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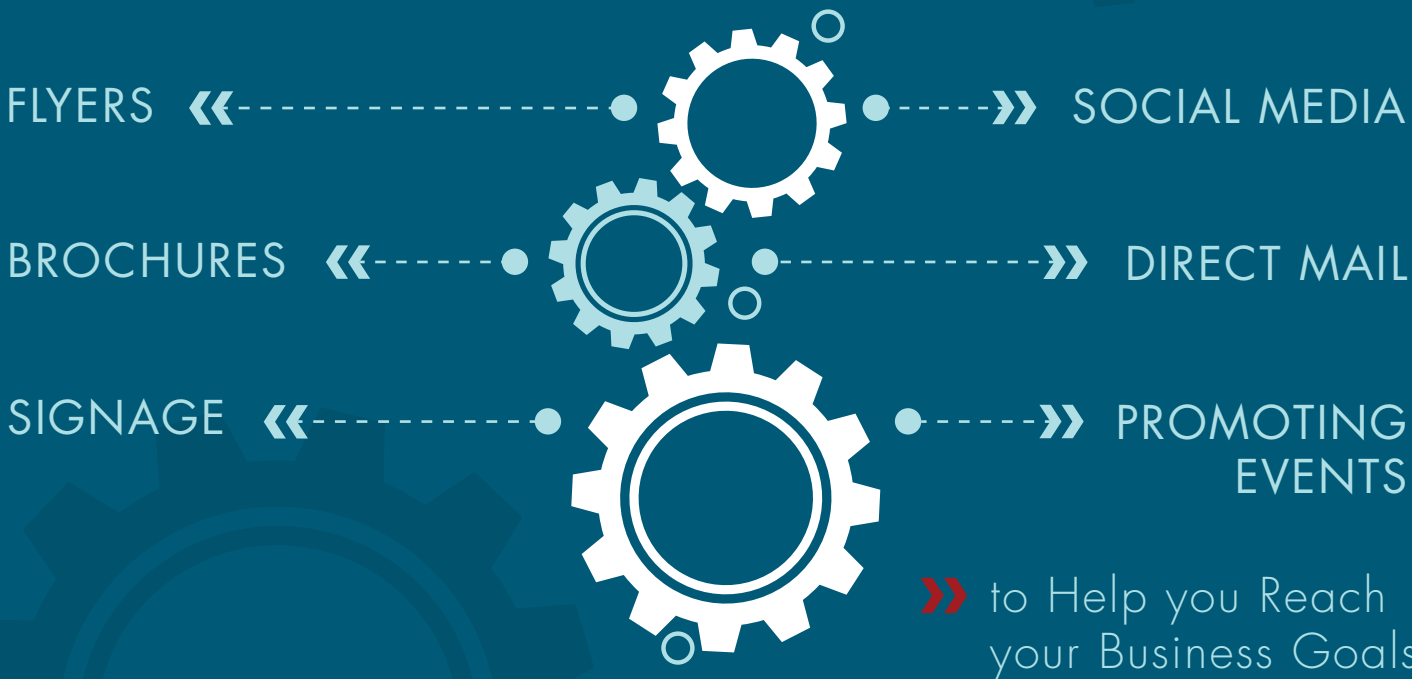
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» publisher's note

HAPPY INDEPENDENCE DAY!

Dear Real Producers,

When thinking about Independence and our country this morning, I pondered the lens with which we choose to look at the world. Do we choose to be grateful for all the sacrifices of those who went before us and realize there is always room to grow and evolve? Do we look through the lens of the acts of violence and hatred committed this past year? Living in this area of Northern Virginia and the D.C. metro area, we feel the pulse of our country more poignantly, perhaps, than anywhere else.

I personally choose to see through a lens of kindness and growth. We are fortunate and always have room to evolve... together. Our country, not unlike many others, was born of people who had higher standards and expectations for themselves and their children. They then fought for the ability to achieve those standards. Nothing great was ever a walk in the park. I believe our Real Producers can relate to that! High achievers are born from higher standards.



Our community is bursting with robust diversity and collective wisdom. As a melting pot of the world, we have the opportunity, here, to learn from each other on a scale I only dreamed of in my one-stoplight town in the midwest. I love my hometown, but dreamed of a place where diversity was commonplace and no one thinks twice about the color of anyone's skin, a person's sexual orientation, religion, or country of origin. We are all human and on this journey together.

I'm personally proud to be on this great journey with our *Real Producers* community. Thank you for your diverse gifts and the wisdom you bring to our group.

With love,



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P.S. We will see you soon, on July 22nd, for our next big event!

P.P.S. Check out our photos of our 2020 '40 Under 40' May Mixer event on page 52!!



What are your favorite podcasts?



JOSH DUKES
Keller Williams Realty

I LOVE the *BiggerPockets* podcast. It focuses on real estate investing and great methods on how to evaluate properties quickly so you don't miss an opportunity. Also, I love *Think Like a CEO*, that is co-hosted by Jay Papasan and Gary Keller. They teach agents how to run their biz from the eyes of a CEO. It is a must-listen series!



MICHELLE SAGATOV
Washington Fine Properties

Favorite Podcasts, to name a few:

- *The Skimm*
- *The Daily*
- *The Tim Ferriss Show*
- *Unlocking Us*, with Brené Brown
- *Just Women's Sports*



LAUREN HEISEY
Keller Williams Realty

Honestly, none! I am on the phone so much that I don't. If I listen to anything, I am listening to music.



DEBRA MCELROY
CENTURY 21 New Millennium

- *The Brian Buffini Show*
- *Kingdom Driven Entrepreneur*



KATY DONOVAN
Keller Williams Realty

Some of my favorite podcasts are:

- *Inman*
- *Think like a CEO*
- *Win Make Give*
- *Tom Ferry*



GAYLE BAILEY
Keller Williams Realty

Robinhood Snacks (LOVE THIS ONE and listen daily). I love *Robinhood Snacks*. It packs three financial stories that are current and relevant you may or may not hear about in the news into five-minutes-or-less Cliff Notes about what's going on, why, and how it impacts the market for each story. It's quick, to the point, and takes 15 minutes or so.



DUSTIN FOX
Pearson Smith Realty

I love *Founders!* It's a subscription-based podcast (\$50 a year) that summarizes business biographies. Not real estate-related, but there are so many ideas that you can borrow from outside our industry to make your business stronger. Highly recommend!



MICHELE BARRERA
Compass

I actually do not listen to podcasts. I live about 30 minutes from D.C., where I sell most of my homes. I take my driving time as an opportunity to call current clients with updates or I call past clients and let them know I will be in the area to see if they want to catch up and have some coffee, or, better yet, bagels. I am currently reading *The Consultative Real Estate Agent: Building Relationships That Create Loyal Clients, Get More Referrals, and Increase Your Sales*.



RENATA BRIGGMAN
KW Metro Center

- *The Tim Ferriss Show*
- *Political Gabfest*
- *This American Life!*



MEREDITH HANNAN
Century 21 Redwood Realty

I have been listening to *The Bible in a Year*, by Fr. Mike Schmitz. I love how he explains the passages and makes you look at the stories in a different way. It's a great way to focus me on what is important in this crazy year.



FRED WESTERLUND
MBH Settlement Group

My favorite podcasts are *Wall Street Breakfast* (morning briefing on Wall Street Journal news), *3 & Out* (a former scout's perspective on NFL news), and Dan Carlin's *Hardcore History* (I'm a history buff and Carlin is incredible). There are several others concerning real estate, business news, politics, religion, history, and sports but these are the three I've been listening to most recently.



ARTURO CRUZ
Keller Williams Realty

BiggerPockets, for sure.



HANNAH WON
Pearson Smith Realty

My favorite podcasts are *Unlocking Us* and *Dare to Lead* by Brené Brown. I try to read as many books as I can from the people she interviews. She has gotten me through quarantine and a lot of difficult situations!



JOSH GREENE
Eastern Title & Settlement

I really enjoy *The Joe Rogan Experience*. He covers everything from sports to politics. His guest list is everyone you would want to find out more about but can't unless you listen to his podcast.



JANICE SPEARBECK GHEYSENS
Keller Williams Capital Properties

Robinhood Snacks. HYHYSO? (Have you had your Snacks Daily)? It's a M-F business podcast in 20 minutes or less. The hosts are funny, and it's a great synopsis of things going on in the corporate world. After all, Realtors own their own businesses!



IAN MCVEIGH
Samson Properties

Anything to do with sports! Usually Dan Patrick.



ALLI COLLIER
Keller Williams Realty

My favorite podcast is *Against The Odds*. It is a newer podcast by Wonderly, with only two seasons thus far, but it covers stories where people make it through situations with nearly impossible odds of survival. Goes to show just how much we are capable of!



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~John W. Irvin, Jr.,
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words by wade
By Wade Vander Molen

The Benefits of Having a **WEBSITE INTRODUCTION VIDEO**

YOU KNOW WHAT GETS REALLY OLD AND FRUSTRATING?

Meeting someone in a business situation and having to explain to them “what” you do and “why” they should work with you (your entire value proposition). It’s kind of like dating, where you meet someone and have to tell him or her where you are from and your likes/dislikes, etc. After a while, telling the same story gets really old. Wouldn’t it be nice if your clients and prospects just knew this information in advance so you can just get to the good part...doing business together? This can be accomplished by creating a website introduction video. You may notice these types of videos are not prominent, as most REALTORS® have company websites, cookie-cutter websites, or, perhaps, none at all. This exact reason is why you should create one of these videos.

Do Your Prospects a Favor

Do them a big favor and let your audience get to know you up front. Let your prospects know who you are and what you are about—what makes you valuable to them. The main goal is to get your ideal client and prospects onto your website and to keep them there. These website introduction videos will do just that. Another reason you should consider adding a video to the front of your website is because your competitors will likely

not do it. We know video is one of the best ways to convey a message to a target audience. More eyes to you and your business usually means more opportunities at clients.

Does the Video Need to be Professional?

It depends on your personal preference and how you want people to see you. I would recommend, at minimum, the video be high quality and have great audio. If people have a hard time hearing or understanding you, they will click off pretty fast. The video doesn’t have to be professionally done but you do want it to reflect the best version of who you are. I look at a website introduction video as an investment in your business. Do you pay for other things in your business that have far less value? If this is the first thing people see when they land on your website, then what would you want that to look like?

The other added benefit is this video can be housed on YouTube, which is the second most visited website in the world. Having your website introduction video in two places for even more visibility is very important. In 2021, it’s a competition for eyeballs, and knowing how to capture those eyes will provide you a leg up for future clients and referrals.

Getting Over the Fear

Many REALTORS® have a fear of being on camera. The camera is your friend, and the gateway to far more visibility for your real estate business. Whatever anxieties you may have, I would leave them at the door because for every person not willing to take the leap and expand their real estate marketing there is a hungry up-and-comer who will. Take that leap and create a website introduction video so people can meet and learn about you before you ever meet them.



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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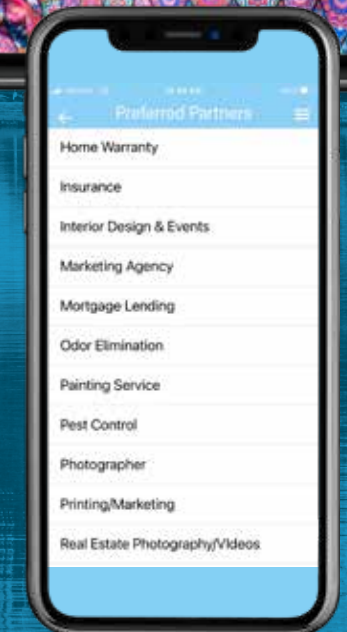
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» marketing matters
By Todd Lebowitz

BOOST INTEREST IN YOUR LISTINGS

In a market where there is more interest than inventory, houses will sell quickly. But sometimes, you come across a listing that just doesn't sell as fast (or as fast as your clients need it to). There are a few ways to remedy this, and the more prepared you are with creative ideas to sell that hard-to-move listing, the faster you'll be able to find the perfect buyers.

Highlight Unique Features

People love to know what makes a house different and special. Show off some of the unique features and highlight the best attributes to increase interest. Use your marketing and showings to explain what makes this home different from other houses at similar price points. This way, clients will see what makes this specific home worth the asking price.

Stage or Re-Stage

Often, part of the problem is that buyers can't picture themselves living in the home. Getting a home professionally staged can help show off different features of the house and define the rooms. For example, stage a partially unfinished basement as an in-home workout room.

Host a Virtual Open House

Open houses are usually a great way to draw in interested buyers, but social distancing has made the home-search process a bit more complicated. While open houses are still happening in some locations, some people may be less interested in viewing a home in person. Consider hosting a virtual open house or recording a video tour for buyers to watch later. Virtual tours allow prospective buyers to get a feel for the new house without leaving the safety of their current home.

Send Out More Consistent Marketing

A great way to capture more interest is to send out more consistent marketing. Send out brochures, postcards, and emails, and make it clear to your audience that this house is for sale and it is going to be an excellent fit for one of them. If people aren't aware that a home is for sale, they won't know it's available to view.



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

ABOUT MY MARKETING MATTERS

Since 1982, My Marketing Matters (MMM) has helped clients create and implement effective marketing solutions to reach their business goals. MMM is a full-service real estate marketing firm located in Gaithersburg, 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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MY CLIENTS ARE NOT PEOPLE...

What's Required When Entities Buy & Sell Real Estate

The first step of an agent's agency relationship is to fully understand who the client is and whether that client is authorized to buy/sell a property. The question we are frequently asked, especially with investment properties in Virginia, Maryland, and D.C, is, "What's required to buy/sell a property when my client is a LLC, corporation, partnership, or trust?" — a great question, which should be rephrased as, "Who am I actually dealing with, and who is authorized to sign the listing agreement, engagement agreement, and contract?"

When the client is not a human person (e.g., John W. Smith), three (3) crucial questions need to be addressed from the start of the engagement:

1. What is an entity?
2. Who has the authority to sign documents and bind the entity?
3. What documents are required for an entity to close the deal?

Let's take a look at these questions...

What is an entity?

An entity is separate from the individual, human person(s), you are dealing with for the transaction. You may be

dealing with John W. Smith, a human person, but he may be representing an entity in some capacity. Because an entity can take legal title to real estate, it's imperative to figure out who the true title owners are from the start of your engagement. Entities can be any of the following, which may also have the corresponding suffixes listed below in their name:

1. Corporation (Corp., Co., Inc., Ltd.)
2. Limited Liability Company (LLC, LC, or some variation)
3. Partnership (LP, LLP, or some variation, or nothing at all)
4. Trust (usually the word "Trust")

Who has the authority to sign documents and bind the entity?

Corporations

Corporations are governed by their board of directors, and corporate officers are appointed to carry out corporate actions. A corporation's bylaws, or Articles of Incorporation, will provide which officer (e.g., president, treasurer, etc.) has the power to execute contracts on behalf of, and bind, the corporation.

LLCs

LLCs are managed by a manager or managing member provided in the LLC operating agreement or by all LLC members. The operating agreement governs, but any LLC member, manager, or managing member can usually sign and bind the LLC to a contract.

Partnerships

Partnerships may take a few forms; however, a general partner must sign the contract to bind the partnership.

Trusts

Trusts may also take a few forms; however, the trustee(s) must sign a contract to bind the trust. The trust agreement or vesting deed should confer the power to purchase/sell real estate onto the trustee(s). When there are multiple trustees, the trust agreement will provide whether all trustees are required to sign or an individual trustee may sign and bind the trust

What documents are required to close?

Corporations

Corporations must provide a Resolution, approved by the board of directors, ratifying the contract and appointing an officer to sign all necessary documents. A Certificate of Good Standing, the Articles of Incorporation, and Bylaws must also be provided to the settlement company.

LLCs

With no manager or managing member, LLCs require an Affidavit signed by all LLC members ratifying the contract, acknowledging the names of existing members and certifying the company has not been dissolved. The settlement company will also need to review the Operating Agreement, if one exists.

Partnerships

Partnerships must provide their Partnership Agreement, if one exists; a copy of the Certificate of Limited Partnership, if a limited partnership; and an Affidavit signed by all partners ratifying the contract and certifying the partnership's current existence.

Trusts

Trusts must provide the Trust Agreement and all amendments thereto for the settlement company to review.

As always, it is best to let the settlement company know as soon as possible that your client is an ENTITY... and not people!



Frank McLaughlin is a licensed real estate settlement attorney with MBH Settlement Group in McLean, as well as the Managing Attorney and Founder of Francis Leo, PLLC. Frank has eight years of real estate experience, specializing as an attorney and counsel serving large, privately held commercial real estate owners.

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WORDS OF WISDOM FROM THIS MONTH'S FEATURES



RAY GERNHART
RE/MAX Executives
"If you try to make everybody like you, you're going to be so bland that nobody remembers you. If you get 10 percent of a small market, you're a rich man. Be confident. Don't emulate anyone. Be true to yourself but turn up the volume so everyone can hear. Don't be boring. Find your niche and own it."



KEVIN LARUE
Century 21 Redwood Realty
"Always have set goals. Define what you consider to be successful. Make sure you plan time for yourself and/or family."

"Don't be afraid to share. For the seasoned agents, share some insight, experience and tips to newer agents. There is enough business for us to go around. Let's share some of our knowledge and experience."



MONICA GIBSON
Keller Williams Realty
"We must hold ourselves and each other accountable for maintaining and improving the reputation and value of our profession."

Favorite Quote: "Some people look for a beautiful place, others make a place beautiful." —*Hazrat Inayat Khan*



CHRIS CHANNELL
Draper and Kramer Mortgage Corp.
"Every home financing transaction is a win-win for me. I get to make a living doing what I love, my clients get to enjoy the pride and benefits of homeownership, and my agent partners get to close more deals and enjoy the peace of mind of working with a reliable mortgage provider."



SARA RODRIGUEZ
Titan Title
"Success is providing value to people's life! Whether it's educating them in the closing process or helping them wealth-build through investment, success is knowing that we helped people in their journey to their dreams."



▶▶ partner spotlight
Photos by Ryan Corvello

CHRIS CHANNELL

Draper and Kramer
Mortgage Corp.



Talent and Dedication

If anyone in the mortgage industry was prepared to meet the unexpected challenges and opportunities that came with 2020, it was Chris Channell, Regional Vice President of Draper and Kramer Mortgage Corp. The home financing professional had made his start in the industry in the aftermath of the 2008 financial crisis and steadily built up a reputation as an accomplished industry leader and a nationally ranked mortgage originator. The turbulence of 2020 would put what he had learned to the test.

As with the rest of the economy, the mortgage business saw many disruptions from the pandemic. Employees were sent home from offices, the logistics of the homebuying and financing

processes were thrown into disarray and — as Chris had seen before — financial markets were riled by instability that threatened to upset the very ability of mortgage lenders to lend.

“There were certainly echoes of 2008 in 2020,” says Chris. “But there were also several surprising opportunities as well.” These bright spots included the well-timed launch of Draper and Kramer Mortgage Corp.’s DK Xpress™ digital mortgage process in late 2019, and the fortuitous drop of mortgage rates down to record lows throughout 2020. With many lenders struggling to adapt, it was also an ideal time to recruit new loan-officer talent that was seeking a lender with better support.

Amid the challenges of the pandemic, Chris and his regional group of mortgage professionals were able to achieve several stunning accomplishments over the past year. Chris personally closed over \$255 million in home loans in 2020, earning a ranking as the #166 mortgage originator in the nation by industry trade publication, *Scotsman Guide*. Meanwhile, his team closed over \$1 billion in loans for the year.

In addition to growing their loan volume, Chris’ team expanded their ranks as well. Since the start of 2020, his 18-member loan officer group has recruited 10 new members. In addition to Chris, their team now includes four nationally ranked top-producing

...



Exponential growth has allowed Chris Channell’s team of top loan originators to add 10 new members in 2020 and open a new branch of Draper and Kramer Mortgage Corp. in Bethesda.

originators: Manny Malhotra, Van Papadopoulos, Melinda Zuppo, and Cathy Zhou. This growth precipitated the opening of their new Bethesda branch in October, and the recent move of their main branch from McLean to a new space in Reston.

Chris credits his team for being a major driver of his success. “At the end of the day, I’m only as good as those around me,” he says. In addition to his fellow loan officers, his group touts seasoned mortgage operations professionals with years of experience and the shared goal of helping clients and partners with any and all of their mortgage needs. Key members of his staff include Senior Vice President Lorna Davis and Operations Managers Brittany Blankenship and Jane Shammass.

Already, 2021 is shaping up to be another banner year for the group. Chris has closed more than \$130 million in loans as of May, and his team has closed more than \$430 million. “I’m producing at my highest level ever while continuing to grow my diverse team of talented professionals in the D.C. metro area,” Chris says. “I can now proudly say that we have some of the best originators in the DMV region.”

Chris says his success relies not just on the support of an exceptional team but also on the backing of a world-class lender as well. Draper and Kramer Mortgage Corp. provides him with several advantages, including the capability to “lend not only from their bank but from over 80 other banks and

investors while still processing, underwriting, and closing loans in-house for greater efficiency, transparency and control.” The company also offers a “vast array of conventional and government loan products for simple and complex scenarios alike” and their innovative mobile app, DK Xpress™, which allows borrowers to apply, submit their documents, and sign their forms, all from the convenience of their mobile devices.

When he isn’t closing loans, Chris spends as much time as possible with his wife of nine years, Roxanne, their four-year-old son, Chase, and three-year-old daughter, Fay. Together, they enjoy outdoor activities, including tennis, golf, hockey, and going to the pool and beach.

By reaching so many accomplishments with a standout team and company, Chris is thriving today. “Every home financing transaction is a win-win for me,” he says. “I get to make a living doing what I love, my clients get to enjoy the pride and benefits of homeownership and my agent partners get to close more deals and enjoy the peace of mind of working with a reliable mortgage provider.” With all he’s achieved so far, Chris’ talent and dedication are sure to take his lending business to even greater heights.

To learn more about Chris, visit dkmortgage.com/chris, follow his team on Instagram at [@draperandkramermetrodc](https://www.instagram.com/draperandkramermetrodc), or give him a call at 571-489-0581.



Monica Gibson

Creating a Beautiful Life

The decision to enter real estate came at a significant point in Monica Gibson's life. The company she was working for had asked her to move to their corporate headquarters in Connecticut. At the same time, she and her husband, Mark, a corporate accountant, wanted to start a family.

Being in the rigid corporate world, however, left little flexibility. So Mark suggested Monica go into real estate, pointing out it was something she had always wanted to do. "He didn't have to say it more than once. I jumped right in," Monica explains.

A Florida native, Monica graduated from the University of Florida with a BA and master's in accounting, and accepted a job with KPMG in public accounting. After several years, she was ready for a more interesting and active job and left accounting for a position in corporate finance with Walt Disney World in Orlando.

Always looking to progress both personally and professionally, Monica decided to go back to school for her MBA, which is what led her to Chicago, where she attended the University of Chicago's School of Business. She loved Chicago, and

after graduating, Monica returned to the corporate world in a quasi-marketing/finance role, working for one of the world's largest alcoholic beverage companies. As the corporate world goes, another reorganization and business segment realignment would have required a move to the Northeast. And so, in 2003, Monica began her real estate career in the "Windy City."

Monica knew she made the right decision to quit her job and enter real estate within the first week of starting her business. "I was going to work with a smile on my face. I wasn't feeling anxious or stressed, but was rather excited and invigorated to do this job. I knew right away that there was nothing else I'd rather do," Monica explains.

"I love the freedom to set my schedule, charter my course, focus on my areas of interest, and work with people I like to help achieve their goals of home-ownership and wealth building. I also like the unlimited growth and income potential for myself," she continues.

Monica and Mark made their way to Virginia in 2008, where Monica eventually landed with Keller Williams. In her 17 years in real estate, she has produced over \$150 million in volume, \$16.5 million in 2020, all as an individual agent. Her business today largely runs on referrals and repeat-clients.

"I believe hard work and doing the right thing pays," says Monica. "There may not always be short-term benefits, but that's okay. This



With a successful career in corporate accounting, Monica Gibson wanted more flexibility and jumped at the chance to go into real estate in Chicago in 2003.

...

is my job for the long-term and the foreseeable future. I'm self-motivated to always do a good job, and good work will eventually be recognized and rewarded."

Monica never sees herself retiring. She and Mark have two teenage boys, Ryan (16) and Robert (14). Monica always tells her children to find a job they

love, because then, whatever they do won't feel like work, which is what she has discovered for herself. In fact, one of Monica's favorite things to do is sit on the beach and negotiate contracts.

"No matter where we go in the future, I will take my business with me," she says. "My goal is to own four homes — one so I can lounge at the beach,

another so I can sample good wine during harvest, another so my family and I can ski in the winter, and another so I can continue enjoying the cherry blossoms and working with the outstanding agents in the D.C. market."

In addition to real estate, Monica is very involved with New Dominion Women's Club, a local, civic fund-raising organization. Her group hosts Reading-is-Fundamental at a local school, cleans up area roadways with Adopt-a-Highway, and participates in Rise Against Hunger, the McLean ArtFest, McLean Performing Arts programming, and various other community outreach efforts.



"Some people look for a beautiful place, others make a place beautiful."

Monica likes to think of this quote when helping her clients determine where they fit and how to get them to where they want to be. Monica feels fortunate to love what she does, working with people to achieve their real estate goals while giving back to the community. Monica will not only help many more people find a beautiful place of their own, she will continue giving back to make a beautiful community too.



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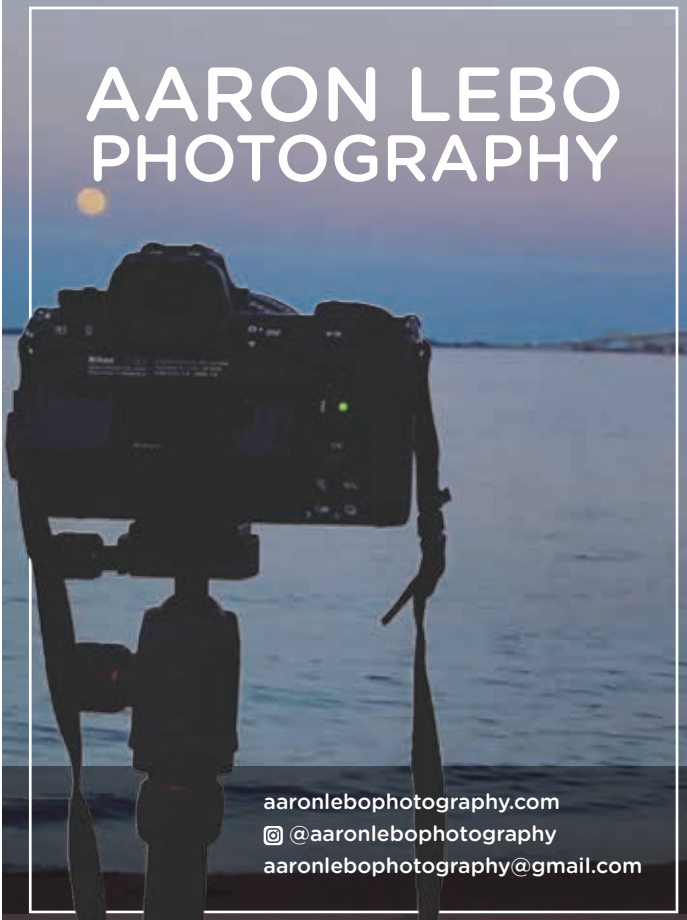
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KEVIN LARUE

Century 21 Redwood Realty

agent spotlight

By Chris Menezes
Photos by Ryan Corvello



MOTHERS ARE ALWAYS RIGHT

A“Always listen to your mother!” Kevin LaRue says. “If I would have listened to my mother coming out of college, I would have entered real estate a lot sooner. Mothers are always right!”

After graduating from Radford University with a teaching degree in Health & Physical Education, Kevin wasn’t sure he wanted to become a teacher quite yet. His mother suggested he come to work with her in new-home sales. Being 23 years old, however, Kevin didn’t want to work on the weekends.

“I wanted to spend time with friends on the weekends, to go out of town, attend sporting events, etc. Of course, here I am 20-plus years later working in real estate and working on the weekends!” he laughs.

Some might say entering real estate was inevitable for Kevin. He basically grew up in the business.

His mother entered new-home sales when he was 10 years old. He’d often visit her in model homes and found the architecture, layouts, floor plans, and decorating interesting.

Instead of following his mother’s advice and entering real estate, though, Kevin started working at his father’s restaurant, where he was eventually recruited to work for a satellite telecom company in tech support. Thus started a seven-year stint in the corporate world, first working at WorldCom, and ending in the marketing department at AOL, with Kevin thinking to himself, “I gotta get out of here!”

“I was tired of sitting in a cubicle, looking at Excel spreadsheets and doing the same job every single day. I feel I am more of a people person, so I took my real estate classes at night while at my last job.

I passed my state and national test and then made the jump full-time in real estate,” Kevin explains.

Once Kevin got into real estate, it took him four months to make his first sale. But after that first sale, he was hooked. “It’s the satisfaction of helping a buyer obtain the American Dream of homeownership and seeing that big smile and excitement on their face when you hand over the keys. It’s also helping people who have to sell their home due to relocation, downsizing, or hardships, and facilitating them through that process. Real estate is an extremely stressful, time-consuming and rewarding profession,” he says.

“I also feel fortunate to be working where I grew up. My friends from high school and college were, and still are, big contributors to my



“**IT’S THE SATISFACTION OF HELPING A BUYER OBTAIN THE AMERICAN DREAM OF HOMEOWNERSHIP AND SEEING THAT BIG SMILE AND EXCITEMENT ON THEIR FACE WHEN YOU HAND OVER THE KEYS.**”



Married in 2019, REALTORS® Kevin Larue and his wife, Arianne, have teamed up at Century 21 Redwood Realty and are forming their own team.



...

business and success. Of my 66 transactions last year, 58 were from friends, clients, and referrals. That trust to be my clients 'go to' is the biggest value I get from real estate!"

Not only has real estate given Kevin a career that he loves, but it also gave him a wife! Kevin and Arianne, who is also a Realtor, first met while working together at the same brokerage. She left with her team right before they started dating and they eventually married in 2019. Arianne just recently rejoined Kevin at Century 21 Redwood Realty, and they are currently devising plans to start their own team.

"I see big things for us in 2021," says Kevin. "We are both very dedicated, strong-minded, strong-willed, and each have our positives that we bring to the table. Once we can combine those attributes, we will be unstoppable. Arianne is a hard worker and has a beautiful smile. She might do better than me with my own clients!"

Kevin and Arianne have two dogs that they both brought to form their family — Kevin with his chocolate lab, Bailey (14), while Arianne has her hound mix, Darcy (10). Both are supporters of Friends of Homeless Animals. They also support Loudoun Abused Women's Shelter and Toys For Tots.

When they can pull themselves away from their business, they enjoy going to Washington Nationals games, going out to dinner with friends, exploring the many wineries and breweries of Loudoun County, and traveling to tropical places.

As Kevin continues building upon his 17-year career in real estate, venturing into this new phase in his life, forming a husband-and-wife team with Arianne, there is a good chance we haven't heard the last of him.



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SARA RODRIGUEZ

▶▶ partner spotlight

By Chris Menezes
Photos by Ryan Corvello

TITAN TITLE

PROTECTING DREAMS

Sara Rodriguez not only helps facilitate “The American Dream” through her company, Titan Title — she protects it.

“I used to be an immigration attorney, and a lot of my clients would come to me after closing, asking me to explain what was in their closing documents,” Sara explains.

“I realized that there was a huge need for attorneys who could take the time to explain these documents in people’s native language. Buying a home is the American dream for a lot of people and I wanted to be part of protecting that American dream for the Hispanic community and others.”

Sara founded Titan Title with the desire to further help people who needed protection, and to create a memorable experience in the process. She explains that just by doing her job, making sure her clients’ title is clear and that they understand the process, she is protecting their biggest asset, whether to create wealth or to secure a better foundation for their family.

...





“WE WANT TO BE AN INTEGRAL PART OF YOUR TEAM BY HELPING IN AREAS THAT WILL ENHANCE THE EXPERIENCE FOR THE CLIENT. WE PRIDE OURSELVES ON BEING INNOVATIVE IN OUR APPROACH TO TITLE.”



Former immigration attorney Sara Rodriguez often had to explain closing documents to non-native English speakers and got her start in title in order to assist members of the Hispanic community and others in realizing the American Dream of homeownership.

“Knowledge brings power, and by them getting educated in the process, it makes them feel more empowered,” she says.

While Sara’s endeavor into title was sparked with an emphasis on the client, she quickly discovered the further impact she could have on her REALTOR® partners and the teams she works with.

“At Titan Title, we see our role as more than just providing quality closings,” she explains. “We want to be an integral part of your team by helping in areas that will enhance the experience for the client. We pride ourselves on being innovative in our approach to title.”

“Our marketing campaign includes touchpoints for our clients to make sure the team stays top of mind,” she

continues. “We also leverage technology to provide ease and clarity in the transaction, while still providing the warm, in-person touches that help create an extraordinary experience for the client.”

Sara says the biggest win-win for her is when they can create raving fans for the Realtor, the lender, and themselves. They deploy a cross-marketing campaign for all of their mutual clients, to ensure each one stays top of mind for the client. Sara also enjoys mentoring people and seeing others she helped thrive.

“Success is providing value to people’s life!” she says. “Whether it’s educating them in the closing process or helping them wealth-build through investment, success is knowing that we helped people in their journey to their dreams.”

When Sara isn’t working, she enjoys spending time with her husband, Roberto, and their sons, Roberto, Ignacio, and Alonso, and their German Shepherd, Katana. She loves to cook, dance, hike, and to give back to her community by mentoring young women entrepreneurs from across the country.

“We really care about people and that shows through our work,” Sara says. “Whether it’s by the systems that we use, how we answer the phone, or how we go the extra mile to make sure our clients’ needs are met!”



To contact Sara and Titan Title, visit www.titletitanmetro.com or call 703-865-4999.

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Sara Rodriguez

"I enjoyed working with Titan Title. **They are a team of professionals who are courteous, helpful, pay attention to details and make the purchase process easier.** Working with Sara and the rest of the team was very delightful. I would definitely recommend to friends, and I would personally work with them again."

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RAY GERNHART

Feeling Fabulous... and Not Afraid to Show It

Ray Gernhart, of RE/MAX Executives, has always had his heart set on being a star. For the first 22 years of his life, he pursued that dream in the entertainment business. Yet, as anyone who has tried to find success in that field knows, ‘making it’ isn’t easy. “Trying to survive and paying the bills was difficult, to say the least,” Ray remembers.

Ray’s mother saw he was hitting a dead end and stepped in with some advice; she suggested he give the real estate business a shot. “I always liked houses. I always liked refurbishing furniture. So she said, ‘Isn’t there some way you can do real estate?’”

Ray had no idea what a real estate agent *did* and no sense of how to get started. Nonetheless, he dove in, and in 1986, he recast himself as a REALTOR®.

Owning His Personality

When Ray got into the business in 1986, he was, as he describes, “an anomaly.” His personality and flair were far from ordinary. Rather than trying to fit in, Ray chose another path; he decided to be completely and fabulously himself. “I was unique and different. I had my leather jeans, my pierced ear, my slightly purple hair, my Adam Lambert eye shadow, and I hung out in clubs,” Ray explains.

Ray sold a house in his first week on the job, and he was hooked. That first \$1,800 commission check made him feel rich.

“I have always been passionate about everything I do. I broke my leg during a performance on stage and continued my role throughout the play to the rave reviews of the audience. That

...



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Ray Gernhart looks at every deal as three: the first house a client buys, their next house because they were so happy with him the first time, and the referral they will send his way.

...

translates to real estate, where my clients understand my tenacity will get them the best deal when they buy or sell their home,” Ray says.

Ray was lucky to have a broker who encouraged him to be himself fully. And he truly embraced his role as an unorthodox real estate agent. In a world where print advertising was still king, Ray took out ads in the Washington Post and printed his photo upside down.

“If you try to make everybody like you, you’re going to be so bland that nobody remembers you. If you get 10 percent of a small market, you’re a rich man. So that’s what I concentrated on. I had a good time. I had fun.”

Ray achieved success through a unique take on building client relationships. He parlayed his eccentric nature into referrals and, thus, a blossoming book of business.

“I’ve always looked at every deal as three deals. I’m going to help you buy a house. I’m going to be so fabulous that you wouldn’t think of calling anybody but me when you go to sell the house. And I’m going to be doubly fabulous so you at least refer me to one friend along the way. So every sale is three sales.”

Into the Present

Thirty-five years later, Ray has achieved staggering success in real estate; his career volume sits at over \$1 billion. While his eccentricity has softened over the years, he continues to display the same energy that allowed him to catapult to success.


“My tagline has been, “For a Good Time and a Great Deal, Talk to Ray.” So if I’m not having fun, if my clients are not having fun, then I don’t really want to do it,” Ray explains.

Ray describes himself as the type of person who has several interests, but

would rather know a lot about a few things than know just a little about a lot of things. “I fully immerse myself into those things I care about, and real estate happens to be one of those things,” he says.

As he looks ahead, Ray hopes to find more ways to work *on* the business rather than *in* the business. That includes a greater focus on team-building and coaching so that he can step away and continue to watch his business grow. One day, Ray hopes to move to Italy full-time.

“Honestly, I don’t think I can do anything else. I was incredibly blessed to find real estate. I love helping people fulfill their dreams, and their confidence in me helped make me the man I am today,” Ray says. “I’m FABULOUS and not afraid to show it. Be confident. Don’t emulate anyone. Be true to yourself but turn up the volume so everyone can hear. Don’t be boring. Find your niche and own it.”



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40 UNDER 40 May Mixer

Honoring Our 2020 '40 UNDER 40' Agents

What a fabulous event our May Mixer was! We had an amazing time in McLean, VA, on May 20, 2021, with fabulous food and great fun. Thank you, from the bottom of our hearts, to **Jason Cheperdak**, who graciously provided his fabulous listing for our event, and to all the *NOVA Real Producers* who showed up and showed out as we honored our **2020 '40 Under 40' rockstars!**

As always, it was great seeing everyone and connecting again as a community. Our next *Real Producers* event is coming up soon on July 21st. Please let us know if you haven't received your exclusive invitation. We hope you'll be able to join us!

A huge thank-you to our wonderful event sponsors: **Eastern Title & Settlements, MBH Settlement Group, Stewart Title**, and **Scalable RESolutions**, as well as our media

partners, **HDBros** and **Ryan Corvello Photography**. A super shout-out to **Chef Ramin Coles** @wreats. You all are amazing, and we couldn't have done it without you!



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







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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	114.5	\$74,464,864	243	\$158,857,936	357.5	\$233,322,800
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	248	\$142,293,280	100.5	\$53,704,340	348.5	\$195,997,600
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	126.5	\$74,752,864	64	\$34,660,118	190.5	\$109,412,978
4	Debbie J Dogrul	Long & Foster Real Estate, Inc.	64	\$44,261,552	48.5	\$31,071,988	112.5	\$75,333,536
5	Akshay Bhatnagar	Virginia Select Homes, LLC.	25	\$17,841,000	61	\$42,388,148	86	\$60,229,144
6	Sue S Goodhart	Compass	29	\$29,745,750	25	\$27,366,210	54	\$57,111,960
7	Jennifer L Walker	McEneaney Associates, Inc.	34.5	\$30,038,120	30	\$26,519,928	64.5	\$56,558,048
8	Phyllis G Patterson	TTR Sotheby's International Realty	33	\$30,862,588	21.5	\$20,832,920	54.5	\$51,695,508
9	Jason Cheperdak	Samson Properties	23	\$14,950,700	51.5	\$33,893,352	74.5	\$48,844,056
10	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	24.5	\$32,423,020	9.5	\$12,100,950	34	\$44,523,968
11	Casey C Samson	Samson Properties	34	\$32,784,150	10	\$10,590,000	44	\$43,374,152
12	Khalil Alexander El-Ghoul	Glass House Real Estate	23.5	\$19,677,192	26.5	\$23,103,940	50	\$42,781,132
13	Daan De Raedt	Property Collective	31	\$21,491,600	31	\$21,254,124	62	\$42,745,726
14	Barbara G Beckwith	McEneaney Associates, Inc.	14.5	\$27,980,000	8	\$14,321,100	22.5	\$42,301,100
15	Jean K Garrell	Keller Williams Realty	32	\$26,470,648	22	\$15,326,258	54	\$41,796,908
16	Bichlan N DeCaro	eXp Realty, LLC	10	\$8,298,611	42.5	\$32,959,476	52.5	\$41,258,088
17	Cynthia Schneider	Long & Foster Real Estate, Inc.	38.5	\$23,674,676	19	\$15,904,340	57.5	\$39,579,016
18	Patricia E Stack	Weichert, REALTORS	27.5	\$27,989,164	7.5	\$9,345,875	35	\$37,335,040
19	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	21.5	\$21,850,250	16	\$15,159,000	37.5	\$37,009,248
20	Christopher J White	Long & Foster Real Estate, Inc.	32	\$27,144,056	12	\$8,763,000	44	\$35,907,056
21	Kay Houghton	KW Metro Center	29	\$14,308,200	32	\$21,248,400	61	\$35,556,600
22	James W Nellis II	Keller Williams Fairfax Gateway	33	\$19,581,252	25	\$15,105,581	58	\$34,686,832
23	Raymond A Gernhart	RE/MAX Executives	18	\$12,824,012	30	\$19,178,558	48	\$32,002,570
24	Christopher Craddock	eXp Realty, LLC	45	\$17,763,760	26.5	\$14,040,586	71.5	\$31,804,346
25	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	7.5	\$19,120,000	7	\$12,225,000	14.5	\$31,345,000
26	Megan Buckley Fass	FASS Results, LLC	12.5	\$15,394,500	12.5	\$15,310,300	25	\$30,704,800
27	Kimberly A Spear	Keller Williams Realty	23	\$12,391,157	27	\$18,114,508	50	\$30,505,664
28	Timothy D Pierson	KW United	15	\$12,891,900	22	\$17,420,200	37	\$30,312,100
29	Kristina S Walker	KW United	14	\$10,912,000	24.5	\$18,594,116	38.5	\$29,506,116
30	Tom Francis	Keller Williams Realty	13	\$21,768,150	8	\$7,130,000	21	\$28,898,150
31	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	60	\$28,370,804	1	\$237,350	61	\$28,608,154
32	Marianne K Prendergast	Washington Fine Properties, LLC	9	\$14,424,500	7	\$14,133,200	16	\$28,557,700
33	Nikki Lagouros	Property Collective	17	\$9,745,250	37	\$18,642,754	54	\$28,388,004
34	Martin K Alloy	SMC Real Estate Corp.	31	\$16,148,700	22	\$11,999,010	53	\$28,147,710
35	Diane V Lewis	Washington Fine Properties, LLC	12	\$19,259,000	4.5	\$7,331,500	16.5	\$26,590,500

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Jennifer H Thornett	Washington Fine Properties, LLC	6.5	\$17,253,750	5	\$9,109,750	11.5	\$26,363,500
37	Lenwood A Johnson	Keller Williams Realty	32	\$18,108,984	14	\$7,958,500	46	\$26,067,484
38	Steven C Wydler	Compass	10.5	\$15,627,500	8.5	\$10,356,500	19	\$25,984,000
39	Anthony H Lam	Redfin Corporation	14	\$11,541,850	22	\$14,433,280	36	\$25,975,130
40	Michael I Putnam	RE/MAX Executives	23.5	\$10,902,801	27.5	\$15,039,432	51	\$25,942,232
41	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	12	\$6,645,500	35	\$19,071,004	47	\$25,716,504
42	Michelle A Sagatov	Washington Fine Properties	6	\$8,177,000	12	\$16,726,120	18	\$24,903,120
43	Erin K Jones	KW Metro Center	22.5	\$12,136,402	26	\$12,682,999	48.5	\$24,819,400
44	Irina Babb	RE/MAX Allegiance	28	\$19,895,800	5	\$4,855,020	33	\$24,750,820
45	Laura C Mensing	Long & Foster Real Estate, Inc.	12	\$13,492,500	10	\$10,951,750	22	\$24,444,250
46	William B Prendergast	Washington Fine Properties, LLC	8	\$9,694,500	9	\$14,697,700	17	\$24,392,200
47	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	6	\$10,066,500	9	\$14,270,000	15	\$24,336,500
48	Eve M Weber	Long & Foster Real Estate, Inc.	22	\$21,449,000	5	\$2,863,000	27	\$24,312,000
49	Josh Dukes	KW Metro Center	16	\$8,329,900	32	\$15,214,375	48	\$23,544,276
50	William F Hoffman	Keller Williams Realty	10.5	\$14,771,550	8	\$8,770,900	18.5	\$23,542,450
51	Lilian Jorgenson	Long & Foster Real Estate, Inc.	13.5	\$21,377,500	3	\$2,109,999	16.5	\$23,487,500
52	Laura R Schwartz	McEnearney Associates, Inc.	13	\$8,773,333	14	\$14,503,001	27	\$23,276,334
53	Venugopal Ravva	Maram Realty, LLC	5	\$2,612,500	36	\$20,585,630	41	\$23,198,130

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	David L Smith	Coldwell Banker Realty	4	\$2,418,000	24.5	\$20,318,716	28.5	\$22,736,716
55	Nathan Daniel Johnson	Keller Williams Capital Properties	24.5	\$12,399,722	18.5	\$10,280,560	43	\$22,680,282
56	Bruce A Tyburski	RE/MAX Executives	17	\$12,889,611	14.5	\$9,724,499	31.5	\$22,614,110
57	Joan M Reimann	McEnearney Associates, Inc.	12	\$12,615,501	10	\$9,837,000	22	\$22,452,500
58	Gitte Long	Redfin Corporation	32	\$17,058,660	7	\$5,340,000	39	\$22,398,660
59	Jack D Work	RE/MAX Allegiance	14	\$9,495,580	17	\$12,894,559	31	\$22,390,140
60	Lauren A Bishop	McEnearney Associates, Inc.	7.5	\$9,612,500	7	\$12,690,000	14.5	\$22,302,500
61	Rheema H Ziadeh	Redfin Corporation	34	\$20,241,512	3	\$1,940,000	37	\$22,181,512
62	Cricket Bedford	Thomas and Talbot Estate Properties, Inc.	7	\$13,395,400	3	\$8,785,900	10	\$22,181,300
63	Jillian Keck Hogan	McEnearney Associates, Inc.	12.5	\$10,667,450	14	\$11,434,688	26.5	\$22,102,138
64	Dinh D Pham	Fairfax Realty Select	8	\$4,023,700	31.5	\$17,887,000	39.5	\$21,910,700
65	Piper Gioia Yerks	Washington Fine Properties, LLC	6	\$14,676,295	3	\$7,205,000	9	\$21,881,296
66	Viktorija Piano	Keller Williams Realty	11.5	\$12,010,550	9	\$9,791,999	20.5	\$21,802,548
67	Sherif Abdalla	Compass	11	\$15,892,000	4	\$5,663,000	15	\$21,555,000
68	Lizzie A Helmig	KW United	11	\$4,774,950	33	\$16,249,122	44	\$21,024,072
69	Paul Thistle	Take 2 Real Estate LLC	23	\$13,630,100	12	\$6,586,250	35	\$20,216,350
70	Ellen F Patrick	Compass	12.5	\$12,110,150	9	\$8,084,000	21.5	\$20,194,150
71	Danielle C Carter	Redfin Corporation	39.5	\$19,347,400	2	\$810,000	41.5	\$20,157,400
72	Sri H Meka	Franklin Realty LLC	9	\$7,861,700	15	\$12,031,611	24	\$19,893,312
73	Debbie P Kent	Cottage Street Realty LLC	32	\$19,878,730	0	\$0	32	\$19,878,730
74	Kristen K Jones	McEnearney Associates, Inc.	8	\$10,743,500	6	\$9,009,000	14	\$19,752,500
75	Kendell A Walker	Redfin Corporation	10	\$5,627,055	20	\$14,068,260	30	\$19,695,316
76	Dilyara Daminova	Samson Properties	9	\$3,496,000	35	\$16,149,200	44	\$19,645,200
77	Victoria (Tori) McKinney	KW Metro Center	12	\$9,414,900	13	\$10,199,020	25	\$19,613,920
78	Katherine D Colville	Century 21 Redwood Realty	15	\$9,176,990	17.5	\$10,433,245	32.5	\$19,610,236
79	Scott A MacDonald	RE/MAX Gateway	28	\$18,094,384	2	\$1,395,000	30	\$19,489,384
80	Ana Lucia Ron	ANR Realty, LLC	61	\$19,309,504	0	\$0	61	\$19,309,504
81	Blake Davenport	RLAH Real Estate	2	\$1,021,750	27	\$18,241,626	29	\$19,263,376
82	Robert T Ferguson Jr.	RE/MAX Allegiance	10	\$8,614,500	15	\$10,645,100	25	\$19,259,600
83	Jill Judge	Samson Properties	9.5	\$8,564,800	17	\$10,614,200	26.5	\$19,179,000
84	Benjamin D Heisler	Pearson Smith Realty, LLC	19	\$12,772,275	10	\$6,329,912	29	\$19,102,188
85	Mercy F Lugo-Struthers	Casals, Realtors	5	\$2,503,000	41.5	\$16,588,838	46.5	\$19,091,838
86	Deborah D Shapiro	TTR Sothebys International Realty	6	\$10,366,500	4.5	\$8,682,500	10.5	\$19,049,000

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Betsy A Twigg	McEneaney Associates, Inc.	14	\$15,975,920	3	\$3,041,000	17	\$19,016,920
88	Jin Chen	Pearson Smith Realty, LLC	18	\$11,713,550	11	\$7,217,025	29	\$18,930,576
89	Brittany Lambrechts Camacho	Century 21 Redwood Realty	14	\$7,891,490	15	\$10,929,801	29	\$18,821,292
90	Katharine R Christofides	Century 21 New Millennium	5.5	\$5,046,900	19.5	\$13,682,341	25	\$18,729,240
91	Lisa T Smith	Pearson Smith Realty, LLC	21	\$15,475,500	5	\$3,135,000	26	\$18,610,500
92	Laura M Sacher	Compass	6	\$6,232,500	17	\$12,328,400	23	\$18,560,900
93	Ryan Rice	Keller Williams Capital Properties	13	\$8,159,500	16.5	\$10,329,000	29.5	\$18,488,500
94	Thomas R Moffett Jr.	Redfin Corporation	23	\$12,979,450	8	\$5,346,900	31	\$18,326,350
95	Roy Kohn	Redfin Corporation	28	\$16,468,650	2	\$1,785,000	30	\$18,253,650
96	Micah A Corder	Washington Fine Properties, LLC	5	\$11,398,750	4	\$6,739,750	9	\$18,138,500
97	Damon A Nicholas	Coldwell Banker Realty	10	\$5,586,000	22	\$12,451,692	32	\$18,037,692
98	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	13.5	\$6,579,000	22	\$11,229,951	35.5	\$17,808,952
99	Abuzar Waleed	RE/MAX Executives LLC	13.5	\$6,869,473	23.5	\$10,934,000	37	\$17,803,472
100	Eli Tucker	RLAH Real Estate	14	\$13,111,150	4.5	\$4,500,500	18.5	\$17,611,650
101	Paramjit K Bhamrah	Redfin Corporation	28	\$17,476,950	0	\$0	28	\$17,476,950
102	Irene M deLeon	Redfin Corporation	30	\$16,643,721	1	\$702,518	31	\$17,346,240
103	Sridhar Vemuru	Aragami, LLC	6	\$3,335,900	20	\$13,973,360	26	\$17,309,260
104	Elizabeth Kline	RE/MAX 100	16	\$10,083,752	11	\$7,109,255	27	\$17,193,008
105	Nancy Sorensen-Willson	Long & Foster Real Estate, Inc.	11.5	\$10,490,550	9	\$6,550,090	20.5	\$17,040,640
106	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	8	\$13,473,710	2	\$3,457,400	10	\$16,931,110
107	Theresa Valencic	Long & Foster Real Estate, Inc.	4	\$8,032,500	4	\$8,697,500	8	\$16,730,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
108	Margaret J Czapiewski	Keller Williams Realty	21	\$11,123,750	10.5	\$5,603,250	31.5	\$16,727,000
109	Jeremy G Browne	TTR Sotheby's International Realty	11	\$9,365,800	5.5	\$7,309,800	16.5	\$16,675,600
110	Joan Stansfield	Keller Williams Realty	11.5	\$8,528,900	11	\$8,016,000	22.5	\$16,544,900
111	Lyssa B Seward	TTR Sotheby's International Realty	10	\$9,478,425	9	\$6,992,360	19	\$16,470,785
112	Roberto R Roncales	Keller Williams Realty	22.5	\$13,625,500	6	\$2,780,000	28.5	\$16,405,500
113	Lauryn E Eadie	Keller Williams Realty	9.5	\$6,026,400	15	\$10,246,050	24.5	\$16,272,450
114	Bhavani Ghanta	Bhavani Ghanta Real Estate Com-pany	2	\$549,900	22	\$15,685,418	24	\$16,235,318
115	Victoria R Ro	Pearson Smith Realty, LLC	7	\$5,213,958	13	\$10,977,511	20	\$16,191,469
116	Heather E Heppe	RE/MAX Select Properties	17	\$12,406,299	4	\$3,737,381	21	\$16,143,680
117	Andrea M Hayes	Living Realty, LLC.	15.5	\$8,452,750	12	\$7,673,400	27.5	\$16,126,150
118	Ashraf Morsi	Keller Williams Realty	9	\$6,512,756	12	\$9,449,000	21	\$15,961,756
119	Deyi S Awadallah	D.S.A. Properties & Investments LLC	31	\$15,925,400	0	\$0	31	\$15,925,400
120	Kevin E LaRue	Century 21 Redwood Realty	13	\$9,720,890	6	\$6,155,056	19	\$15,875,946
121	Ahmad T Ayub	Redfin Corporation	6	\$3,265,100	23	\$12,594,801	29	\$15,859,901
122	Jonathan J Fox	Compass	9.5	\$7,543,500	11	\$8,305,518	20.5	\$15,849,018
123	Phillip B Brown	Property Collective	10.5	\$5,576,885	18.5	\$10,270,750	29	\$15,847,635
124	Branden L Woodbury	Redfin Corporation	32	\$15,034,099	1	\$720,000	33	\$15,754,099
125	Dina R Gorrell	Redfin Corporation	28	\$15,749,336	0	\$0	28	\$15,749,336

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▲ **Teams and Individuals** Closed Data from January 1 to May 31, 2021

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
145	Dustin M Fox	Pearson Smith Realty, LLC	11.5	\$7,655,900	9.5	\$7,005,600	21	\$14,661,500
146	Mark R Sirianni	Compass	5	\$9,847,070	4	\$4,775,000	9	\$14,622,070
147	Daniel MacDonald	TTR Sotheby's International Realty	10	\$10,563,000	3	\$4,049,000	13	\$14,612,000
148	Conor Sullivan	KW Metro Center	11	\$7,695,750	7	\$6,908,200	18	\$14,603,950
149	Kara Chaffin Donofrio	Long & Foster Real Estate, Inc.	6	\$5,325,000	8	\$9,147,000	14	\$14,472,000
150	Mansoor Dar	Keller Williams Realty	3	\$7,020,000	7	\$7,420,000	10	\$14,440,000
151	To-Tam Le	Redfin Corporation	3	\$2,200,270	17	\$12,111,000	20	\$14,311,270
152	Gregory A Wells	Keller Williams Realty	12	\$8,721,026	6	\$5,579,900	18	\$14,300,926
153	Keith K Howard	Keller Williams Realty	12	\$9,637,500	5	\$4,530,900	17	\$14,168,400
154	Kristie A Zimmerman	Compass	7.5	\$5,784,250	14.5	\$8,358,364	22	\$14,142,614
155	Gina M Tufano	Keller Williams Realty	10.5	\$7,995,500	7	\$6,093,560	17.5	\$14,089,060
156	Christina M O'Donnell	RE/MAX West End	6.5	\$6,136,500	10	\$7,940,430	16.5	\$14,076,930
157	John Coles	Thomas and Talbot Estate Properties, Inc.	2	\$10,525,000	3	\$3,539,000	5	\$14,064,000
158	Sue G Smith	Compass	12	\$7,024,100	8	\$7,029,000	20	\$14,053,100
159	Manuwa S Eligwe	KW Metro Center	6	\$2,612,000	23	\$11,427,525	29	\$14,039,525
160	Shaun Murphy	Compass	9	\$5,070,025	11	\$8,896,015	20	\$13,966,040
161	Aarti Sood	Redfin Corporation	2	\$1,322,000	23	\$12,622,200	25	\$13,944,200
162	George M Mrad	KW Metro Center	8.5	\$9,770,350	2.5	\$4,063,130	11	\$13,833,480
163	Nikki Nabi	Samson Properties	8	\$6,022,900	6	\$7,752,729	14	\$13,775,629
164	Angela Allison	Houwzer, LLC	18	\$13,764,000	0	\$0	18	\$13,764,000
165	Lex Lianos	Compass	11.5	\$6,944,957	9	\$6,813,852	20.5	\$13,758,809
166	Matias Leiva	Keller Williams Chantilly Ventures LLC	16.5	\$10,549,500	3	\$3,142,500	19.5	\$13,692,000
167	Jacob Smith Hamilton	Compass	10	\$5,545,500	13	\$8,103,989	23	\$13,649,489
168	David A Moya	KW Metro Center	8	\$5,719,250	8	\$7,915,000	16	\$13,634,250
169	Jay V Caputo III	Keller Williams Realty	3	\$4,845,000	9	\$8,750,500	12	\$13,595,500
170	Lorene Shafran	Yeonas & Shafran Real Estate, LLC	3.5	\$5,351,320	4	\$8,209,790	7.5	\$13,561,110
171	Steven J Watson	Pearson Smith Realty, LLC	6	\$12,382,910	1	\$1,152,000	7	\$13,534,910
172	Brian D MacMahon	Redfin Corporation	10	\$6,276,900	13	\$7,230,801	23	\$13,507,701
173	Ashleigh D Wehmeyer	Compass	8	\$6,334,499	9.5	\$7,133,326	17.5	\$13,467,825
174	Andrew J Biggers	KW United	8.5	\$7,144,315	7	\$6,303,636	15.5	\$13,447,951
175	Robert J Chevez II	Keller Williams Realty	22.5	\$13,420,050	0	\$0	22.5	\$13,420,050
176	Tolga M Alper	Keller Williams Realty	12	\$7,092,900	11	\$6,315,900	23	\$13,408,800
177	Mona Banes	TTR Sothebys International Realty	3.5	\$2,224,500	11	\$11,176,430	14.5	\$13,400,930
178	Juliet Mayers	Keller Williams Realty/Lee Beaver & Assoc.	16	\$8,788,500	8	\$4,598,000	24	\$13,386,500
179	Lisa Dubois-Headley	RE/MAX West End	12.5	\$9,263,030	5	\$4,121,495	17.5	\$13,384,525

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Elizabeth L Kovalak	Keller Williams Realty	10	\$6,688,650	9	\$6,693,890	19	\$13,382,540
181	Patricia Ammann	Redfin Corporation	5	\$2,373,900	11	\$10,978,000	16	\$13,351,900
182	Scott C Shawkey	Keller Williams Realty	8	\$12,533,750	1	\$810,000	9	\$13,343,750
183	Matt D Boyer	Keller Williams Realty	13.5	\$7,677,690	10	\$5,665,480	23.5	\$13,343,170
184	George S Koutsoukos	Long & Foster Real Estate, Inc.	8	\$7,773,960	3	\$5,515,000	11	\$13,288,960
185	Jeddie R Busch	Compass	5	\$3,250,142	12	\$10,009,475	17	\$13,259,617
186	Chul Kim	Samson Properties	7	\$4,884,000	11	\$8,326,772	18	\$13,210,772
187	Heidi F Robbins	William G. Buck & Assoc., Inc.	4.5	\$4,630,075	10	\$8,544,900	14.5	\$13,174,975
188	Mickey Glassman	RE/MAX Premier	16	\$8,932,021	7	\$4,235,000	23	\$13,167,021
189	Claudia V Cornejo	Fairfax Realty of Tysons	7.5	\$2,366,750	33	\$10,751,695	40.5	\$13,118,445
190	Cheryl H Wood	Redfin Corporation	4	\$4,442,000	10	\$8,664,900	14	\$13,106,900
191	Alexander J Osborne	KW Metro Center	13.5	\$9,595,000	5.5	\$3,506,500	19	\$13,101,500
192	William R Davis	Century 21 New Millennium	8.5	\$7,625,495	3.5	\$5,435,000	12	\$13,060,495
193	Janet A Callander	Weichert, REALTORS	7	\$6,314,500	8	\$6,682,260	15	\$12,996,760
194	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	14	\$10,509,870	3	\$2,422,500	17	\$12,932,370
195	Jean T Beatty	McEneaney Associates, Inc.	6	\$6,662,000	6	\$6,245,200	12	\$12,907,200
196	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	11.5	\$9,478,000	6	\$3,409,069	17.5	\$12,887,069
197	Heather C Corey	TTR Sotheby's International Realty	9	\$8,624,500	3.5	\$4,212,000	12.5	\$12,836,500
198	Jason Walder	Compass	4	\$2,413,000	10	\$10,402,000	14	\$12,815,000
199	Sheri F Allen	Weichert, REALTORS	15	\$9,984,500	6	\$2,829,800	21	\$12,814,300
200	Abel Aquino	Redfin Corporation	22	\$12,284,000	2	\$519,999	24	\$12,803,999

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Mara D Gemond	Redfin Corporation	8	\$5,129,144	7	\$7,647,033	15	\$12,776,177
202	Kamal Parakh	Customer Realty LLC	9	\$4,330,067	16	\$8,441,816	25	\$12,771,883
203	Kenneth Wang	Samson Properties	7	\$3,549,500	16	\$9,135,400	23	\$12,684,900
204	Kim Neaveill-Chamberlain	RE/MAX Allegiance	11.5	\$5,461,250	14	\$7,172,300	25.5	\$12,633,550
205	Andrew Musser	KW United	7	\$4,568,000	10	\$7,997,607	17	\$12,565,607
206	Heidi D Jerakis	Berkshire Hathaway HomeServices PenFed Realty	19.5	\$10,316,263	4	\$2,232,208	23.5	\$12,548,471
207	John Murdock	Keller Williams Realty	19	\$10,676,250	4	\$1,863,000	23	\$12,539,250
208	Ashley H Tauzier	Berkshire Hathaway HomeServices PenFed Realty	8	\$5,235,500	14	\$7,298,514	22	\$12,534,014
209	Janet Pearson	Pearson Smith Realty, LLC	14	\$12,489,265	0	\$0	14	\$12,489,265
210	Patrick D O'Keefe	RE/MAX Gateway, LLC	9	\$7,508,000	5	\$4,963,500	14	\$12,471,500
211	Tanya R Johnson	Keller Williams Realty	15	\$8,636,000	7	\$3,832,490	22	\$12,468,490
212	Cathy V Pougmalai	Frankly Real Estate, Inc.	15	\$9,577,726	4	\$2,861,000	19	\$12,438,726
213	Thaddeus Underwood	Samson Properties	2	\$1,241,050	13	\$11,197,000	15	\$12,438,050
214	Kelly Martinez	Coldwell Banker Realty	12.5	\$7,283,150	7	\$5,098,150	19.5	\$12,381,300
215	Donna C Henshaw	Avery-Hess, REALTORS	9	\$6,078,000	5	\$6,294,000	14	\$12,372,000
216	Christine G Richardson	Weichert Company of Virginia	9	\$6,751,410	9	\$5,616,800	18	\$12,368,210
217	Diann S Hicks Carlson	Weichert, REALTORS	8	\$10,270,500	2	\$2,083,000	10	\$12,353,500
218	Michelle Doherty	RLAH Real Estate	9.5	\$4,333,999	13	\$8,013,566	22.5	\$12,347,565
219	Pamela A Yerks	Washington Fine Properties, LLC	4.5	\$9,946,295	1	\$2,350,000	5.5	\$12,296,295
220	David Shumway	CityWorth Homes	6.5	\$4,579,400	15.5	\$7,654,000	22	\$12,233,400
221	Sharon Wildberger	TTR Sotheby's International Realty	3.5	\$2,532,918	12	\$9,688,691	15.5	\$12,221,608
222	Murugesan Vijayanand	Coldwell Banker Realty	2	\$1,760,000	16	\$10,433,480	18	\$12,193,480
223	John A Mentis	Long & Foster Real Estate, Inc.	6.5	\$4,037,000	11	\$8,112,500	17.5	\$12,149,500
224	Keith A Lombardi	Redfin Corporation	8	\$4,849,400	13	\$7,262,000	21	\$12,111,400
225	Marion Gordon	KW Metro Center	11	\$9,158,150	4	\$2,925,000	15	\$12,083,150
226	Gail Romansky	Pearson Smith Realty, LLC	11	\$9,468,622	3	\$2,611,000	14	\$12,079,622
227	Susan C Joy	Long & Foster Real Estate, Inc.	5	\$6,160,500	4	\$5,905,000	9	\$12,065,500
228	Ruijing F Hurwitz	Keller Williams Realty	5	\$3,932,100	11	\$8,048,700	16	\$11,980,800
229	Cheryl L Hanback	Redfin Corporation	2	\$1,947,500	14	\$9,962,500	16	\$11,910,000
230	Jamie Petrik	Long & Foster Real Estate, Inc.	15.5	\$11,878,465	0	\$0	15.5	\$11,878,465
231	Cristina B Dougherty	Long & Foster Real Estate, Inc.	9	\$7,562,000	7	\$4,309,300	16	\$11,871,300
232	Danielle Wateridge	Berkshire Hathaway HomeServices PenFed Realty	7	\$4,132,525	11	\$7,735,000	18	\$11,867,525
233	Alex Ryan Thiel	Long & Foster Real Estate, Inc.	9	\$5,120,124	8.5	\$6,719,100	17.5	\$11,839,224

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Valerie Kappler	Long & Foster Real Estate, Inc.	5.5	\$7,527,500	4	\$4,282,500	9.5	\$11,810,000
235	Dilara Juliana-Daglar Wentz	KW United	10	\$4,211,000	15	\$7,580,000	25	\$11,791,000
236	Charlet H Shriner	RE/MAX Premier	12	\$6,368,401	8	\$5,420,949	20	\$11,789,350
237	Rajesh Cheruku	Ikon Realty - Ashburn	3	\$1,544,000	14	\$10,231,990	17	\$11,775,990
238	Ruth Boyer O'Dea	TTR Sotheby's International Realty	4.5	\$7,284,500	4	\$4,481,000	8.5	\$11,765,500
239	Joy L Deevy	Compass	8	\$5,929,200	7.5	\$5,775,000	15.5	\$11,704,200
240	Anna Vidal	Keller Williams Realty	11.5	\$4,698,000	13	\$6,973,900	24.5	\$11,671,900
241	Megan E Duke	Keller Williams Realty	7.5	\$7,260,199	4.5	\$4,397,500	12	\$11,657,699
242	Mary Ann Bendinelli	Weichert, REALTORS	15	\$7,396,987	9	\$4,253,210	24	\$11,650,197
243	Michael McConnell	Redfin Corporation	13	\$6,223,100	11	\$5,421,075	24	\$11,644,175
244	Jason Curry	KW Metro Center	4	\$2,020,000	11	\$9,617,680	15	\$11,637,680
245	Joyce Wadle	Long & Foster Real Estate, Inc.	9	\$5,856,000	7	\$5,776,500	16	\$11,632,500
246	Gregg Zeiler	TTR Sothebys International Realty	5.5	\$5,413,500	4	\$6,160,000	9.5	\$11,573,500
247	Sheila A Zelghi	Samson Properties	9	\$5,755,000	7	\$5,796,000	16	\$11,551,000
248	Robert W Caines	RE/MAX Select Properties	16	\$10,627,000	1.5	\$896,344	17.5	\$11,523,344
249	Elizabeth W Conroy	Keller Williams Realty	6.5	\$7,376,750	3	\$4,141,500	9.5	\$11,518,250
250	William S Gaskins	KW United	7.5	\$5,709,315	6	\$5,745,655	13.5	\$11,454,970

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