Steven says. “Our clients come to us in various seasons of life with varying levels of homebuying experience. I love when we have the opportunity to teach them something that can empower them to start building generational wealth through real estate.”

Service Is Part of the Equation

Their family backgrounds provide even more insight into this power couple. Steven is a peerless networker with a love for soccer. His passion for soccer translates into his work ethic in the lending space. Kaitlyn can work across cultures, as she was born on Fort Campbell while her father was in 5th Special Forces Group (Airborne) as an intelligence officer. She moved frequently, including a tour in the Middle East, Southwestern Europe, and Northern Africa as a child. Both Steven and Kaitlyn strongly support veterans and know VA Loans inside and out. Both enjoy volunteering to aid veterans in their community. They understand selfless service, so they give their all, seven days a week to make their clients’ loans happen.



Coming from a military family, Kaitlyn Linane is dedicated and uniquely positioned to support veterans in the community with their home loan needs.



Steven Linane is passionate about serving the community and loves teaching clients how to build generational wealth through real estate.

“My dad, LTC Robert Holzhauser, USA (ret), was overseas for four years, four months, and 24 days in hostile fire,” Kaitlyn recalls. “His total time overseas was around eight years. Our family went through a lot during those years, but embraced deployments with strength and unity. When you experience something like that growing up, it shapes your heart to serve your community. My mom, Kathlene Holzhauser, dad, LTC Robert Holzhauser, USA (ret), and brother,

Aaron Holzhauser, are my ‘why.’ Nearly every day, I have the opportunity to serve military families in my area through lending. Everything has come full circle and I’m so grateful!”

Growth with Continued Excellent Service

In the near future, the Linane Team plans to expand their team while maintaining excellence. They are personally involved in every loan now and intend to maintain this practice

of close contact with clients and Realtors. The Linanes attribute a large portion of their success to this. They hope to earn the opportunity to serve DC Metro Real Producers and their families too!



For more information, please call Steven and Kaitlyn Linane at (703) 537-2356.

Where Are They Now?

CATCHING UP WITH OUR 2019 RISING STARS!

NOVA Real Producers caught up with our 2019 Rising Stars to see how they were doing and what's new in their personal and professional lives since we first featured them.

We are pleased to reintroduce you to **Dan Lesniak**, of Optime Realty; **Jin Chen**, of Pearson Smith Realty; **Liz Lord**, of Keller Williams McLean/Great Falls; **Dinh Pham**, of Fairfax Realty Select; **Hannah Won**, of Pearson Smith Realty; **Alli Collier**, of Keller Williams McLean/Great Falls; **Nikki Lagouros**, of Property Collective; **JC Silvey** and **Casey Menish**, of Pearson Smith Realty; **Lindsey Canaley**, of KW Metro Center; and **Mark Williams** and **Danielle Wateridge**, of Berkshire Hathaway HomeServices PenFed Realty.

Like everyone else, these rock stars have been navigating the changes COVID has caused in how everyone is doing business — dealing with no open houses, juggling work from home, some managing work with children homeschooling, and tackling a very busy market despite the strange circumstances. We had a feeling our Rising Stars rose to the challenges of 2020 ... and we were not disappointed!

On the following pages, check out what our 2019 Rising Stars have been up to in the last year. We can hardly wait to see what they'll do in 2021!

DAN LESNIAK OPTIME REALTY

January 2019 Rising Star

**What is happening now in your business?
What are you doing differently today than you were in 2019?**

We added Zoom appointments as an option, rolled out more online training, increased our marketing and hired more. As a result our business is up 40 percent.

What is happening now in your personal/family life?

Baby number four is due in January.

What are your goals for 2021?

Over \$1 billion in sales.

» cover story/special feature

Photo by Ryan Corvello



JIN CHEN PEARSON SMITH REALTY

February 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

Before, I was buying Zillow leads and working mostly with buyers. Since then, I haven't been supporting Zillow anymore but growing my leads organically and it has been working! I work with more sellers now and have had more listings this year than any year in the past. I have focused more on social media that my marketing company helps me with, but have also grown my business through friends and many past client referrals, which I am so thankful for. I am actually on track to beat my past records.



What is happening now in your personal/family life?

Things are wonderful! I am engaged and planning to get married next year (unless COVID affects our timeline!). I am also hoping to add another dog in the near future. Finally, I am enjoying a better work-life balance, which is important if you want to make it the long haul. I still work a lot but have been able to enjoy life more, taking breaks and vacations — all while still offering a quality experience for my clients by

providing solid results in a personal way that shows them I care and I'm here for them every step of the way.

What are your goals for 2021?

Keep breaking past records! But more importantly, continue to work hard and be that responsive, communicative, and knowledgeable agent to my friends, clients, and their referrals. Helping people is my passion and real estate helps me achieve my own personal goal and fulfillment.



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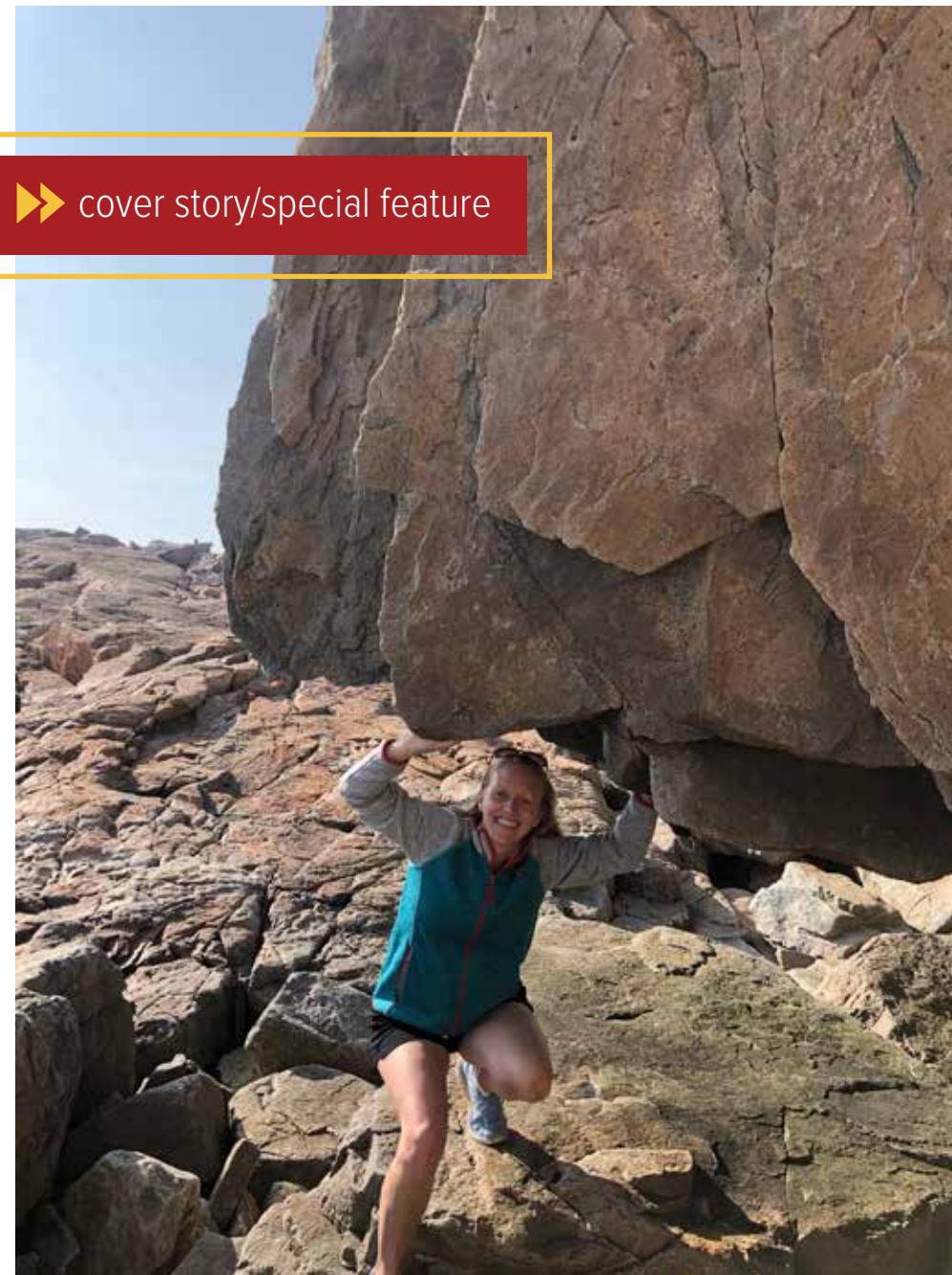
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on!), and sending them gifts. I've not been as good at regular mass marketing, but I've definitely made strides with the one-on-one interaction.

What is happening now in your personal/family life?

At the beginning of the pandemic, we got a puppy like everyone else! Sadly, our puppy and daughter were hit by a hit-and-run driver just two months later. It was a traumatic and sad event for all of us. We decided that we couldn't let that awful day define us so we just welcomed an 11-week-old Cavalier King Charles into our family. "Sparkles" is a happy addition and is bringing us all lots of laughs!

What are your goals for 2021?

I expect to hit at least \$20 million in sales in 2021. About 75 percent of that is buyer-side work. For 2021, I'd like to reach \$25 million in volume but increase the seller-side work from 25 percent to 50 percent.

2020 felt like a whirlwind with not enough down time. I need to find a way to better balance work and fun — hopefully, that will mean taking a few more vacations in 2021!



LIZ LORD KELLER WILLIAMS MCLEAN/GREAT FALLS

March 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

As a single agent, I've thought I could do it all. This summer got so busy that

I knew a ball would drop if I didn't get help. So I hired a transaction coordinator to assist. It definitely lifted a load! I'm also doing much more direct client engagement — writing personal notes, visiting clients (with a mask

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The Good Life Team (From left to right: Mani Chinyavong, Alex Pinto, Sarah Pham, Dinh Pham, Brenda Denny, Andres Cifuentes, Tina Alvi, Thuy Huynh). (Photo by Sarah Heaton)

DINH PHAM FAIRFAX REALTY SELECT

April 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

We've recently added two more buyer agents to our team and hired a real estate coach to help scale our business. I also received my broker's license, so now I manage a branch office as well.

What is happening now in your personal/family life?

Sarah and I welcomed our third child, Dean, on December 1, 2019.

Our daughter, Skylar, started kindergarten virtually this past September. We definitely love being able to spend more time with the family now that everyone is remote.

What are your goals for 2021?

Our goal for 2021 is to close 100 deals, totaling \$55 million in sales volume.



HANNAH WON PEARSON SMITH REALTY

May 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

I've set myself up in a private office space near downtown Leesburg. I've been working on being more regimented with my schedule and my time, and collaborating with some other agents in order to best support my clients.

What is happening now in your personal/family life?

Our daughter is about to turn one

this weekend, and we're so excited to celebrate that milestone! We moved to a home in western Loudoun County when she was 7 weeks old last December, so we're enjoying putting up holiday decorations for the first time in our new home and trying to keep up with the piles of leaves.

What are your goals for 2021?

My goal for 2021 is to sell \$10 million in real estate again while maintaining a focus on my personal health, my marriage, and my family. I'd also like to hire an assistant!



» cover story/special feature



» cover story/special feature

ALLI COLLIER KELLER WILLIAMS MCLEAN/GREAT FALLS

June 2019 Rising Star

What is happening now in your business?

What are you doing differently today than you were in 2019?

I've since implemented new pillars to ramp up my real estate business. In 2019, I was focused on being top-of-mind to my sphere of influence and hosting many open houses to find new clients. While I still consider these essential to my business, I've started teaching homebuyer courses, increased my social media presence, and added marketing techniques to my toolkit. Most importantly, I've really fine-tuned every detail in the process so that my clients have a top-notch experience, leading to an increase in business through referrals. I'm blessed to have great clients who recommend me!

What is happening now in your personal/family life?

A lot has happened since the Rising Star article! My fiancé, Josh, proposed in November of 2019. In 2020, we purchased our first home together, adopted a rescue dog, and focused a lot of energy on planning

our wedding for July of 2021. Though many would agree 2020 was a tough year, for me personally it was a wonderful year for business and full of big steps in my personal life.

What are your goals for 2021?

For 2021, my overall goal is to continue to build my business and provide top-notch service! With hard work and dedication, I've seen year-over-year growth, and I fully intend to keep that going. In addition, I'd really like to focus my efforts on increasing the listing side of my business. Thus far, I have worked more often with buyers, and while I still love that part of my job, I plan to implement strategies to achieve this goal. Finally, the most important goal of all for 2021 is to impress my clients so that they can confidently recommend my services!



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Photo by Ryan Corvello

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NIKKI LAGOUROS PROPERTY COLLECTIVE

July 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

Real estate is an ever-evolving industry. This year, I have been hyper-focused on maintaining my place at the head of the pack with the introduction of new, cutting-edge technology and

marketing tools to help our clients continue to win. I hired an Ops Consultant who has helped me streamline systems, hire, and develop a fluid brand/marketing strategy.

What is happening now in your personal/family life?

I don't really have one. My husband is traveling on the campaign trail for the election. My oldest child, Dorian, is in her sophomore year at UGA, majoring in psych and pre-med. My youngest, Layne, is in his junior year of high school, doing everything virtual from home. The kids have it the toughest, since they don't get out much and work on school work from sun-up to sundown. We are going to enjoy a nice family vacation next month.

What are your goals for 2021?

I hope to help at least 150 families buy and sell real estate in 2021.





cover story/special feature ◀◀

JC SILVEY PEARSON SMITH REALTY

August 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

Personal, handwritten notes.

What is happening now in your personal/family life?

Trying to lose the 20 pounds I gained during the COVID lockdown.

What are your goals for 2021?

Have more systems in place. Become better at delegating tasks that can easily be accomplished by someone else at a fraction of the cost.



▶▶ cover story/special feature

Photo by Ryan Corvello

CASEY MENISH PEARSON SMITH REALTY

September 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

2020 really put our adaptability to the test, and I had a pretty quick learning curve to adjust to this “new normal” of how we operate. One of the things I have always loved most about this business is the need for creative problem solving, and this year certainly created plenty of those opportunities.

I am on track to have my most successful year in terms of sales volume, and I also met my professional goals of being elected to the NVAR Board of Directors. Once I close a few more pending transactions, I will have earned the Presidents Club Lifetime Achievement Award at Pearson Smith Realty for \$50 million in sales volume.

What is happening now in your personal/family life?

I became an aunt in 2020, and it has been so special watching my nephew Campbell grow and develop a little personality. And it has also been so wonderful to watch my big brother Brian become a father and see the love he has for his son. I have a very tight-knit extended family, despite the fact that we’re spread out all over the country, so it was hard on all of us to not have our usual family reunion this summer. But I’m hoping that for Christmas we’ll be able to get together in person and not let a full year go by without seeing each other.

What are your goals for 2021?

In 2021, I want to travel. This year was so focused on work because of the heat of the real estate market. Next year, I need to be more conscious of taking care of myself and enjoying this life.





LINDSEY CANALEY
KW METRO CENTER

October 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

More aggressive pre-qualification. Before COVID, people were just

searching as a hobby and more people out in the marketplace and looking are the ones who are really out to purchase. It's made things much more interesting and profitable. Conversion rate has gone up much more significantly.



What is happening now in your personal/family life?

Well, we have a 4-and-a-half-year-old, and the day-to-day everything has changed due to the normal routine changing so drastically. So the first few months of the pandemic was a significant challenge, with everything closed down, including daycares. Now that things are opening back up, it's helped tremendously to get things done. It's changed everything with how we keep her entertained, and she definitely misses her friends. So since there is no parenting book on how to do it right in a pandemic, we have just been doing what we can together and try and keep things as normal as possible and make it up as we go along.

What are your goals for 2021?

My goals for 2021 are slightly higher than this year's goals. Each year, I try and do six to 10 more units than the year previously. This year, in March, I focused more on surviving due to COVID, but in August I realized my goals were already nearly achieved ... and we haven't slowed down yet.

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MARK WILLIAMS BERKSHIRE HATHAWAY HOMESERVICES | PENFED REALTY

November 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

I am working on building the team. Because of COVID, I had to work twice as hard. As you know, I am a firefighter for Fairfax County. I have been working on helping the public while I work in real estate. The business is growing and I am adding team members. As a dual career agent who is also a first responder, it has been very hard. However, I am still doing very well in real estate. Like I always say, "If you can trust me with your life, you can trust me to sell or buy your home."



What is happening now in your personal/family life?

With COVID this year, I have had to be isolated twice from my family because of direct exposure. Every day I go to work at the fire department, I take a big risk to bring this



Mark and Andreia Williams
(Photo by Ryan Corvello)

virus home to my family. I have to take extra precautions to protect everyone around me. The family is doing very well and I am planning on getting one of my older daughters started in real estate, working with my wife and me. My 3-year-old just started pre-K and my 6-year-old just started kindergarten. Life is good!

What are your goals for 2021?

My goal for 2021 is to open a satellite office under

PenFed in the Dumfries/Woodbridge area. I will grow the team from three to seven, also. I would like to spend more time with the family. Because of my dual career being a REALTOR® and a firefighter, it takes all my time away from my family. I would also like to travel more to visit family and friends.

cover story/special feature



DANIELLE WATERIDGE BERKSHIRE HATHAWAY HOMESERVICES PENFED REALTY

December 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

"I" has become "we!" Since 2019, I have started to build the team that I was hoping to, The Wateridge Group. Right now, it is myself and one other agent, along with some additional transaction coordination/admin staff. We are advisors who are focused on education and cultivating lifelong partnerships with our clients. They know that we've got their back before and during a transaction, but are also their ongoing partners for strategic advice and guidance long after we leave the settlement table.

What is happening now in your personal/family life?

As if 2020 wasn't crazy enough, we decided to throw a move for our family in the mix. We had bought the "forever" home in Fairfax Station, but as our life evolved with three kids, it ended up just not being the right location for us. We

knew we had to simplify life and make a change. We sold our house at the end of 2019 and moved in with my parents for what was supposed to be a few months while we were house hunting. Thanks to COVID and tight inventory, it took us way longer than we expected. NINE months later, we FINALLY moved into our new home. It's the perfect house in the perfect location for us, so it was well worth the wait!

What are your goals for 2021?

My goal for 2021 is to continue to grow! I am looking for one to two dedicated, full-time REALTORS® to join our team who have the heart



of a teacher and really can embrace the idea that we are strategic advisors first, agents second. We were fortunate enough to see the business grow in 2020 and are so excited for what it looks like 2021 could hold. I hope to identify agents who align with our philosophy and passion for people and real estate!

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ASHU VASHIST
Innovator And Rental Prince

Photo by Howard Larnett Photography

► rising star

Real estate is second nature to RE/MAX Gateway agent Ashu Vashist. Even though he is just starting into his third year as an agent, he has essentially been immersed in the industry from an early age. His father has been a successful agent for more than 25 years, and his mother has been a trusted mortgage lender for more than 15. You could say that real estate is quite literally in his blood.

"Growing up, our family discussions around the dinner table included topics like appraisals, inspections, closings, and market value. But, initially, I didn't plan on going into real estate. I began college with the goal of becoming a dentist. Midway through, I came to the realization that dentistry was just not my calling and switched to business. I became an agent right out of college and immediately knew I had made the right decision — my future belonged to real estate," he said.

Ashu brings a fresh vitality and energy to his business, embracing cutting-edge technology to showcase his client's properties. He uses BoostFrom, Facebook Ads, Instagram, Twitter, and YouTube. "Showing our guests on social media gives us more exposure; we often receive a few thousand views. Our sellers also know that the community is seeing a beautiful representation of their home," he says.

Ashu shares that rental transactions have been a game-changer for him. "Most agents don't view rentals as profitable. Most of my referrals come from handling rental transactions, and it has helped build my business tremendously. In 2017, I did 24 rental transactions. And, quite often, many renters eventually become homeowners!"

Ashu appreciates that each client's situation is unique. "Every transaction is a challenge, which makes the entire process extremely fun, challenging, and exciting for me. Every client of mine receives the same exceptional personal service, regardless of the transaction type — a \$1,200 rental will receive the same attention as a \$200,000 sale. I am extremely accessible, and my clients will naturally receive a response from me within seconds. I love establishing a relationship with each client, guiding them through the process of buying or selling a home, and seeing how happy they are when they receive the keys at closing — especially when it's a first-time homebuyer!"

In just a few short years, Ashu has received several accolades, including the 2016 Northern Virginia Association of Realtors® Multi-Million Dollar Sales Club, the 2016 RE/MAX Gateway "Rental Prince" recognition, RE/MAX Team Platinum Club award in 2016 and 2017, the RE/MAX Executive Club in 2016 and 2017, and the 2017 Northern Virginia Association of Realtors® Multi-Million Dollar Sales Club. The Professional Achievement Award for 2016 was just under \$1.2 million and for 2017 was more than \$1 million.

Ashu has set a goal for 2018 to reach \$10 million in sales and aims to increase listings to at least 12 to 15 at a time. He also wants to concentrate on expanding both his Facebook and Instagram business accounts. His long-term goal is to develop a team of five to 10 agents within the next three to five years. Currently, he is working on refining the business and process that they have established over the past few years and implementing a transaction coordinator.

Waking up early has been the key to Ashu's ability to manage his work/life balance, along with personal discipline. He is up at 5:30 a.m., and always about that hour and a half before the door to the gym. He gets the majority of his work done in the morning, and is especially proud of his older sister, who is completing her physician residency at Eastern North Carolina Hospital.

"I believe success is defined when you wake up each morning truly happy with where you are in life. When the second vision of you, life now has the reality of your life," he said.

Ashu has managed to grasp some of life's simple truths early on and establish a solid foundation for achieving success. Ashu's personal motivational philosophy is best summed up in his favorite quote, from William Ernest Henley's poem, "Invictus": "I am the master of my fate; I am the captain of my soul."

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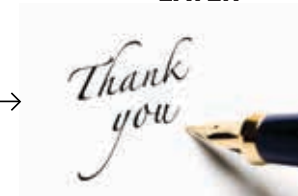
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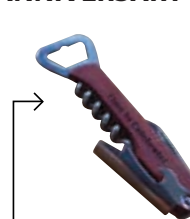
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I've been in Title sales since 2005. Back then, the phrase "get discovered online" or "build an online presence" wasn't used very much. It was all about how many postcards an agent could blast out to a certain marketing area or even buying a ton of ad space in real estate magazines. Unfortunately, many REALTORS® are still stuck marketing their business with that mentality even though consumer behavior has changed. They struggle because their online presence is weak. Here are three of the most common issues:

1. You don't rank in Google searches.

If you google your name plus "Realtor," you should come up in search results. If you don't, it's like saying, "I went to the phone book to find your number, and you are unlisted." That's not good if you are looking to build a successful business. There could be a variety of reasons why you're not coming up, but most center around not having content on a website, not having video content posted on YouTube, and being nowhere to be found on social media. Now is not the time to be a secret agent. Even if your entire business model is "work by referral," you still have to send them somewhere to learn more about you and your business. If you can't, it makes it a lot harder to convert those referrals to clients.

2. No videos of you exist ... anywhere.

Real estate video isn't the future, it's the present. Video is the best way to convey a message to your target audience and allow people to meet you before you ever meet them. Also, it provides a lot of credibility to your potential clients if they can see and hear you discuss a topic with some level of mastery. YouTube is a great place to house your videos because it is owned by Google and it is free. Remember, you are in a visual industry, so shoot videos.

3. You are social-media challenged.

Realize you aren't marketing to yourself. Put yourself in the position of the people to whom you are marketing. Where do they put their eyeballs? Where do they spend their time online? It's mostly Facebook, Instagram, and LinkedIn. Does this mean you have to be on these platforms all the time? No. It does mean you need to "understand" the true purposes of these platforms and use them to connect, learn, and interact with others who know, like, and trust you.

These platforms are also used to help market your properties, share great things you have done for clients, create social proof, and much more. If you barely leverage your social media accounts, create a plan between now and the end of the year for posting more great content that your connections would find valuable.

THE FIX

It's never too late to beef up your online presence. The question is, *what should you do first?* Begin with the platforms that are the easiest and free first, then expand.

1. Reach out to your SOI and "Friend" them on Facebook. Follow them on Instagram and connect on LinkedIn. Ask them to "follow" you back.
2. Start posting great real estate content on these platforms — relevant articles, testimonials from past clients, current listings, etc.
3. Post 60 percent business, and 40 percent personal. You need people to know and like you besides just business.
4. Set up a YouTube channel and start posting relevant content and ask your audience to subscribe to your channel!



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

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	241.5	\$161,292,704	495	\$315,133,632	736.5	\$476,426,336
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	486.5	\$248,575,152	289	\$142,165,392	775.5	\$390,740,544
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	296.5	\$160,420,752	88.5	\$53,094,490	385	\$213,515,246
4	Debbie J Dogrul	Long & Foster Real Estate, Inc.	166.5	\$103,601,848	120.5	\$74,085,552	287	\$177,687,392
5	Sue S Goodhart	Compass	77	\$70,369,824	79	\$75,531,928	156	\$145,901,760
6	Phyllis G Patterson	TTR Sotheby's International Realty	64.5	\$69,451,200	58	\$55,781,948	122.5	\$125,233,144
7	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	44	\$61,792,528	34.5	\$42,121,500	78.5	\$103,914,032
8	Martin K Alloy	SMC Real Estate Corp.	130	\$65,367,744	54	\$27,315,312	184	\$92,683,056
9	Jennifer L Walker	McEneaney Associates, Inc.	63	\$47,800,600	55.5	\$44,059,100	118.5	\$91,859,696
10	Khalil Alexander El-Ghoul	Glass House Real Estate	72	\$52,046,288	47.5	\$37,825,408	119.5	\$89,871,696
11	Jean K Garrell	Keller Williams Realty	75	\$59,288,600	44	\$29,101,640	119	\$88,390,240
12	Christopher Craddock	Keller Williams Realty	135.5	\$49,413,384	88.5	\$38,904,328	224	\$88,317,712
13	Cynthia Schneider	Long & Foster Real Estate, Inc.	80.5	\$42,377,236	59.5	\$35,339,512	140	\$77,716,752
14	Janet A Callander	Weichert, Realtors	50	\$52,233,748	26.5	\$24,726,500	76.5	\$76,960,248
15	Carla C Brown	Toll Brothers Real Estate Inc.	126.5	\$75,586,648	1	\$653,000	127.5	\$76,239,648
16	Bruce A Tyburski	RE/MAX Executives	48	\$32,572,784	49.5	\$35,659,704	97.5	\$68,232,488
17	Casey C Samson	Samson Properties	56.5	\$49,775,600	17	\$16,325,200	73.5	\$66,100,800
18	Nikki Lagouros	Property Collective	40	\$17,244,246	91	\$48,075,560	131	\$65,319,804
19	Laura C Mensing	Long & Foster Real Estate, Inc.	36	\$43,233,900	21	\$20,877,504	57	\$64,111,404
20	Lenwood A Johnson	Keller Williams Realty	87	\$36,699,632	64.5	\$26,997,360	151.5	\$63,696,992
21	Scott A MacDonald	RE/MAX Gateway	97	\$59,086,336	7	\$4,477,250	104	\$63,563,584
22	Akshay Bhatnagar	Virginia Select Homes, LLC.	21	\$12,373,580	86	\$50,290,436	107	\$62,664,016
23	Kay Houghton	KW Metro Center	64	\$31,481,604	52.5	\$28,296,050	116.5	\$59,777,656
24	Daan De Raedt	Property Collective	65	\$34,714,150	41	\$24,863,566	106	\$59,577,716
25	Tom Francis	Keller Williams Realty	28	\$45,762,952	11	\$12,518,420	39	\$58,281,368
26	James W Nellis II	Keller Williams Fairfax Gateway	61	\$30,743,530	55	\$27,239,668	116	\$57,983,196
27	Irina Babb	RE/MAX Allegiance	72	\$41,923,732	25	\$15,804,000	97	\$57,727,732
28	Michael I Putnam	RE/MAX Executives	58.5	\$27,948,764	55	\$25,980,064	113.5	\$53,928,832
29	Paul Thistle	Take 2 Real Estate LLC	51	\$30,443,950	31	\$23,123,116	82	\$53,567,064
30	Anthony H Lam	Redfin Corporation	20	\$11,132,999	58	\$40,764,208	78	\$51,897,208
31	Erin K Jones	KW Metro Center	40	\$20,601,820	62.5	\$30,661,190	102.5	\$51,263,008
32	Kimberly A Spear	Keller Williams Realty	36	\$21,501,016	51.5	\$29,452,948	87.5	\$50,953,964
33	Lilian Jorgenson	Long & Foster Real Estate, Inc.	30	\$43,314,000	7	\$6,992,901	37	\$50,306,900
34	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	13	\$7,208,105	69	\$42,090,640	82	\$49,298,744
35	Timothy D Pierson	Keller Williams Realty Falls Church	28.5	\$22,088,800	40	\$27,175,500	68.5	\$49,264,304

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	33.5	\$29,918,116	20	\$19,061,850	53.5	\$48,979,964
37	Karen E Close	Century 21 New Millennium	24	\$25,723,500	17	\$22,407,400	41	\$48,130,900
38	Damon A Nicholas	Coldwell Banker Residential Brokerage	46	\$28,089,500	33	\$19,344,000	79	\$47,433,500
39	Patricia E Stack	Weichert, REALTORS	35.5	\$34,313,500	11	\$12,427,820	46.5	\$46,741,320
40	Christopher J White	Long & Foster Real Estate, Inc.	44	\$33,506,300	11	\$12,945,000	55	\$46,451,300
41	Raymond A Gernhart	RE/MAX Executives	30	\$20,265,740	42	\$25,974,670	72	\$46,240,408
42	Eve M Weber	Long & Foster Real Estate, Inc.	40.5	\$28,202,796	32	\$17,726,800	72.5	\$45,929,600
43	Roy Kohn	Redfin Corporation	69	\$44,236,120	1	\$1,355,000	70	\$45,591,120
44	Melissa A Larson	KW Metro Center	25	\$36,028,640	6	\$9,474,650	31	\$45,503,288
45	Elizabeth A Twigg	McEnearney Associates, Inc.	27	\$34,541,000	9	\$10,924,000	36	\$45,465,000
46	Patricia Ammann	Redfin Corporation	17.5	\$10,114,912	42	\$34,894,876	59.5	\$45,009,788
47	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	21.5	\$33,343,000	6	\$11,623,270	27.5	\$44,966,272
48	Janet Pearson	Pearson Smith Realty, LLC	79	\$44,467,464	0	\$0	79	\$44,467,464
49	Eli Tucker	RLAH Real Estate	22	\$18,083,600	28.5	\$26,116,600	50.5	\$44,200,200
50	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	98	\$43,324,700	1	\$850,000	99	\$44,174,700
51	Megan Buckley Fass	FASS Results, LLC.	22	\$19,592,056	27	\$24,319,150	49	\$43,911,204
52	Deyi S Awadallah	D.S.A. Properties & Investments LLC	85	\$42,533,216	1	\$619,450	86	\$43,152,668
53	Bichlan N DeCaro	EXP Realty, LLC.	13.5	\$12,717,750	43.5	\$30,277,176	57	\$42,994,924

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Jillian Keck Hogan	McEnearney Associates, Inc.	18	\$13,010,500	40	\$29,771,680	58	\$42,782,180
55	Victoria (Tori) McKinney	KW Metro Center	30.5	\$27,796,844	17.5	\$14,442,737	48	\$42,239,580
56	Gitte Long	Redfin Corporation	53	\$27,855,432	19	\$13,321,300	72	\$41,176,732
57	Lisa Dubois-Headley	RE/MAX West End	33.5	\$26,076,750	20	\$14,639,600	53.5	\$40,716,352
58	Christina M O'Donnell	RE/MAX West End	18.5	\$15,728,250	28	\$24,896,252	46.5	\$40,624,500
59	Debbie P Kent	Cottage Street Realty LLC	65	\$37,379,424	4	\$2,418,301	69	\$39,797,724
60	Steven C Wydler	Compass	21.5	\$26,822,500	9	\$12,820,900	30.5	\$39,643,400
61	Jason Cheperdak	Samson Properties	14.5	\$8,461,025	58.5	\$31,007,772	73	\$39,468,796
62	Diane U Freeman	Redfin Corporation	12	\$5,949,002	55	\$33,080,800	67	\$39,029,800
63	Rheema H Ziadeh	Redfin Corporation	65.5	\$33,979,500	8	\$4,730,000	73.5	\$38,709,500
64	Viktorija Piano	Keller Williams Realty	35	\$29,833,900	11	\$8,823,890	46	\$38,657,792
65	Kristina S Walker	Keller Williams Realty Falls Church	23	\$13,850,500	37.5	\$24,747,500	60.5	\$38,598,000
66	Ashley C Leigh	Linton Hall Realtors	61	\$31,672,150	10	\$6,631,500	71	\$38,303,648
67	Ryan Rice	Keller Williams Capital Properties	32	\$14,305,400	41	\$23,663,500	73	\$37,968,900
68	Dinh D Pham	Fairfax Realty Select	23	\$13,126,300	44	\$24,785,558	67	\$37,911,856
69	Brian D MacMahon	Redfin Corporation	20	\$10,087,800	45	\$27,447,000	65	\$37,534,800
70	Wes W Stearns	M. O. Wilson Properties	55	\$26,375,750	21	\$11,113,900	76	\$37,489,648
71	Barbara G Beckwith	McEnearney Associates, Inc.	19	\$23,871,100	7	\$13,304,600	26	\$37,175,700
72	Cathy V Pongmalai	Frankly Real Estate Inc	32	\$22,844,114	21	\$14,196,790	53	\$37,040,904
73	Marianne K Prendergast	Washington Fine Properties, LLC	19	\$25,310,350	9	\$11,216,800	28	\$36,527,152
74	John Coles	Thomas & Talbot Real Estate	12.5	\$35,526,500	1	\$965,000	13.5	\$36,491,500
75	Jennifer H Thornett	Washington Fine Properties, LLC	8	\$19,918,684	5.5	\$16,509,600	13.5	\$36,428,284
76	Kendell A Walker	Redfin Corporation	22	\$11,718,400	45	\$24,516,480	67	\$36,234,880
77	Jill Judge	Keller Williams Realty	19	\$11,749,500	44	\$24,369,100	63	\$36,118,600
78	Carolyn A Capalbo	Long & Foster Real Estate, Inc.	45	\$23,795,936	21	\$12,279,300	66	\$36,075,236
79	Sue G Smith	RE/MAX Premier	38	\$25,321,322	17	\$9,942,900	55	\$35,264,224
80	Joan M Reimann	McEnearney Associates, Inc.	21.5	\$17,396,408	25	\$17,855,704	46.5	\$35,252,112
81	Laura R Schwartz	McEnearney Associates, Inc.	15	\$13,211,375	20	\$21,902,120	35	\$35,113,496
82	Heather E Heppe	RE/MAX Select Properties	30	\$22,955,470	15	\$11,840,285	45	\$34,795,756
83	Abuzar Waleed	RE/MAX Executives LLC	37.5	\$16,781,350	43.5	\$17,912,288	81	\$34,693,636
84	Paramjit K Bhamrah	Redfin Corporation	57.5	\$32,771,472	2	\$1,805,000	59.5	\$34,576,472
85	Lisa E Thompson	Hunt Country Sotheby's International Realty	23.5	\$29,369,496	4	\$5,080,500	27.5	\$34,449,996
86	Piper Gioia Yerks	Washington Fine Properties, LLC	9.5	\$20,229,250	7	\$13,899,350	16.5	\$34,128,600

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Lyssa B Seward	TTR Sotheby's International Realty	20	\$14,288,457	21	\$19,810,588	41	\$34,099,044
88	Elizabeth W Conroy	Keller Williams Realty	20	\$23,098,750	10	\$10,874,000	30	\$33,972,748
89	Jeddie R Busch	Coldwell Banker Residential Brokerage	16	\$11,870,980	30	\$21,407,508	46	\$33,278,488
90	Irene M deLeon	Redfin Corporation	52	\$30,212,260	5	\$2,988,838	57	\$33,201,096
91	Yony Kifle	KW Metro Center	9.5	\$4,089,000	65	\$29,078,324	74.5	\$33,167,324
92	Ashraf Morsi	Keller Williams Realty	34.5	\$23,604,988	13.5	\$9,455,892	48	\$33,060,880
93	Jessica S Richardson	Compass	15	\$14,347,000	17	\$18,440,400	32	\$32,787,400
94	Anna Vidal	Keller Williams Realty	28	\$11,948,295	49	\$20,740,370	77	\$32,688,664
95	Lisa T Smith	Pearson Smith Realty, LLC	29	\$20,856,100	20	\$11,804,780	49	\$32,660,880
96	Katharine R Christofides	Century 21 New Millennium	16.5	\$8,759,805	44	\$23,745,054	60.5	\$32,504,860
97	Candee Currie	Redfin Corporation	49.5	\$32,446,900	0	\$0	49.5	\$32,446,900
98	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	10.5	\$11,849,000	9	\$20,565,000	19.5	\$32,414,000
99	Lizzie A Helmig	Keller Williams Realty	21	\$9,323,930	45	\$23,028,740	66	\$32,352,672
100	Elizabeth L Kovalak	Keller Williams Realty	20	\$11,479,000	31	\$20,685,700	51	\$32,164,700
101	William F Hoffman	Keller Williams Realty	14	\$17,621,000	14	\$14,438,680	28	\$32,059,680
102	Katie E Wethman	Keller Williams Realty	15	\$9,427,350	28	\$22,518,532	43	\$31,945,880
103	Jacob Smith Hamilton	Compass	29	\$16,802,368	29	\$15,004,800	58	\$31,807,168
104	Kristen K Jones	McEneaney Associates, Inc.	7	\$8,685,000	15	\$23,064,056	22	\$31,749,056
105	Danilo D Bogdanovic	Redfin Corporation	55	\$27,168,400	8	\$4,576,899	63	\$31,745,300
106	Dina R Gorrell	Redfin Corporation	53	\$30,118,422	2	\$1,540,000	55	\$31,658,422
107	Cricket Bedford	Thomas & Talbot Real Estate	13.5	\$17,649,000	8	\$13,749,000	21.5	\$31,398,000
108	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	8	\$3,630,400	47	\$27,729,358	55	\$31,359,758

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
109	Fouad Talout	Long & Foster Real Estate, Inc.	9	\$17,679,500	11	\$13,652,687	20	\$31,332,188
110	William B Prendergast	Washington Fine Properties, LLC	13	\$18,260,350	11	\$12,885,550	24	\$31,145,900
111	Branden L Woodbury	Redfin Corporation	65	\$26,695,596	10	\$4,175,200	75	\$30,870,796
112	Elizabeth Kline	RE/MAX 100	34.5	\$21,393,756	18	\$9,475,280	52.5	\$30,869,036
113	Kevin E LaRue	Century 21 Redwood Realty	31	\$18,851,780	16	\$11,991,290	47	\$30,843,070
114	Ana Lucia Ron	ANR Realty, LLC	103	\$30,806,000	0	\$0	103	\$30,806,000
115	Ruth M Cotter	Redfin Corporation	63	\$29,759,440	1	\$800,000	64	\$30,559,440
116	Karen A Briscoe	Keller Williams Realty	22.5	\$25,970,950	6.5	\$4,537,027	29	\$30,507,976
117	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	20	\$22,296,380	8	\$8,202,240	28	\$30,498,620
118	Lauryn E Eadie	Keller Williams Realty	22.5	\$13,605,650	25.5	\$16,655,788	48	\$30,261,438
119	Lauren A Bishop	McEneaney Associates, Inc.	10.5	\$17,457,800	10	\$12,684,700	20.5	\$30,142,500
120	Natalie Wiggins	Redfin Corporation	55.5	\$27,601,740	4	\$2,513,000	59.5	\$30,114,740
121	Mara D Gemond	Redfin Corporation	11	\$6,522,918	36	\$23,417,900	47	\$29,940,818
122	Nathan Daniel Johnson	Keller Williams Capital Properties	45	\$17,277,124	26	\$12,616,950	71	\$29,894,074
123	Kevin J Carter	RE/MAX Select Properties	19	\$11,640,211	28	\$18,190,030	47	\$29,830,241
124	Robert T Ferguson Jr.	RE/MAX Allegiance	30	\$21,135,100	15	\$8,629,400	45	\$29,764,500
125	Andrea M Hayes	Living Realty, LLC.	29	\$14,763,498	27	\$14,916,431	56	\$29,679,928

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Kamal Parakh	Customer Realty LLC	22	\$10,534,245	30	\$19,126,400	52	\$29,660,644
127	Robyn B Bomar	Compass	21	\$16,128,900	16	\$13,349,430	37	\$29,478,330
128	Linh T Aquino	Redfin Corporation	59	\$27,271,484	5	\$2,133,000	64	\$29,404,484
129	Josh Dukes	KW Metro Center	26.5	\$12,015,600	36.5	\$17,279,352	63	\$29,294,952
130	Darren E Robertson	Keller Williams Fairfax Gateway	21	\$9,398,824	46	\$19,577,150	67	\$28,975,974
131	Benjamin J Grouby	Redfin Corporation	46	\$26,127,420	4	\$2,812,000	50	\$28,939,420
132	David L Smith	Coldwell Banker Residential Brokerage	5.5	\$2,374,500	45	\$26,520,800	50.5	\$28,895,300
133	Jack D Work	RE/MAX Allegiance	20	\$14,569,190	16	\$14,161,500	36	\$28,730,690
134	Dilyara Daminova	Samson Properties	14	\$5,230,400	59	\$23,443,756	73	\$28,674,156
135	Ahmad T Ayub	Redfin Corporation	10	\$5,200,050	40	\$23,437,040	50	\$28,637,090
136	Tana M KEEFFE	Long & Foster Real Estate, Inc.	16	\$16,458,140	12	\$12,045,900	28	\$28,504,040
137	Alexander J Bracke	Pearson Smith Realty, LLC	39.5	\$20,399,804	18	\$7,920,305	57.5	\$28,320,108
138	Lisa Bradford	Long & Foster Real Estate, Inc.	20	\$16,009,000	17	\$12,250,390	37	\$28,259,390
139	Micah A Corder	Washington Fine Properties, LLC	8	\$19,918,684	5.5	\$8,154,940	13.5	\$28,073,624
140	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	23	\$10,141,884	38	\$17,915,384	61	\$28,057,268
141	Brian J Gaverth	Redfin Corporation	45.5	\$25,833,596	4	\$2,177,100	49.5	\$28,010,696
142	Troy J Sponaule	Samson Properties	9	\$5,251,308	34	\$22,670,530	43	\$27,921,838
143	William E Close	KW Metro Center	20	\$11,807,000	23	\$15,989,999	43	\$27,797,000
144	Brad C Kintz	Long & Foster Real Estate, Inc.	42	\$23,617,040	6	\$4,077,900	48	\$27,694,940
145	Mercy F Lugo-Struthers	Casals, Realtors	4.5	\$1,509,000	67.5	\$26,151,500	72	\$27,660,500
146	Albert D Pasquali	Redfin Corporation	5	\$2,248,600	45	\$25,411,584	50	\$27,660,184

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
147	Cheryl L Hanback	Redfin Corporation	0	\$0	46	\$27,609,200	46	\$27,609,200
148	Benjamin D Heisler	Pearson Smith Realty, LLC	30	\$19,238,004	13	\$8,361,144	43	\$27,599,148
149	Peter J Braun Jr.	Long & Foster Real Estate, Inc.	27	\$17,494,500	15.5	\$10,018,895	42.5	\$27,513,396
150	Gregory A Wells	Keller Williams Realty	24	\$15,301,751	20	\$12,125,019	44	\$27,426,770
151	Marion Gordon	KW Metro Center	29.5	\$21,201,430	8	\$6,208,500	37.5	\$27,409,930
152	Thomas R Moffett Jr.	Redfin Corporation	37.5	\$20,270,250	11	\$7,132,100	48.5	\$27,402,350
153	Guy F Golan	Redfin Corporation	6	\$2,895,500	38	\$24,472,312	44	\$27,367,812
154	Blake Davenport	Long & Foster Real Estate, Inc.	2	\$1,246,000	44	\$25,995,096	46	\$27,241,096
155	Claudia V Cornejo	Fairfax Realty of Tysons	23.5	\$7,356,800	65	\$19,772,384	88.5	\$27,129,184
156	Catherine B DeLoach	Long & Foster Real Estate, Inc.	28.5	\$19,527,286	8	\$7,541,000	36.5	\$27,068,286
157	Abel Aquino	Redfin Corporation	47	\$21,753,350	10	\$5,175,000	57	\$26,928,350
158	Andrew J Biggers	Keller Williams Realty Falls Church	24	\$18,426,958	13	\$8,415,425	37	\$26,842,384
159	Margaret J Czapiewski	Keller Williams Realty	37.5	\$17,466,830	19	\$9,351,700	56.5	\$26,818,530
160	Joseph K Dao	Redfin Corporation	23	\$11,567,711	23	\$15,204,200	46	\$26,771,912
161	Debra Meighan	Washington Fine Properties, LLC	10.5	\$15,747,000	13	\$10,950,500	23.5	\$26,697,500
162	Mickey Glassman	RE/MAX Premier	37	\$21,116,500	8	\$5,508,500	45	\$26,625,000
163	Gabriel Deukmaji	KW Metro Center	22.5	\$18,125,282	6	\$8,377,400	28.5	\$26,502,682
164	Matthew R Elliott	Keller Williams Realty	20.5	\$13,137,200	20	\$13,328,650	40.5	\$26,465,850
165	Sridhar Vemuru	Aragami, LLC	14	\$7,712,700	27	\$18,703,796	41	\$26,416,496
166	David A Moya	KW Metro Center	18	\$14,702,175	12	\$11,631,000	30	\$26,333,176
167	Patricia Fales	RE/MAX Allegiance	23.5	\$17,777,900	13	\$8,451,552	36.5	\$26,229,452
168	Michael S Webb	RE/MAX Allegiance	16	\$9,826,344	32	\$16,379,900	48	\$26,206,244
169	Christine G Richardson	Weichert Company of Virginia	21	\$17,376,800	13	\$8,746,280	34	\$26,123,080
170	Ryan R Mills	Redfin Corporation	11	\$5,554,900	38.5	\$20,563,338	49.5	\$26,118,238
171	Heather Carlson	RE/MAX Allegiance	25	\$13,574,740	19	\$12,501,863	44	\$26,076,604
172	Peter Pejacsevich	Middleburg Real Estate	8	\$10,354,250	9	\$15,485,000	17	\$25,839,250
173	Michael McConnell	Redfin Corporation	12.5	\$5,141,950	39	\$20,649,376	51.5	\$25,791,328
174	Christine R Garner	Weichert, Realtors	21	\$18,984,350	8	\$6,519,000	29	\$25,503,350
175	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	26.5	\$12,382,198	25.5	\$13,087,873	52	\$25,470,072
176	Jon B DeHart	Long & Foster Real Estate, Inc.	20	\$12,801,110	22.5	\$12,622,700	42.5	\$25,423,810
177	Conor Sullivan	KW Metro Center	18.5	\$15,019,725	13	\$10,400,990	31.5	\$25,420,716
178	Matias Leiva	Keller Williams Chantilly Ventures LLC	21.5	\$12,197,140	19	\$13,115,900	40.5	\$25,313,040
179	Aaron Podolsky	Compass	19	\$10,549,162	19	\$14,719,500	38	\$25,268,662

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Jon P Blankenship	Pearson Smith Realty, LLC	21.5	\$13,268,248	18	\$11,900,700	39.5	\$25,168,948
181	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	12.5	\$20,526,000	4	\$4,599,000	16.5	\$25,125,000
182	Shahab Sariri	Redfin Corporation	39	\$22,101,846	5	\$2,934,012	44	\$25,035,858
183	William S Gaskins	Keller Williams Realty Falls Church	23	\$18,223,958	7	\$6,770,900	30	\$24,994,858
184	Sandra Shimono	Redfin Corporation	7	\$3,012,300	35	\$21,952,088	42	\$24,964,388
185	Tolga M Alper	Keller Williams Realty	25	\$13,424,950	23	\$11,411,900	48	\$24,836,850
186	Monique H Craft	Weichert, Realtors	20.5	\$12,157,601	23	\$12,641,110	43.5	\$24,798,712
187	Andre M Perez	Compass	8.5	\$6,279,194	14.5	\$18,384,450	23	\$24,663,644
188	Tracy L Vitali	Coldwell Banker Residential Brokerage	18	\$11,679,534	19	\$12,940,589	37	\$24,620,124
189	Charlet H Shriner	RE/MAX Premier	21	\$12,060,508	22	\$12,503,250	43	\$24,563,758
190	Lex Lianos	Compass	17	\$10,071,735	23	\$14,338,715	40	\$24,410,450
191	Natalie H McArtor	Long & Foster Real Estate, Inc.	27	\$15,486,927	17	\$8,894,872	44	\$24,381,800
192	Sarah Harrington	Long & Foster Real Estate, Inc.	17.5	\$14,719,478	13	\$9,552,800	30.5	\$24,272,278
193	Denean N Lee Jones	Redfin Corporation	10.5	\$5,330,400	34.5	\$18,853,920	45	\$24,184,320
194	Spencer R Marker	Long & Foster Real Estate, Inc.	32	\$20,687,900	6	\$3,468,000	38	\$24,155,900
195	Katherine D Colville	Century 21 Redwood Realty	27.5	\$12,947,550	20	\$11,186,500	47.5	\$24,134,050
196	Joan Stansfield	Keller Williams Realty	17	\$13,377,049	19	\$10,712,300	36	\$24,089,348
197	Amanda White	Nova Home Hunters Realty	17.5	\$7,757,197	38	\$16,315,700	55.5	\$24,072,896
198	Lymaris Lee Hosage	Federated Realty, LLC	48	\$23,360,830	1	\$699,990	49	\$24,060,820
199	Vicky Z Noufal	Pearson Smith Realty, LLC	30	\$22,239,524	3	\$1,699,990	33	\$23,939,516
200	Joseph L Dettor	Keller Williams Fairfax Gateway	31	\$17,873,644	10	\$6,022,900	41	\$23,896,544

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Michael B Dotterweich	RE/MAX Gateway, LLC	19.5	\$15,391,000	11	\$8,487,130	30.5	\$23,878,130
202	Mansoor Dar	KW Metro Center	11	\$14,820,999	8	\$9,045,000	19	\$23,866,000
203	Sherif Abdalla	Compass	10	\$14,329,785	4.5	\$9,480,000	14.5	\$23,809,784
204	Heather C Corey	TTR Sotheby's International Realty	12.5	\$16,912,500	5.5	\$6,895,000	18	\$23,807,500
205	Michael C Rush	Long & Foster Real Estate, Inc.	26.5	\$15,013,000	11	\$8,731,068	37.5	\$23,744,068
206	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	24	\$17,833,900	8	\$5,818,525	32	\$23,652,424
207	Michelle A Sagatov	Washington Fine Properties	8.5	\$10,312,500	12	\$13,328,320	20.5	\$23,640,820
208	Venugopal Ravva	Maram Realty LLC	3	\$1,470,000	39	\$22,138,400	42	\$23,608,400
209	Diane V Lewis	Washington Fine Properties, LLC	17.5	\$17,952,500	5	\$5,646,757	22.5	\$23,599,256
210	Diane C Basheer	Diane Cox Basheer Real Estate, Inc.	17	\$19,463,552	4	\$4,104,671	21	\$23,568,222
211	Theresa Valencic	Long & Foster Real Estate, Inc.	8	\$12,998,000	5	\$10,565,000	13	\$23,563,000
212	Vladimir Dallenbach	TTR Sotheby's International Realty	6	\$4,695,000	28	\$18,824,368	34	\$23,519,368
213	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	30	\$19,295,096	8	\$4,157,700	38	\$23,452,796
214	William R Davis	Century 21 New Millennium	24.5	\$19,136,056	5	\$4,245,987	29.5	\$23,382,042
215	Douglas Ackerson	Redfin Corporation	13.5	\$6,362,427	30	\$16,999,500	43.5	\$23,361,928
216	Tanya R Johnson	Keller Williams Realty	19.5	\$12,101,900	20	\$11,220,800	39.5	\$23,322,700
217	John E Grzejka	Pearson Smith Realty, LLC	22	\$15,373,150	9.5	\$7,907,116	31.5	\$23,280,266
218	Jin Chen	Pearson Smith Realty, LLC	22	\$10,606,090	25	\$12,577,681	47	\$23,183,772
219	John S McCambridge	Samson Properties	17.5	\$11,641,700	17	\$11,474,700	34.5	\$23,116,400
220	Gail Romansky	Pearson Smith Realty, LLC	22	\$17,977,100	7	\$5,097,000	29	\$23,074,100
221	Jonathan J Fox	Compass	18	\$16,715,611	9	\$6,300,000	27	\$23,015,612
222	Maria E Fernandez	Compass	6	\$3,927,635	21	\$19,064,710	27	\$22,992,344
223	Danielle C Carter	Redfin Corporation	50	\$19,687,200	8	\$3,284,530	58	\$22,971,728
224	Cristina B Dougherty	Long & Foster Real Estate, Inc.	22.5	\$14,039,395	15	\$8,867,400	37.5	\$22,906,796
225	To-Tam Le	Redfin Corporation	2	\$789,000	37	\$22,112,830	39	\$22,901,830
226	Deborah L Frank	Deb Frank Homes, Inc.	30	\$21,523,024	1	\$1,280,000	31	\$22,803,024
227	Sheila A Zelghi	Samson Properties	13	\$6,789,502	32.5	\$16,001,196	45.5	\$22,790,698
228	Natalie Perdue	Long & Foster Real Estate, Inc.	8	\$5,567,500	28	\$17,188,400	36	\$22,755,900
229	Megan E Duke	Keller Williams Realty	13	\$9,421,650	17.5	\$13,246,600	30.5	\$22,668,250
230	Charles Witt	Nova Home Hunters Realty	17	\$8,906,950	20	\$13,742,200	37	\$22,649,150
231	Ryane Johnson	Keller Williams Capital Properties	24	\$10,861,150	23	\$11,749,388	47	\$22,610,538
232	Tracy B Dunn	McEneaney Associates, Inc.	16	\$12,468,000	12	\$10,114,507	28	\$22,582,508
233	Billy Buck	William G. Buck & Assoc., Inc.	13	\$10,173,785	14	\$12,389,890	27	\$22,563,676

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Daniel MacDonald	TTR Sotheby's International Realty	22	\$20,072,700	4	\$2,472,400	26	\$22,545,100
235	Lisa A Thompson	Weichert, REALTORS	24	\$12,315,800	17	\$10,210,650	41	\$22,526,450
236	LeAnne C Anies	Property Collective	30	\$16,063,500	12	\$6,440,390	42	\$22,503,890
237	Toby M Lim	Compass	8	\$4,882,000	22.5	\$17,596,272	30.5	\$22,478,272
238	Mona Banes	TTR Sothebys International Realty	9	\$9,305,250	18	\$13,151,106	27	\$22,456,356
239	Mark A Laing	Berkshire Hathaway HomeServices PenFed Realty	20	\$13,628,900	12	\$8,811,780	32	\$22,440,680
240	Ann Marie Wilson	KW Metro Center	16	\$14,545,410	11	\$7,748,300	27	\$22,293,710
241	Carolyn A Young	RE/MAX Premier	27	\$16,815,628	9	\$5,422,950	36	\$22,238,580
242	A. Casey O'Neal	Compass	22.5	\$15,566,576	9.5	\$6,664,350	32	\$22,230,926
243	Brian P Whritenour	Living Realty, LLC.	19.5	\$9,981,838	22	\$12,084,076	41.5	\$22,065,914
244	Alireza Daneshzadeh	Samson Properties	3	\$1,050,900	43	\$20,988,624	46	\$22,039,524
245	Shaun Murphy	Compass	14	\$8,347,225	20	\$13,631,260	34	\$21,978,484
246	Katherine Massetti	Keller Williams Realty	9	\$4,927,645	30	\$17,046,500	39	\$21,974,144
247	Brett D Rice	RE/MAX Executives	12	\$11,774,000	10	\$10,154,700	22	\$21,928,700
248	Heidi F Robbins	William G. Buck & Assoc., Inc.	11	\$9,454,785	13.5	\$12,472,790	24.5	\$21,927,576
249	Jon C Silvey	Pearson Smith Realty, LLC	22	\$15,205,000	10	\$6,572,760	32	\$21,777,760
250	Patrick D O'Keefe	RE/MAX Gateway, LLC	14	\$8,736,800	20	\$13,018,400	34	\$21,755,200

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How it Works

loanDepot aggregates digital inquiries, pre-qualifies buyers and works with our sister company, mellohome to match them with local real estate agents!

1. Borrower(s)

Borrower(s) complete an online inquiry and connects with the Loan Consultant.

2. Loan Consultant

loanDepot Loan Consultant establishes relationship, gathers info, pre-qualifies the client and continues to work with the borrower until they are ready to begin their home search.

3. Concierge

Borrower is referred to mellohome concierge team member to be matched with an expert local real estate agent.

4. Real Estate Agent

Top local real estate agent connects with borrower and begins helping them find the home of their dreams.

Contact us to learn about what mellohome can do for you!



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