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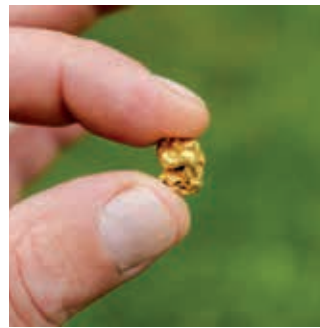
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Chris Channell (NMLS ID #: 244012 DC-MLO-266012 DE-MLO-266012 FL-L056939 GA-33032 MD-266012 SC-MLO-266012 VA-MLO-9155VA) is an agent of Draper and Kramer Mortgage Corp. (NMLS ID #: 2551 (www.nmlsconsumeraccess.org)) located at 1431 Opus Place, Suite 200, Downers Grove, IL 60515. Telephone 630-376-2100. DC: Mortgage Lender License No. MLB2551. DE: Licensed as a Mortgage Lender by the Office of the State Bank Commissioner, No. 019745. FL: Licensed as a Mortgage Lender by the Office of Financial Regulation No. MLD494. GA: Georgia Residential Mortgage Licensee - Licensed as a Mortgage Lender by the Commissioner of Financial Regulation No. 19525. SC: Licensed by the Bureau of Financial Institutions Mortgage Lender/Service License No. MLS-2551. VA: Regulated by Bureau of Financial Institutions located at Tyler Building 8th Floor, 1300 East Main Street, Richmond, Virginia 23219. Telephone 804-371-9657. © 2021 Draper and Kramer Mortgage Corp. All Rights Reserved. 03665-010 04/21



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MEET THE NOVA REAL PRODUCERS TEAM



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



Ellen Buchanan
Editor



Wendy Ross
Client Operations Manager



Angela Clemons
Events Manager



Kristina Richardson
Project Manager



Zach Cohen
Writer



Chris Menezes
Writer



Amanda Claire
Photographer



Ryan Corvello
Photographer



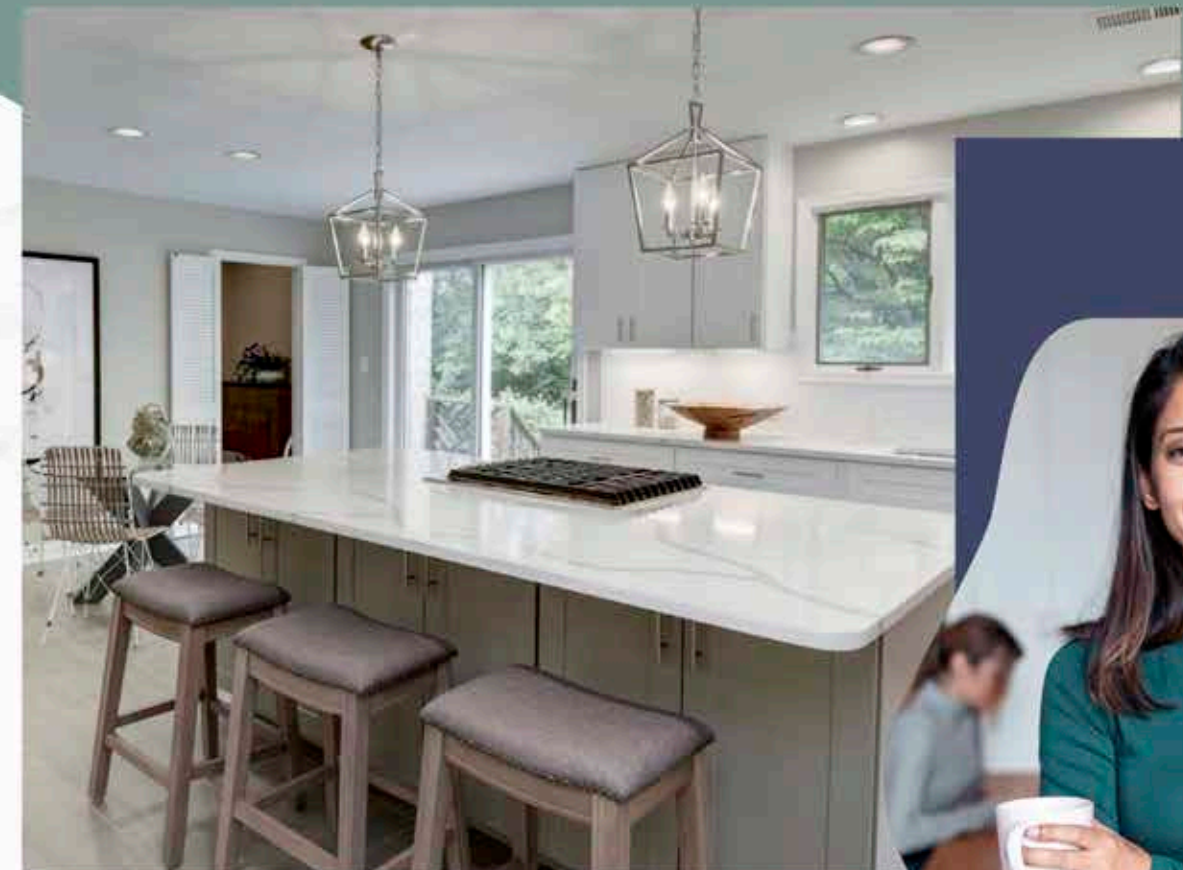
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► publisher's note

HAPPY 3rd ANNIVERSARY TO US!

And Happy Father's Day!

Dear Real Producers,

This month we are featuring some amazing and inspiring fathers in real estate! Also, see our question, "What is the most important life lesson you learned from your dad?" answered by members of our community on page 12!



Me and my dad, David Brindley, after our father/daughter dance at my wedding reception in 2013.

This is our Third Anniversary Edition! Check out everyone who has graced our covers for the last three years ... and photos of three years of wonderful events we've held with you all on pages 46 to 52! It's such an honor to gather this amazing group together, and share your stories. Cheers to many more years of Connecting, Inspiring, and Elevating our community!

Nova Real Producers gathered at the Chantilly National Golf & Country Club in Centreville, Virginia, for our Spring Social in April. We are so thankful we were able to get together again in person. Check out the photos from the event on pages 49 and 50!

We will see you soon, on June 17th and July 21st, for summer events. As always, be on the lookout for your exclusive invitations!



See you soon!

Kristin Brindley

Owner/Publisher

NOVA Real Producers

313-971-8312

kristin.brindley@realproducersmag.com
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What is the most important life lesson you learned from Dad?



TROY J. SPONAUGLE
Samson Properties

Dad was Troy Gaylord Sponaugle. He always did and said, "Don't complain, just do it!" and "If it is fixable, I can do it!"



DEAN YEONAS
Yeonas & Shafran
Real Estate

"Reputation is everything," and "It matters not how long we live, but how."



JANET PRICE
McEneaney Associates

My dad taught me to "do it right or don't do it."



BOB LOVETT
Samson Properties

"If you can't pay cash, Son ... you don't need it!"



PETER LEONARD-MORGAN
Hunt Country Sotheby's
International Realty

My dad was a career British army officer who survived six years of fighting in the Second World War, and his mantra was, "If you are on time, you're late," which had the lifelong effect on me of always arriving early. Fashionably late was never fashionable in our house growing up!



TOM PARMENTIER
MaxHousePrice CEO/
Co-Founder

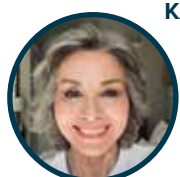
Without a doubt, my dad's work ethic is the greatest lesson I learned from him. "You don't have to be the smartest, but you certainly can work the hardest." His willingness to do whatever it took to provide for his family is a memory I cherish deeply and reflect upon when the going gets tough. Miss you, Dad!



SHERRY M. SKINNER
Interstate Moving &
Storage, Inc.

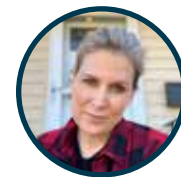
Through my 90-year-old father's actions more than his words, I learned that throughout

life you can't control what happens to you, but you can choose how you respond. If you respond with empathy, love, honesty, and positivity, any negative situation will only get better. Also, a sense of humor is a key life tool.



KATHLEEN LOGIODICE FONG
KW Metro Center

My dad believed in being generous with whatever he had. He used to lend neighbors tools from his "extensive" bench, help them with home repairs and even drive people to the car repair shop or grocery. My folks were not wealthy; they grew up and married in tough times (The Great Depression, Spanish Flu, Crash of '29, WWI, WWII) yet never were greedy. If my dad had a buck in his pocket, he'd give someone half to help them out. Generosity and kindness can be practiced no matter your level of achievement in life. Giving back or a hand up means more than anything.



MELINDA SCHNUR
Keller Williams Realty

My dad used to tell me I needed to rely on myself — no one else — for success and achievement.



LYSSA SEWARD
TTR Sotheby's
International Realty

The most important life lesson among many I learned from my dad is that there are really no wrong career or life choices. If you come to a fork in the proverbial road and you choose left, and this path turns out not to work out, you will come to another fork in the road and you can course-correct and adjust your path. Your previous path will serve you in some way: lessons learned, knowing what you don't want, etc. Nothing is ever permanent, not even life itself.

The second-best lesson I learned from him: "the market is always right."



CHARLET SHRINER
RE/MAX Premier

My dad was my biggest fan. He has passed away now. He had a military career and retired as a Capitol Police Officer. He instilled in me a sense of honor and integrity. He always did the right thing and would never think of doing anything underhanded. He also was an entrepreneur at heart and taught me that anything was possible. I will never forget when I called him and said, "Daddy, I'm going to be a REALTOR®." He said, "Charli, you know the average Realtor makes \$25K a year (1990s)," and I said, "Yep, I know!" He said, "Great, let's go to happy hour and celebrate!" I've never looked back, and that was 26 years ago.



MOLLY FLORY
Old Republic
Home Protection

My dad taught us the value of family. He taught all of his kids how to be a true friend and neighbor through your deeds. He was always there to offer advice (whether you wanted to hear it or not!). I always knew that my dad had my back. He was always interested in current events and the news. Since his passing, I have missed his "take" on things, as I am sure we would be having some great conversations!



JOHN BECCI
Avanti Inspections

My dad was more a leader by example than through words. The most important life lesson he taught me was to treat everyone with respect. You never know when this will help you. Over the years, this lesson has helped me many times. While I can give you countless examples, the best and most recent example is doing business now with people I have known over my life. These are people that know they can trust me and that I will do a great job for them.



MARVIN FELIX
Keller Williams Realty

I grew up without a father so not much learned there. Lol. However, for the longest time, I never felt I missed out on having him around because I was loved and I was a great son, student, athlete, etc. Then, one day, as I was playing with my three young kids, having so much fun with them, it dawned on me that very moment that what I was doing with my kids is precisely what I missed out on. I immediately became wrapped up in the moment and shed several tears. I appreciate what I have and am grateful that they'll never have to feel that emptiness and fill that void.



MEREDITH HANNAN
Century 21
Redwood Realty

My dad said that the most important thing that he did personally was put his marriage with my mom first, even before us kids. They have been married 54 years this June. He also taught me to have a strong work ethic and the importance of volunteering.



NATALIE MCARTOR
Long & Foster
Real Estate

Sad to say, but my dad died when I was only 17 years old, 50 years ago. However, what I learned from him is "leadership," especially to his clients and in the community. He was very well respected by the community we lived in in Alexandria, called Warwick Village, which he was the property manager of for 20 years. But the biggest lesson I also learned was responsibility. The community had a large, in-ground swimming pool. My Dad had a small snack bar built within the pool gates, not to feed the swimmers but so that I could manage and run the snack bar! I ran the place from ages 13 to 17. He wanted me, my sister, and my brother to learn responsibility. And I did! I had to work every day on time at 11 a.m. (closed Monday) all summer long. I was cooking hot dogs, hamburgers, and fries, and serving ice cream and Cokes. And while I gave away more of the snacks to my friends (mostly the cute boys) than I made financially, my dad made sure every year I profited \$100. (Thanks, Dad!)



KRISTIE ZIMMERMAN
Compass
[My dad taught me] To step back a moment and pause before making decisions, and to use common sense!



SUE SMITH
RE/MAX Premier
Early in my real estate career, my father, Frank Grant (88 years old), said, "Don't have a pissing contest with a skunk." I have passed along these Words of Wisdom to others and use them almost daily in my real estate career and life.



TONY FERNANDEZ-SARDINA
Rn HomeTech
[My dad taught me] All human beings are created equal. Regardless of skin color, sex, religion, political ideas, or sexual orientation, we are all equally deserving of respect and dignity. We should always treat others as we would have others treat us.



TRACY VITALI
Coldwell Banker Realty
Life lesson learned from my father: "Treat others as you like to be treated."



LILIAN JORGENSON
Long & Foster Real Estate
My parents owned a grocery store in the heart of my hometown in Denmark. We lived on the third floor. In Europe, there is usually a store on the bottom level and then three-story apartments above. From way back of what I can remember, I helped in the store with everything. At the age of 10 years old, I was also waiting on customers coming in, and my father always would tell me to treat everyone coming in the same, whether it was the wife of a CEO or the workman on his bike stopping in to buy a few things for his family. That has served me well all my life, as I don't "judge a book by its cover."

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► words by wade
By Wade Vander Molen

DOMINATE

Virtual Home-Selling Seminars!

2021 has become the hottest market in our lifetime for home sellers and also home buyers. The problem is, buyers want homes yet sellers are reluctant to sell due to the pandemic and a couple of other issues. This imbalance has left us with little homes for sale, yet all of us know people in our spheres of influence who would benefit greatly by selling right now. Insert the virtual home-selling seminar. Here is how to do it and grow inventory.

1. Market to your sphere of influence, Farm, and social media followers. Get the word out by direct mail, email, phone calls, video, and posting on your social media accounts. Get your people to sign up via registration link on Zoom. Once they register, you have their email addresses for follow-up.

2. Add your vendor partners to the event and get them to speak on how they work with you and also the value they bring to your clients. Other than Title and Lending, it is good to have junk removal companies,

home inspectors, and more. Selling the team is a great way to add value. Providing e-gift cards as raffles at the end is a great way to create extra touchpoints with the attendees.

3. Explain to the attendees the state of the market. Perhaps provide market stats in their local areas so they can see average days on market, home sale increases year over year, and even the numbers just for 2021. Explain how many families you helped in the last 12 months. Show off your value and paint yourself as the knowledge broker.

4. Highlight several home sales you have had in the last few months. Show the attendees how quickly these homes sold and if they were over asking price. Due to homes selling above asking price, it's good to mention sellers are getting extra money handed to them they never expected, as this is almost the norm in this market.

5. Have your assistant or someone else monitor the Zoom chat for questions and comments during your presentation. Take the time to make sure every question is answered and highlighted comments are addressed. Some of the questions may be for the vendors as well.

6. Following up afterward is the most important thing. Have a systematic

follow-up process by phone and email to find out if an attendee is considering selling or has a timeframe to do so. You might be surprised to find someone may want you to list their home right away, especially after highlighting how quickly homes are selling and what percentage of contracts are over the asking price. Add the attendees into your CRM and keep marketing to them on a regular basis.

There are many ways to conduct home-selling seminars, but in the age of COVID, we need to be strategic. Following these steps to gain an audience, show your value, sell the team, and educate on the state of our crazy market will get reluctant home sellers off the fence and on the market!



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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Golden Nuggets



WORDS OF WISDOM FROM OUR FEATURES



ALLEN "AJ" JOHNSON
AJ Realty Team
Keller Williams Realty

"When God gives you a blessing, he also gives you a big responsibility to bless others."

"Show up every day and just put in the work."

"Focus on building and loving those in the community. Those small things will, over time, blossom and have a big impact."



JEREMIAH KEELER
The Dwellus Group
Keller Williams Realty

"Continue to learn to become an expert in the field and continue to stay focused on lead generation."

"Get up every day and reach out to people, ones you know and don't know. Have a good follow-up system to make sure nothing falls through the cracks."



CHUCK HALL
Winston's Chimney Service

"Our service is best utilized during the home inspection process with the buyer's agents. Or Top Producers can bring us in when they are about to list the home, thereby eliminating any surprises during and after the home inspection."

"We hear it every day: 'Wow, you are the most knowledgeable chimney person that has ever been in my home.' I am practicing a lot of 'Kaizen,' or constant and never-ending improvement, with my company. We try to get it right the first time."



▶▶ partner spotlight

By Zachary Cohen
Photos by Ryan Corvello

Winston's

CHIMNEY SERVICE

THE CHIMNEY EXPERTS

with President Chuck Hall

...

...

“If you want something you’ve never had, then you must do something you’ve never done.”

After graduating from the University of Kansas in 1987, Chuck Hall returned home to Washington D.C., where he landed work selling advertising for Easy 97.1 WASH-FM. Shortly thereafter, the radio industry’s regulations shifted; Chuck moved to WTOP, where he believed that opportunity and earnings would be abundant.

“It turned out to be an adversarial management style, not conducive to my 24-year-old mind,” Chuck remembers.

Through happenstance, Chuck was offered the opportunity to enter a new industry.

“A friend was a partner in a home-service business with chimney, gutter, and residential window washing divisions. It was named after his partner, Winston,” Chuck remembers. “Long story short, I worked the spring and summer with them and broke a lot of records. I was offered an opportunity to open my own company as a new corporation in Northern Virginia.”

Chuck accepted the offer to open a new branch office of Winston’s. He was given a list of clients, a Chevy Astro van, and the support to succeed.

By 2009, the recession caught up with the Maryland/D.C. office, and it was forced to close down. Chuck stepped in, acquired the proper licenses, and went to work across the river.

“We added \$500,000 to the top line the following year in Maryland and D.C.,” Chuck remembers. “We have since sold our residential window washing and gutter companies, and

now we concentrate solely on the chimney and fireplace side.”

In the past decade-plus, Chuck has helped build Winston’s Chimney Service into the area’s premier chimney shop. They inspect, sweep, repair, and install wood and gas fireplaces and chimneys. In addition, they are equipped to do masonry for both residential and commercial chimneys. Winston’s Chimney Service has 55 employees, and they are running around 20 trucks.

**Difference Makers:
Serving the Real Estate Community**

Chuck believes that one of his primary difference makers is the level of training he and his staff possess.

“We hear it every day: ‘Wow, you are the most knowledgeable chimney person that has ever been in my home,’” Chuck says. “I also call it ‘staying in our lane.’ We can run a lot faster in our own lanes. The training starts with the people answering the phones to the technicians inspecting the fireplaces with the newest video inspection systems to the installers and bricklayers to the master gas fitter running the lines and hooking up your new gas fireplaces. We try to get it right the first time.”

Chuck has also served as the President of CSIA (Chimney Safety Industry of America), and he is the current President of MACA (Mid-Atlantic Chimney Association), which



Chuck Hall fosters a culture of training and continuous improvement at Winston’s Chimney Service.



oversees Maryland, D.C., Virginia, Delaware, and West Virginia.

Real Estate Relations

“Our service is best utilized during the home inspection process with the buyer’s agents,” Chuck explains. “Or, top producers can bring us in when you are about to list the home, thereby taking it out of the equation and eliminating any surprises during and after the home inspection.”

Chuck is committed to helping deals get completed, yet his primary objective is transparency.

“Once we insert the camera in the flue, we can only relay what the truth of the situation is,” he says. “That’s why it is better to call us as you are preparing the home for sale.”

...

“WE TRY TO GET IT RIGHT THE FIRST TIME.”





Winston's Chimney Service now has over 50 employees and a fleet of 20 trucks.

...

One of Chuck's biggest successes is when he's able to save a deal for an agent by getting to the heart of an issue early in the sales process.

Kaizen: Continuous Improvement

Kaizen is the Sino-Japanese word for improvement. The principles of Kaizen are often applied to businesses when there is a focus on continuous improvement of all functions. It engages every employee, from the owner/CEO down the line. Chuck has taken a liking to the concept and applies it daily with Winston's Chimney Services.

"I am practicing a lot of Kaizen, or constant and never-ending improvement, with my company," Chuck says. "I am not out in the field as much unless I am walking the site at an important project or meeting a client that needs to have the boss there. Making the business grow and mature is exciting to watch."

For more information on Winston's Chimney Service, please visit www.winstonsservices.com.

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JEREMIAH KEELER

An Ace in the Hole

Jeremiah Keeler knows the importance of always having a plan B. Since 2010, his plan B was real estate. He was working for Marriott International in sales, helping bring customers into the hotel through conferences, marketing campaigns, managing sales teams, etc., and saw the similarities between real estate and hospitality.

For years, Jeremiah worked real estate part-time, doing a handful of transactions a year to keep it in his back pocket, while continuing his career at Marriott. Then, when the pandemic hit last year and shut everything down, Jeremiah saw the writing on the wall and pulled out his ace in the hole.

“I saw the housing market was still doing well, and with the support offered by Ryan Zook and The Dwellus Group, it was a no-brainer for me,” Jeremiah explains. “Being in hotels, I always had a passion for real estate ... seeing new neighborhoods, design features, and meeting people. I think, for me, it is always about the opportunity to help as many people as I can.”

At the closing of his first transaction, Jeremiah knew he made the right decision and that there was no turning back. “There is nothing better than seeing a smile on a person’s face after completing the purchase of their home where they will grow as a family and make many memories. It makes it all worth it,” he says.

While trying to build a business during a pandemic has not been easy for Jeremiah, he says the support he

has received from his family has been essential, especially since real estate has actually taken him away from his family more than before. His wife, Virginia, and kids, Peyton and Alexis, have helped him whenever they see an opportunity to do so.

“Virginia and the kids help me with open-house invitations and sport Keller Williams swag around town. They love to share with friends, classmates, and anyone that they can that their dad is in real estate. We all understand what the end goal is and the potential of what real estate can be,” Jeremiah explains.

While Jeremiah is driven to become one of the best REALTORS® in the DMV, it’s his family that keeps him motivated. He loves having the ability to be his own boss and to have the autonomy to define his own dreams

and goals, something he says he didn’t have while in corporate America.

Jeremiah’s 19-year career in hospitality, however, has definitely helped set him apart in real estate. From the beginning, he understood that his business hinged on customer service, and he has focused on creating the best client experience since.

“When you work with me as a Realtor, you get a guy that is going to guide you every step of the way and give 110 percent to work through any challenges,” he says. “You also get amazing technology, creative marketing, and tools to get your home sold. Every one of my listings gets drone photography, 2D and 3D floor plans, Matterport, an own-property website, and a promise to get excellent customer service! On the buyer side, you get the same excellent customer service, plus my knowledge of



Jeremiah’s wife, Virginia, and children, Peyton and Alexis, are big supporters, helping with open-house invitations and sporting KW swag around town.

...

local neighborhoods, their home values, and a strong negotiator.”

Jeremiah came to D.C. after graduating from Virginia Tech, where he studied marketing management. Having grown up in Western New York, in the Finger Lakes region, Jeremiah was looking to get away from the snow and always wanted to live in a big city. He joined Marriott International after moving to D.C., where he was able to travel all over the world. Before leaving Marriott, Jeremiah was overseeing all the sales and marketing efforts for five hotels in northern Virginia and managed a team of business development sales associates.

In his free time, Jeremiah loves being with his family, which usually involves going to the baseball and softball fields to watch his children play. He and Virginia also love to hit up local wineries and breweries, travel to exciting destinations, and take long walks together with their children, something they recently started doing every morning during the pandemic.

Jeremiah would like to be remembered in the way that Martin Luther King Jr. explained, when he said, “Even if it falls your lot to be a street sweeper, go on out and sweep streets like Michelangelo painted pictures; sweep streets like Handel and Beethoven composed music; sweep streets like Shakespeare wrote poetry; (Go ahead) sweep streets so well that all the host of heaven and earth will have to pause and say, ‘Here lived a great street sweeper who swept his job well.’”

“That is how I want to be remembered as a Realtor,” Jeremiah says: “a hard worker, a guy that left his mark on the world in real estate, and one of the best to ever do it!”



When the pandemic hit in early 2020, Jeremiah Keeler saw the writing on the wall and made the jump from a 19-year career in hospitality into real estate.

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ALLEN “AJ” JOHNSON

Being a Father First

“My dad is the most influential person in my life,” Allen Johnson begins proudly. “I’ve often been asked who my hero is. A lot of people say famous people. Well, my dad is famous to me. There is a quote from one of Mark Batterson’s books: ‘Be famous in your own home.’ My dad is famous in our home. He taught me and he loved me ... he was the one who gave me the confidence and permission to go after my dreams.”

...

“

I MADE THE COMMITMENT THAT I'D BE THAT AGENT. THAT ANYONE WHO LOOKED LIKE ME, I WOULD NOT JUDGE THEM ON HOW THEY MAY OR MAY NOT LOOK. I'D BE THAT AGENT THAT WOULD HELP THEM.



Allen Johnson's wife Christal works alongside him in his real estate business.

Allen's father, L.A. Johnson, was the one to support his first home purchase with a \$10,000 gift. He was the first to encourage him to get into real estate sales. Allen still speaks with him daily.

As Allen has stepped into the role of father himself, he strives to be like his own dad. He strives to be the type of man who puts his family first, staying present with those in front of him. He strives to be a man of God and a man of the community.

Real Estate Beginnings

After graduating from George Mason University, Allen went to work for a local car dealership. He reached the point of wanting to buy a home but struggled to find someone to help.

"I didn't look like your typical buyer," Allen recalls.

Allen did finally meet an agent who was willing to help him navigate the process of buying a home. And that agent inspired Allen.

"I made the commitment that I'd be that agent. That anyone who looked like me, I would not judge them on how they may or may not look. I'd be that agent that would help them."

In 2002, Allen got his real estate license and began what has become an almost two-decade-long career ... so far.

The Journey to Fatherhood

In the meantime, Allen's own family has grown. He and his wife, Christal,



Allen with daughters Sydney and Camila.

...

have two children; Sydney is 10 and Camila is 7.

“We like to chill, movie nights, and just have fun together,” Allen beams. “Bowling, vacationing together.”

Balancing home life and a career in real estate isn’t always easy. Allen is realistic and attentive to the energy that he brings back into the home. Christal works alongside Allen in real estate, which can be both a blessing and an obstacle to stepping fully into family time.

“The family is my biggest responsibility,” Allen says. “The biggest thing is balance. We are busy, but it doesn’t mean my business needs to affect the family life.”

Allen is grounded in the idea that he is a father and husband, first and

foremost. He has a responsibility to his family, then his clients and the greater community.

Allen hopes to leave a legacy of “making sure that my children understand there is a balance between your success and your responsibility to serving your community.”

“When God gives you a blessing, he also gives you a big responsibility to bless others,” Allen adds.

Stepping Into the Future

Allen has overcome odds and obstacles to achieve success. He considers those challenges to be a vital part of the man he is. In addition to being the AJ Team Realty team leader at Keller Williams Realty Lake Ridge, he has written a book, *50 Things Your Real Estate Agent Should Tell You But Probably Won't*.

“It’s taken me 20 years to be an overnight success,” Allen quips. “I’m not the most talented or smartest, but I’ll show up every day and just put in the work.”

As he looks ahead, Allen is passionate about trying to keep things simple. He’s well aware of how easy it is to get caught up in chasing production and awards in real estate. But for him, achievement means something different.

“At the end of the day, my tombstone will not have how many homes I’ve sold. I’m passionate about being a father, son, husband, and leader to those we have on our team. I’m passionate about having a positive impact in my community. If I can focus on building and loving those in my community, those small things will, over time, blossom and have a big impact.”



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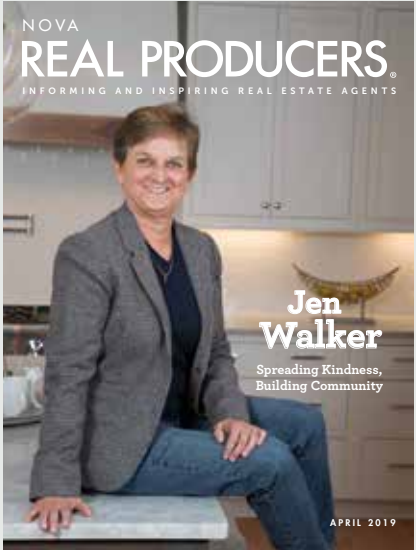
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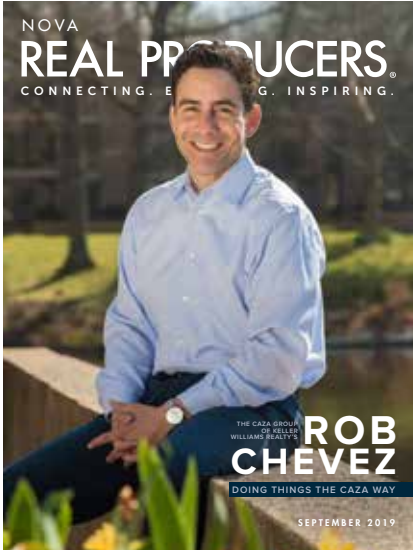
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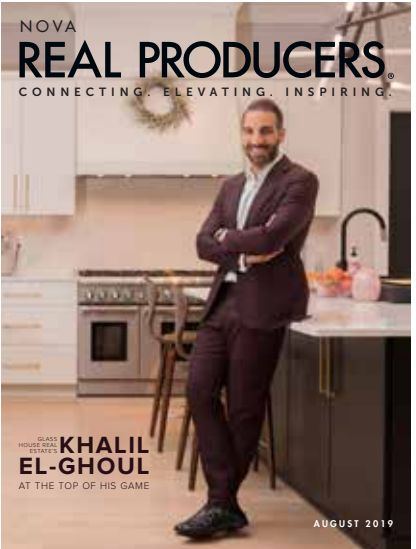
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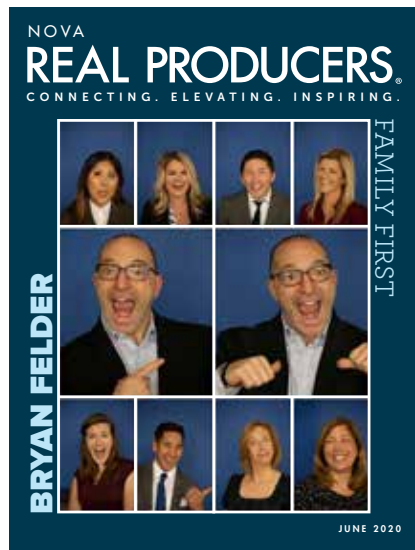
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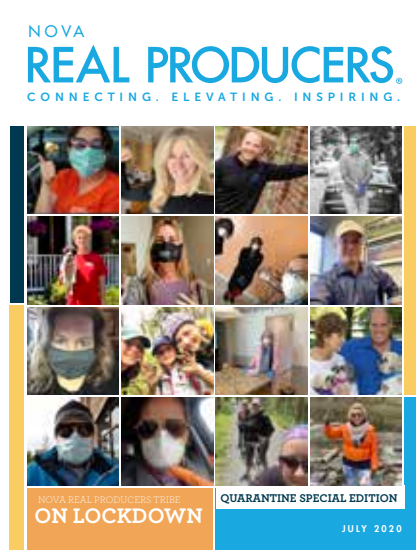
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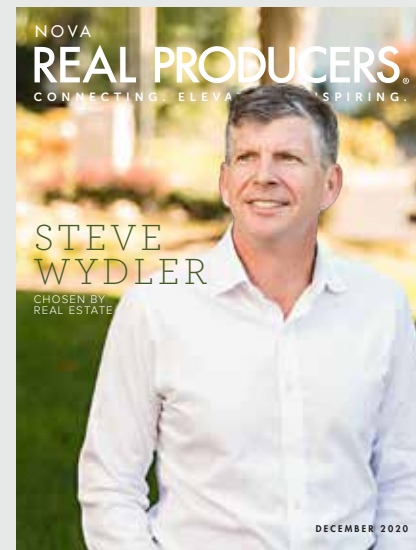
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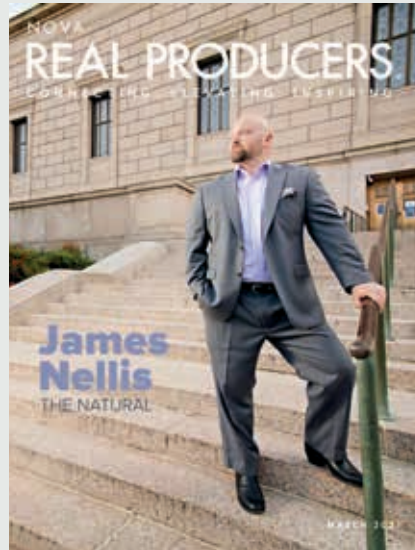
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We appreciate all our Real Producers and industry partners who came out to Chantilly National Golf & Country Club in Centreville for our gathering. A big thank-you to our

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If you missed this gathering, we hope you can join us on June 17th for our next one! We have a great location at a beautiful, new-construction listing in Falls Church. Let us know if you didn't receive your exclusive invitation!

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Differences Between Virginia & Maryland Closings

There are many agents who are licensed in both Virginia and Maryland, but here are some of the biggest differences of which agents licensed in both jurisdictions should be aware:

1. Timing of Disbursement of Funds and Recordation with Land Records

Virginia law provides settlement companies 48 hours after closing to disburse funds in most instances, but also requires that the settlement company record the deed and security instrument (mortgage, deed of trust, etc.) prior to disbursing funds, consistent with the line items and the agreed-upon disbursements listed in the ALTA Settlement Statement. In Maryland, a settlement company may disburse funds prior to recording with the local department of land records. If your deal involves sellers in Virginia buying in another state, it is important to discuss with them the ramifications of possible delays in disbursement when scheduling their purchase transaction. If your Virginia sellers are anticipating a simultaneous settlement (where the selling of one home and buying of another home happen on the same day), it is important to consider whether additional language should be included in the contract (for example, at your client's option for a pre-occupancy agreement in their purchase contract or a post-occupancy "rent back" arrangement in their sales contract).

2. Duty to Disclose Front Foot Charges in Maryland

When developers are unable to connect a new subdivision to public water and/or sewer lines, developers will often privately construct the connection and pass those infrastructure development costs to the new homebuyers on a pro-rata basis. Maryland law requires sellers to notify purchasers of any private Front Foot Benefit Charges (FFBC) that apply to the property and, if the seller does not disclose, the purchaser can cancel the contract any time before settlement; and if the charges are not disclosed prior to settlement, the seller can be required to pay the entire balance of the unpaid private FFBCs. This

disclosure requirement only applies to private FFBCs not reflected on a property's publicly available tax bill.

3. First-Time Homebuyer Benefits

A first-time Maryland Homebuyer is an individual who has never owned in the State residential real property that has been the individual's principal residence. (MD Code, Real Property, 14-104). In Maryland, there is a presumption, in the absence of a contrary provision in agreement or law, that parties to a residential contract of sale intended for costs of recordation tax or any State or local transfer taxes to be shared equally between grantor and grantee. But, for a first-time homebuyer, the seller pays the entire state transfer taxes. If there are two or more purchasers, all purchasers must be first-time homebuyers for this fee-shifting option to be applicable for sellers.

A first-time Virginia Homebuyer is an individual who has not had an ownership interest in and occupied it as a primary residence in the last 3 years. A person who owns an investment property but has not used that residence as their primary residence within the last three years can still be a first-time homebuyer in Virginia. There are no tax benefits to being a first-time Virginia homebuyer but the Virginia General Assembly enacted legislation that allows individuals to designate a bank account as a tax-exempt first-time homebuyer savings account. Distributions from such accounts may only be used for the purpose of paying or reimbursing the down payment and allowable closing costs for the purchase of a single-family residence in the Commonwealth by a qualified beneficiary.

Both the Virginia Department of Housing and Community Development, and counties in each

State, have additional first-time homebuyer programs.

4. Withholding for Non-Residents

If your client is selling property in Maryland and they are moving outside of the State of Maryland, they will be subject to a non-resident withholding tax. By law, the settlement company must withhold a percentage of the net proceeds from the sale. There are a few narrow exemptions and, further, a seller can apply for an exemption certificate — file an application for a tentative refund of the withholding. It is important to note that this is just a withholding and will be taken into account in the seller's next tax filings. In Virginia, the settlement company is not required to withhold any portion of the net proceeds from the sale, but the settlement company will have each seller complete an R5 or R5E tax form which the settlement company will send to the Commonwealth to report the proceeds of the sale.

Partnering with a settlement company that has experience throughout Virginia, Maryland, and D.C. gives you an advantage when navigating your clients through multi-jurisdictional transactions.



Kim Stepanuk is a licensed real estate attorney with MBH Settlement Group. Prior to joining MBH, she worked as a litigator at law firms in Montgomery County and Howard County, Maryland. If she is not at the closing table, you will likely find her hiking, baking, or chasing her one-year-old daughter around, picking up the toys and socks left in her wake.



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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	83	\$52,291,864	192.5	\$126,432,264	275.5	\$178,724,128
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	178	\$99,548,776	70.5	\$37,448,472	248.5	\$136,997,248
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	89.5	\$53,228,540	41.5	\$23,381,918	131	\$76,610,454
4	Debbie J Dogrul	Long & Foster Real Estate, Inc.	50.5	\$35,717,800	34	\$21,644,580	84.5	\$57,362,384
5	Akshay Bhatnagar	Virginia Select Homes, LLC.	20	\$14,371,000	45	\$31,161,540	65	\$45,532,540
6	Sue S Goodhart	Compass	24	\$25,010,250	17	\$18,724,804	41	\$43,735,056
7	Jennifer L Walker	McEneaney Associates, Inc.	26.5	\$22,980,120	21.5	\$19,442,828	48	\$42,422,944
8	Phyllis G Patterson	TTR Sotheby's International Realty	26.5	\$25,561,188	19	\$16,856,420	45.5	\$42,417,608
9	Jason Cheperdak	Samson Properties	17.5	\$11,457,950	36.5	\$22,979,030	54	\$34,436,980
10	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	20.5	\$25,830,520	7	\$8,411,000	27.5	\$34,241,520
11	Daan De Raedt	Property Collective	23	\$18,051,700	25	\$15,514,124	48	\$33,565,824
12	Khalil Alexander El-Ghoul	Glass House Real Estate	17	\$13,257,191	19.5	\$17,708,568	36.5	\$30,965,760
13	Casey C Samson	Samson Properties	23	\$22,427,100	7	\$7,290,000	30	\$29,717,100
14	Barbara G Beckwith	McEneaney Associates, Inc.	10	\$19,007,500	5	\$9,269,000	15	\$28,276,500
15	Jean K Garrell	Keller Williams Realty	21	\$16,787,650	17	\$11,415,258	38	\$28,202,908
16	Kay Houghton	KW Metro Center	24	\$11,421,200	24	\$16,374,900	48	\$27,796,100
17	Patricia E Stack	Weichert, REALTORS	20	\$22,121,970	4	\$4,998,000	24	\$27,119,970
18	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	16	\$15,609,000	13	\$11,504,000	29	\$27,113,000
19	Christopher Craddock	EXP Realty, LLC	45	\$17,763,760	19	\$8,615,386	64	\$26,379,146
20	James W Nellis II	Keller Williams Fairfax Gateway	26	\$15,527,250	18	\$10,820,231	44	\$26,347,480
21	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	4.5	\$16,425,000	4	\$9,675,000	8.5	\$26,100,000
22	Bichlan N DeCaro	EXP Realty, LLC	6	\$5,087,500	28	\$20,278,800	34	\$25,366,300
23	Christopher J White	Long & Foster Real Estate, Inc.	20	\$16,135,600	11	\$8,353,000	31	\$24,488,600
24	Cynthia Schneider	Long & Foster Real Estate, Inc.	26.5	\$15,983,875	10.5	\$8,131,000	37	\$24,114,876
25	Megan Buckley Fass	FASS Results, LLC.	9.5	\$11,454,500	9.5	\$12,549,300	19	\$24,003,800
26	Kimberly A Spear	Keller Williams Realty	18	\$9,003,000	21	\$14,940,550	39	\$23,943,550
27	Raymond A Gernhart	RE/MAX Executives	12.5	\$9,569,012	21.5	\$13,606,058	34	\$23,175,070
28	Nikki Lagouros	Property Collective	14	\$6,404,250	33	\$16,339,600	47	\$22,743,850
29	Diane V Lewis	Washington Fine Properties, LLC	10	\$15,734,000	3	\$6,274,000	13	\$22,008,000
30	Piper Gioia Yerks	Washington Fine Properties, LLC	6	\$14,676,295	3	\$7,205,000	9	\$21,881,296
31	Martin K Alloy	SMC Real Estate Corp.	26	\$12,707,130	18	\$8,996,050	44	\$21,703,180
32	Michael I Putnam	RE/MAX Executives	20	\$9,642,900	21.5	\$11,979,432	41.5	\$21,622,332
33	Steven C Wydler	Compass	8.5	\$13,147,500	6.5	\$8,251,500	15	\$21,399,000
34	Timothy D Pierson	KW United	12	\$10,115,500	14.5	\$11,012,700	26.5	\$21,128,200
35	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	43	\$20,862,904	1	\$237,350	44	\$21,100,254

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	5	\$8,771,500	6	\$11,620,000	11	\$20,391,500
37	Jennifer H Thornett	Washington Fine Properties, LLC	5	\$12,366,250	4.5	\$8,006,250	9.5	\$20,372,500
38	William F Hoffman	Keller Williams Realty	8.5	\$12,518,550	7	\$7,820,900	15.5	\$20,339,450
39	Anthony H Lam	Redfin Corporation	11	\$9,629,600	17	\$10,639,280	28	\$20,268,880
40	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	5	\$3,042,500	30	\$16,640,668	35	\$19,683,168
41	Eve M Weber	Long & Foster Real Estate, Inc.	19	\$17,931,000	3	\$1,728,000	22	\$19,659,000
42	Laura C Mensing	Long & Foster Real Estate, Inc.	9	\$9,692,500	9	\$9,406,750	18	\$19,099,250
43	Deborah D Shapiro	TTR Sothebys International Realty	6	\$10,366,500	4.5	\$8,682,500	10.5	\$19,049,000
44	Marianne K Prendergast	Washington Fine Properties, LLC	7.5	\$11,922,000	4	\$7,063,700	11.5	\$18,985,700
45	Lilian Jorgenson	Long & Foster Real Estate, Inc.	10.5	\$16,677,500	3	\$2,109,999	13.5	\$18,787,500
46	Joan M Reimann	McEnearney Associates, Inc.	10	\$9,665,501	9	\$9,077,000	19	\$18,742,500
47	Irina Babb	RE/MAX Allegiance	19	\$13,291,300	4	\$4,145,020	23	\$17,436,320
48	Erin K Jones	KW Metro Center	17.5	\$8,982,450	19	\$8,271,999	36.5	\$17,254,448
49	Josh Dukes	KW Metro Center	11.5	\$5,313,900	26.5	\$11,861,875	38	\$17,175,776
50	Lauren A Bishop	McEnearney Associates, Inc.	6.5	\$7,282,500	5	\$9,440,000	11.5	\$16,722,500
51	Jillian Keck Hogan	McEnearney Associates, Inc.	11	\$9,039,950	9	\$7,640,688	20	\$16,680,638
52	Lizzie A Helmig	KW United	8	\$3,174,950	28	\$13,311,222	36	\$16,486,172
53	Kristina S Walker	KW United	9	\$5,337,000	16.5	\$11,112,615	25.5	\$16,449,615

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Scott A MacDonald	RE/MAX Gateway	25	\$15,818,234	1	\$490,000	26	\$16,308,234
55	Bruce A Tyburski	RE/MAX Executives	12.5	\$9,204,111	10	\$7,061,999	22.5	\$16,266,110
56	Sherif Abdalla	Compass	7	\$10,563,000	4	\$5,663,000	11	\$16,226,000
57	Katherine D Colville	Century 21 Redwood Realty	13	\$8,408,990	12.5	\$7,794,745	25.5	\$16,203,735
58	Ana Lucia Ron	ANR Realty, LLC	53	\$16,182,103	0	\$0	53	\$16,182,103
59	Gitte Long	Redfin Corporation	23	\$12,556,659	5	\$3,330,000	28	\$15,886,659
60	Jill Judge	Samson Properties	7.5	\$5,264,800	17	\$10,614,200	24.5	\$15,879,000
61	Victoria(Tori) McKinney	KW Metro Center	10	\$8,467,400	10	\$7,340,020	20	\$15,807,420
62	Laura R Schwartz	McEnearney Associates, Inc.	11	\$7,883,333	8	\$7,872,001	19	\$15,755,334
63	Lenwood A Johnson	Keller Williams Realty	24	\$13,151,210	7	\$2,548,500	31	\$15,699,710
64	Tom Francis	Keller Williams Realty	7	\$10,313,250	6	\$5,315,000	13	\$15,628,250
65	Laura M Sacher	Compass	5	\$5,430,000	14	\$9,910,900	19	\$15,340,900
66	Jack D Work	RE/MAX Allegiance	9	\$5,618,580	14	\$9,716,800	23	\$15,335,380
67	Venugopal Ravva	Maram Realty, LLC	2	\$782,500	27	\$14,547,920	29	\$15,330,420
68	David L Smith	Coldwell Banker Realty	2	\$1,540,000	18.5	\$13,673,717	20.5	\$15,213,717
69	Roy Kohn	Redfin Corporation	23	\$14,281,750	1	\$925,000	24	\$15,206,750
70	Michelle A Sagatov	Washington Fine Properties	4	\$6,344,000	8	\$8,806,620	12	\$15,150,620
71	William B Prendergast	Washington Fine Properties, LLC	4.5	\$6,442,000	5	\$8,388,700	9.5	\$14,830,700
72	Viktorija Piano	Keller Williams Realty	9.5	\$8,930,550	7	\$5,891,999	16.5	\$14,822,549
73	Ashraf Morsi	Keller Williams Realty	8	\$5,807,756	11	\$8,937,000	19	\$14,744,756
74	Benjamin D Heisler	Pearson Smith Realty, LLC	15	\$9,699,500	8	\$4,873,913	23	\$14,573,413
75	Rheema H Ziadeh	Redfin Corporation	24	\$13,278,500	2	\$1,275,000	26	\$14,553,500
76	Jeremy G Browne	TTR Sotheby's International Realty	8	\$8,099,000	4.5	\$6,379,800	12.5	\$14,478,800
77	Theresa Valencic	Long & Foster Real Estate, Inc.	4	\$8,032,500	3	\$6,347,500	7	\$14,380,000
78	Daniel MacDonald	TTR Sotheby's International Realty	9.5	\$10,313,000	3	\$4,049,000	12.5	\$14,362,000
79	Irene M deLeon	Redfin Corporation	25	\$13,498,221	1	\$702,518	26	\$14,200,739
80	Abuzar Waleed	RE/MAX Executives LLC	11.5	\$5,833,473	17.5	\$8,266,000	29	\$14,099,473
81	Jonathan J Fox	Compass	8.5	\$6,993,500	9	\$6,892,001	17.5	\$13,885,501
82	Danielle C Carter	Redfin Corporation	30	\$13,505,399	1	\$375,000	31	\$13,880,399
83	Ellen F Patrick	Compass	8.5	\$8,618,400	7	\$5,078,000	15.5	\$13,696,400
84	Deyi S Awadallah	D.S.A. Properties & Investments LLC	26	\$13,634,900	0	\$0	26	\$13,634,900
85	Laurn E Eadie	Keller Williams Realty	7.5	\$4,727,400	12	\$8,869,655	19.5	\$13,597,055
86	Julia Rice	KW United	1	\$458,500	16	\$13,093,387	17	\$13,551,887

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TOP 250 STANDINGS

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Katharine R Christofides	Century 21 New Millennium	4	\$2,160,400	17.5	\$11,382,341	21.5	\$13,542,741
88	Steven J Watson	Pearson Smith Realty, LLC	6	\$12,382,910	1	\$1,152,000	7	\$13,534,910
89	Sri H Meka	Franklin Realty LLC	7	\$5,536,700	11	\$7,952,321	18	\$13,489,021
90	Nathan Daniel Johnson	Keller Williams Capital Properties	15	\$7,367,722	12	\$6,095,575	27	\$13,463,296
91	Robert T Ferguson Jr.	RE/MAX Allegiance	7	\$6,369,500	10	\$7,083,100	17	\$13,452,600
92	Shaun Murphy	Compass	9	\$5,070,025	10	\$8,351,015	19	\$13,421,040
93	Dinh D Pham	Fairfax Realty Select	7	\$3,483,700	19.5	\$9,776,000	26.5	\$13,259,700
94	Ahmad T Ayub	Redfin Corporation	5	\$2,815,100	20	\$10,415,801	25	\$13,230,901
95	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	7	\$11,619,230	1	\$1,602,920	8	\$13,222,150
96	Danielle M Dedekind	Keller Williams Realty/ Lee Beaver & Assoc.	9	\$4,103,000	17	\$9,041,451	26	\$13,144,451
97	Jin Chen	Pearson Smith Realty, LLC	13	\$8,883,550	7	\$4,182,150	20	\$13,065,700
98	Paul Thistle	Take 2 Real Estate LLC	16	\$8,840,100	8	\$4,179,750	24	\$13,019,850
99	Kara Chaffin Donofrio	Long & Foster Real Estate, Inc.	5	\$4,760,000	7	\$8,232,000	12	\$12,992,000
100	Joan Stansfield	Keller Williams Realty	10.5	\$7,368,900	8	\$5,606,000	18.5	\$12,974,900
101	Paramjit K Bhamrah	Redfin Corporation	21	\$12,922,450	0	\$0	21	\$12,922,450
102	Blake Davenport	RLAH Real Estate	2	\$1,021,750	19	\$11,889,350	21	\$12,911,100
103	Damon A Nicholas	Coldwell Banker Realty	9	\$5,186,000	14.5	\$7,689,280	23.5	\$12,875,280
104	Micah A Corder	Washington Fine Properties, LLC	4	\$7,998,750	3	\$4,836,250	7	\$12,835,000
105	Eli Tucker	RLAH Real Estate	9.5	\$8,329,900	4.5	\$4,500,500	14	\$12,830,400
106	Dean P Yeonas	Yeonas & Shafran Real Estate, LLC	2.5	\$7,253,225	5	\$5,485,000	7.5	\$12,738,225
107	Cheryl H Wood	Redfin Corporation	4	\$4,442,000	9	\$8,219,900	13	\$12,661,900

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
108	Brittany Lambrechts Camacho	Century 21 Redwood Realty	10	\$5,200,500	10	\$7,393,332	20	\$12,593,832
109	Lyssa B Seward	TTR Sotheby's International Realty	7	\$7,403,250	6.5	\$5,112,360	13.5	\$12,515,610
110	George M Mrad	KW Metro Center	6	\$8,370,350	2.5	\$4,063,130	8.5	\$12,433,480
111	Jon B DeHart	Keller Williams Realty	9	\$7,484,500	8	\$4,925,400	17	\$12,409,900
112	Maria E Fernandez	Compass	5	\$2,766,500	11.5	\$9,614,000	16.5	\$12,380,500
113	Leah Knight	Long & Foster Real Estate, Inc.	7	\$3,921,875	12	\$8,413,340	19	\$12,335,215
114	Dustin M Fox	Pearson Smith Realty, LLC	8.5	\$5,325,100	9.5	\$7,005,600	18	\$12,330,700
115	Karen E Close	Century 21 New Millennium	5	\$6,924,000	4	\$5,399,900	9	\$12,323,900
116	Pamela A Yerks	Washington Fine Properties, LLC	4.5	\$9,946,295	1	\$2,350,000	5.5	\$12,296,295
117	Phillip B Brown	Property Collective	6.5	\$3,675,385	14.5	\$8,575,750	21	\$12,251,135
118	Kristin M Francis	KW Metro Center	13	\$9,177,750	2.5	\$2,985,000	15.5	\$12,162,750
119	Betsy A Twigg	McEneaney Associates, Inc.	9	\$9,064,920	3	\$3,041,000	12	\$12,105,920
120	Sarah Harrington	Long & Foster Real Estate, Inc.	6	\$5,559,434	8	\$6,470,400	14	\$12,029,834
121	Jason Walder	Compass	4	\$2,413,000	9	\$9,582,000	13	\$11,995,000
122	George S Koutsoukos	Long & Foster Real Estate, Inc.	6	\$6,449,060	3	\$5,515,000	9	\$11,964,060
123	Matt D Boyer	Keller Williams Realty	12	\$6,939,700	8	\$4,985,480	20	\$11,925,180
124	Kendell A Walker	Redfin Corporation	8	\$4,667,055	11	\$7,242,900	19	\$11,909,955
125	Cricket Bedford	Thomas and Talbot Estate Properties, Inc.	4	\$9,125,400	2	\$2,735,900	6	\$11,861,300

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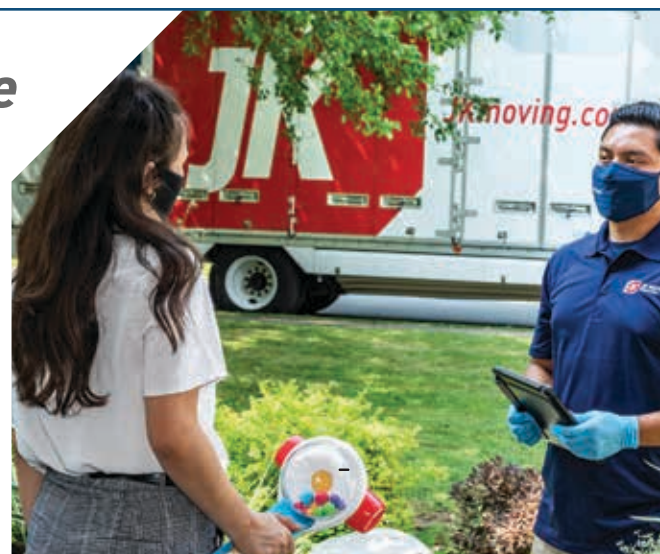
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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Debbie P Kent	Cottage Street Realty LLC	21	\$11,773,730	0	\$0	21	\$11,773,730
127	Lisa E Thompson	Hunt Country Sotheby's International Realty	6	\$10,312,450	2	\$1,440,430	8	\$11,752,880
128	Andrea M Hayes	Living Realty, LLC.	13	\$6,996,500	8	\$4,755,400	21	\$11,751,900
129	Nancy Sorensen-Willson	Long & Foster Real Estate, Inc.	8.5	\$7,991,850	5	\$3,665,190	13.5	\$11,657,040
130	Lisa T Smith	Pearson Smith Realty, LLC	13	\$9,489,000	3	\$2,150,000	16	\$11,639,000
131	Mercy F Lugo-Struthers	Casals, Realtors	4	\$2,177,250	26.5	\$9,399,900	30.5	\$11,577,150
132	Thomas R Moffett Jr.	Redfin Corporation	16	\$9,260,000	4	\$2,182,000	20	\$11,442,000
133	Sridhar Vemuru	Aragami, LLC	5	\$2,644,900	13	\$8,642,860	18	\$11,287,760
134	Mansoor Dar	Keller Williams Realty	2	\$4,825,000	6	\$6,455,000	8	\$11,280,000
135	Matthew R Elliott	Keller Williams Realty	13	\$8,414,500	5	\$2,855,000	18	\$11,269,500
136	John Murdock	Keller Williams Realty	16	\$9,336,250	4	\$1,863,000	20	\$11,199,250
137	Dina R Gorrell	Redfin Corporation	20	\$11,195,936	0	\$0	20	\$11,195,936
138	Dilyara Daminova	Samson Properties	5	\$1,920,000	21	\$9,209,300	26	\$11,129,300
139	Robert J Chevez II	Keller Williams Realty	17.5	\$11,076,200	0	\$0	17.5	\$11,076,200
140	Jennifer O Halm	Compass	6	\$6,065,000	5	\$5,008,520	11	\$11,073,520
141	Heather E Heppe	RE/MAX Select Properties	13	\$9,141,129	3	\$1,911,101	16	\$11,052,230
142	Manuwa S Eligwe	KW Metro Center	4	\$1,752,000	19	\$9,287,025	23	\$11,039,025
143	Conor Sullivan	KW Metro Center	7.5	\$5,553,250	5	\$5,467,000	12.5	\$11,020,250
144	Lisa Dubois-Headley	RE/MAX West End	10.5	\$7,732,030	4	\$3,265,495	14.5	\$10,997,525

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jmccarthy@kvnational.com

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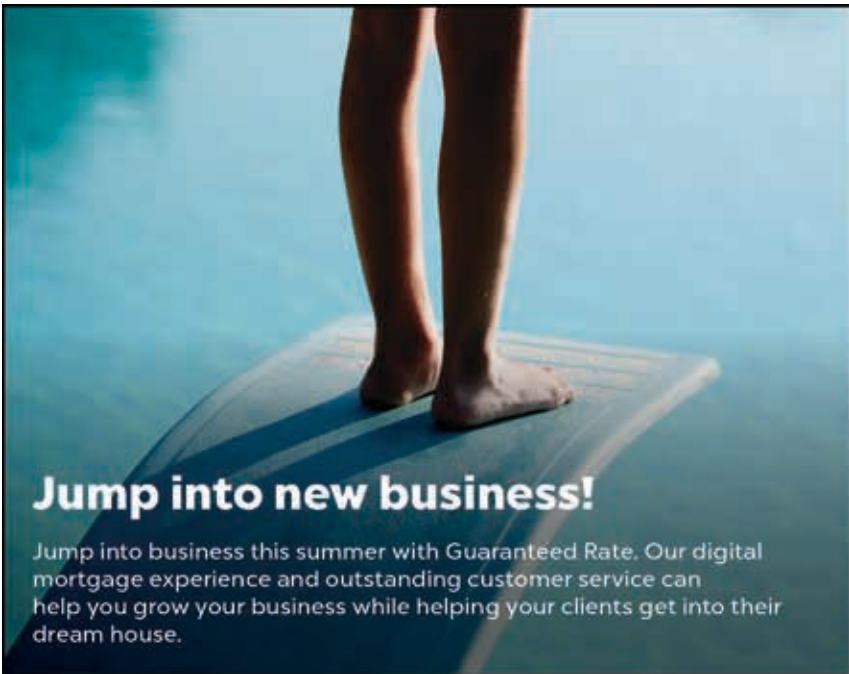
TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
145	Christina M O'Donnell	RE/MAX West End	3.5	\$3,368,500	9	\$7,610,430	12.5	\$10,978,930
146	Gregory A Wells	Keller Williams Realty	8	\$5,368,000	6	\$5,579,900	14	\$10,947,900
147	Scott C Shawkey	Keller Williams Realty	6.5	\$10,124,750	1	\$810,000	7.5	\$10,934,750
148	Shannon Lamb	Pearson Smith Realty, LLC	8	\$6,600,000	6	\$4,248,000	14	\$10,848,000
149	Jacob Smith Hamilton	Compass	8	\$4,039,000	10	\$6,752,489	18	\$10,791,489
150	Brian D MacMahon	Redfin Corporation	6	\$4,209,400	11	\$6,574,798	17	\$10,784,198
151	Wes W Stearns	M. O. Wilson Properties	14	\$7,497,333	5	\$3,234,000	19	\$10,731,333
152	Susan Tull O'Reilly	McEnearney Associates, Inc.	5	\$4,295,000	9	\$6,397,021	14	\$10,692,021
153	Alexander J Osborne	KW Metro Center	11.5	\$7,864,000	4.5	\$2,794,000	16	\$10,658,000
154	Matthew David Ferris	Redfin Corporation	0	\$0	20	\$10,598,900	20	\$10,598,900
155	Christine R Garner	Weichert, REALTORS	5	\$4,268,380	8	\$6,324,000	13	\$10,592,380
156	Yony Kifle	KW Metro Center	4.5	\$1,795,160	20.5	\$8,785,650	25	\$10,580,810
157	Joseph L Dettor	Keller Williams Fairfax Gateway	13	\$7,873,500	4	\$2,650,200	17	\$10,523,700
158	Marion Gordon	KW Metro Center	10	\$8,483,150	3	\$2,025,000	13	\$10,508,150
159	Kelly Martinez	Coldwell Banker Realty	10.5	\$6,670,650	4	\$3,825,875	14.5	\$10,496,525
160	Mara D Gemond	Redfin Corporation	6	\$2,849,144	7	\$7,647,033	13	\$10,496,177
161	Meghan M Wasinger	Wasinger & Co Properties, LLC.	9	\$5,419,088	9	\$5,064,285	18	\$10,483,373
162	Margaret J Czapiewski	Keller Williams Realty	12	\$6,087,750	8.5	\$4,355,250	20.5	\$10,443,000
163	Brad Kiger	KW Metro Center	9.5	\$5,448,500	9.5	\$4,950,200	19	\$10,398,700
164	Nikki Nabi	Samson Properties	5	\$3,746,900	4	\$6,619,200	9	\$10,366,100
165	Aarti Sood	Redfin Corporation	1	\$740,000	19	\$9,625,200	20	\$10,365,200
166	Sue G Smith	Compass	10	\$5,969,100	5	\$4,393,000	15	\$10,362,100
167	Carmen Dennis	Redfin Corporation	0	\$0	12	\$10,351,500	12	\$10,351,500
168	Michelle Doherty	RLAH Real Estate	9.5	\$4,333,999	10	\$6,006,516	19.5	\$10,340,515
169	Tanya R Johnson	Keller Williams Realty	13	\$7,205,000	6	\$3,107,490	19	\$10,312,490
170	Ashley Alperin	KW Metro Center	3	\$2,185,000	8	\$8,104,500	11	\$10,289,500
171	Heather C Corey	TTR Sotheby's International Realty	8.5	\$8,264,500	2.5	\$2,017,000	11	\$10,281,500
172	Kristie A Zimmerman	Compass	5.5	\$4,300,250	11	\$5,964,614	16.5	\$10,264,864
173	John Eric	Compass	4	\$6,590,000	2	\$3,673,520	6	\$10,263,520
174	Janet Catterson Price	McEnearney Associates, Inc.	6	\$8,129,900	2	\$2,125,000	8	\$10,254,900
175	Raju S Alluri	Alluri Realty, Inc.	4	\$3,286,900	8	\$6,920,000	12	\$10,206,900
176	Keith A Lombardi	Redfin Corporation	8	\$4,849,400	10	\$5,356,000	18	\$10,205,400
177	Patrick D O'Keefe	RE/MAX Gateway, LLC	7	\$6,050,500	4	\$4,153,500	11	\$10,204,000
178	Sheila A Zelghi	Samson Properties	9	\$5,755,000	5	\$4,446,000	14	\$10,201,000
179	Elizabeth Kline	RE/MAX 100	8.5	\$5,159,750	8	\$5,019,975	16.5	\$10,179,725

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Kyung H Soung	Realty One Group Capital Properties	5	\$3,302,000	9	\$6,874,840	14	\$10,176,840
181	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	14.5	\$8,801,657	2	\$1,364,600	16.5	\$10,166,257
182	Renata Briggman	KW Metro Center	9	\$7,454,000	3	\$2,710,490	12	\$10,164,490
183	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	2	\$549,900	14	\$9,505,028	16	\$10,054,928
184	Mickey Glassman	RE/MAX Premier	12	\$6,307,021	6	\$3,739,000	18	\$10,046,021
185	Candee Currie	Redfin Corporation	13	\$8,585,218	1	\$1,425,000	14	\$10,010,218
186	Abel Aquino	Redfin Corporation	17	\$9,467,000	2	\$519,999	19	\$9,986,999
187	Beth C Anspach	Pearson Smith Realty, LLC	7	\$6,143,000	4	\$3,797,500	11	\$9,940,500
188	John A Mentis	Long & Foster Real Estate, Inc.	4.5	\$2,617,000	10	\$7,295,000	14.5	\$9,912,000
189	Ryan Rice	Keller Williams Capital Properties	8	\$4,623,500	11	\$5,256,500	19	\$9,880,000
190	Kristen K Jones	McEnearney Associates, Inc.	4	\$3,787,000	4	\$6,060,000	8	\$9,847,000
191	Claudia V Cornejo	Fairfax Realty of Tysons	6.5	\$2,091,750	23	\$7,752,695	29.5	\$9,844,445
192	Gabriel Deukmaji	KW Metro Center	8.5	\$7,492,072	1	\$2,325,000	9.5	\$9,817,072
193	Jeddie R Busch	Compass	3	\$1,488,142	10	\$8,324,475	13	\$9,812,617
194	David A Moya	KW Metro Center	6.5	\$4,169,750	7	\$5,475,000	13.5	\$9,644,750
195	Aaron Podolsky	Compass	8	\$6,086,000	6	\$3,542,900	14	\$9,628,900
196	Janet A Callander	Weichert, REALTORS	5.5	\$4,935,000	6	\$4,689,760	11.5	\$9,624,760
197	Patricia Ammann	Redfin Corporation	3	\$1,218,900	9	\$8,350,500	12	\$9,569,400
198	Jeff Wu	Keller Williams Capital Properties	5	\$4,152,000	4	\$5,402,950	9	\$9,554,950
199	Heidi F Robbins	William G. Buck & Assoc., Inc.	4	\$4,121,875	6	\$5,429,900	10	\$9,551,775
200	Murugesan Vijayanand	Coldwell Banker Realty	2	\$1,760,000	12	\$7,734,990	14	\$9,494,990




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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Tolga M Alper	Keller Williams Realty	7	\$4,542,900	9	\$4,939,900	16	\$9,482,800
202	Sheri F Allen	Weichert, REALTORS	11	\$7,201,000	5	\$2,275,000	16	\$9,476,000
203	Janet Pearson	Pearson Smith Realty, LLC	11	\$9,383,265	0	\$0	11	\$9,383,265
204	Spencer R Marker	Long & Foster Real Estate, Inc.	7	\$4,500,799	4	\$4,874,000	11	\$9,374,799
205	John Coles	Thomas and Talbot Estate Properties, Inc.	1.5	\$7,500,000	2	\$1,864,000	3.5	\$9,364,000
206	Jamie Petrik	Long & Foster Real Estate, Inc.	12	\$9,293,465	0	\$0	12	\$9,293,465
207	Christopher R Hayes	McEneaney Associates, Inc.	6	\$5,855,500	3	\$3,372,500	9	\$9,228,000
208	Sharon Wildberger	TTR Sotheby's International Realty	3	\$2,172,918	9	\$7,033,691	12	\$9,206,608
209	Kevin E LaRue	Century 21 Redwood Realty	10	\$6,489,890	3	\$2,707,556	13	\$9,197,446
210	John E Grzejka	Pearson Smith Realty, LLC	8	\$7,516,700	2	\$1,581,010	10	\$9,097,710
211	Gina M Tufano	Keller Williams Realty	4	\$3,000,500	7	\$6,093,560	11	\$9,094,060
212	Alex Ryan Thiel	Long & Foster Real Estate, Inc.	6.5	\$3,341,250	6.5	\$5,704,000	13	\$9,045,250
213	Kamal Parakh	Customer Realty LLC	6	\$2,870,067	12	\$6,135,708	18	\$9,005,775
214	Ashley H Tazier	Berkshire Hathaway HomeServices PenFed Realty	4	\$2,346,500	12	\$6,657,514	16	\$9,004,014
215	Jessica V Fauteux	RE/MAX Allegiance	2.5	\$1,517,500	11	\$7,484,000	13.5	\$9,001,500
216	Andrew J Biggers	KW United	6.5	\$5,201,315	5	\$3,793,636	11.5	\$8,994,951
217	Bassam Zaid Hamandi	Samson Properties	6	\$4,066,000	9	\$4,920,000	15	\$8,986,000
218	Gary W Fitzgibbon	RE/MAX Gateway, LLC	8	\$5,934,000	5	\$3,007,000	13	\$8,941,000
219	Michael McConnell	Redfin Corporation	9	\$4,355,100	10	\$4,511,075	19	\$8,866,175
220	Matias Leiva	Keller Williams Chantilly Ventures LLC	11	\$6,508,500	2	\$2,357,500	13	\$8,866,000
221	Angel Arturo Cruz Jr.	Keller Williams Realty	4	\$2,761,000	10	\$6,085,007	14	\$8,846,007
222	Charles Witt	Nova Home Hunters Realty	5	\$3,662,000	6	\$5,157,500	11	\$8,819,500
223	Robert W Caines	RE/MAX Select Properties	12	\$7,892,000	1.5	\$896,344	13.5	\$8,788,344
224	Shannon Sheahan	Washington Street Realty LLC	9	\$5,861,125	5	\$2,887,300	14	\$8,748,425
225	Chris S Corry	Berkshire Hathaway HomeServices PenFed Realty	0	\$0	12	\$8,731,150	12	\$8,731,150
226	Boban Mathew	MXW Real Estate	4	\$2,769,000	7	\$5,947,900	11	\$8,716,900
227	Heidi D Jerakis	Berkshire Hathaway HomeServices PenFed Realty	11.5	\$6,448,525	4	\$2,232,208	15.5	\$8,680,733
228	Ann A Duff	McEneaney Associates, Inc.	5	\$5,347,500	3	\$3,318,000	8	\$8,665,500
229	Sharon R Hayman	TTR Sotheby's International Realty	2.5	\$7,269,000	2	\$1,394,000	4.5	\$8,663,000
230	Dilara Juliana-Daglar Wentz	KW United	7	\$2,935,000	12	\$5,701,500	19	\$8,636,500
231	Kai Zhang	Harbor Realty & Investments LLC	4	\$2,577,500	8	\$6,058,500	12	\$8,636,000
232	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	7	\$6,177,869	3	\$2,422,500	10	\$8,600,369
233	Branden L Woodbury	Redfin Corporation	18	\$7,848,499	1	\$720,000	19	\$8,568,499

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234	Jaime Craddock	Century 21 Redwood Realty	8	\$6,383,000	3	\$2,185,000	11	\$8,568,000
235	Keith K Howard	Keller Williams Realty	9	\$6,899,000	2	\$1,654,900	11	\$8,553,900
236	Cathy V Pongmalai	Frankly Real Estate Inc	11	\$7,422,726	2	\$1,077,000	13	\$8,499,726
237	Carrie A Shokraei	RE/MAX Allegiance	5.5	\$4,538,500	6	\$3,960,400	11.5	\$8,498,900
238	Gordon E Wood	McEneaney Associates, Inc.	6.5	\$6,243,000	3.5	\$2,236,000	10	\$8,479,000
239	Kathy Worek	RE/MAX Gateway, LLC	5	\$4,828,000	5	\$3,604,500	10	\$8,432,500
240	Michael C Rush	Long & Foster Real Estate, Inc.	5	\$3,537,800	6	\$4,884,862	11	\$8,422,662
241	Kelly L Gaitten	Berkshire Hathaway HomeSer-vices PenFed Realty	6.5	\$4,996,000	6	\$3,409,069	12.5	\$8,405,069
242	Joy L Deevy	Compass	6	\$4,839,200	5	\$3,560,000	11	\$8,399,200
243	Kim Neaveill-Chamberlain	RE/MAX Allegiance	9.5	\$3,629,900	10	\$4,752,300	19.5	\$8,382,200
244	Dixie Rapuano	RE/MAX West End	2	\$2,440,000	7	\$5,932,220	9	\$8,372,220
245	Kathryn R Loughney	Compass	5	\$2,779,000	8	\$5,585,450	13	\$8,364,450
246	MaryEllen Rotondo	McEneaney Associates, Inc.	1	\$2,550,000	3	\$5,800,000	4	\$8,350,000
247	Diane U Freeman	Redfin Corporation	2	\$509,800	15	\$7,825,035	17	\$8,334,835
248	Albert D Pasquali	Redfin Corporation	0	\$0	8	\$8,327,990	8	\$8,327,990
249	Scott A Jacobs	Jacobs and Co Real Estate LLC	11.5	\$7,407,200	2	\$905,000	13.5	\$8,312,200
250	Mary Ann Bendinelli	Weichert, REALTORS	11	\$5,912,537	6	\$2,398,650	17	\$8,311,187

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2. Loan Consultant

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3. Concierge

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Mobile: 517-308-3660

TimKelly@loandepot.com

www.loandepot.com/loan-officers/timkelly

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