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►► publisher's note

Dear REALTORS® and Partners,

For those new to *Nova Real Producers*, congratulations and welcome! I'm the publisher, Kristin Brindley.

Our mission, *at Real Producers*, is to inform and inspire industry professionals such as yourselves all over the NOVA area. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top 500 (top 2 percent) of your industry.

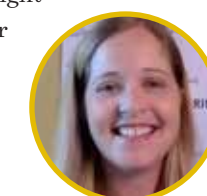
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Our Real Producers are wonderful people who do great work in real estate and in our communities. Do you know an amazing agent who you'd love to see featured in the magazine? We are taking nominations for the rest of this year right now! You can nominate a cover story, a rising star, a "Making A Difference" agent who does great work with a charity, and a "Cool Life Story" agent with an amazing life story to share. Nominate in the private Facebook group, by email, or on *DigaPub*, the digital app for our community. Download *DigaPub* on Apple or Google Play.

Check out our Save-the-Dates as well. We look forward to seeing many of you soon at one of our smaller, indoor/outdoor and virtual events starting next month.

Once again, congratulations to agents who've made it to the top 500 in NOVA for 2021. We are glad to have you!

With gratitude,



Kristin Brindley

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What are the top three things on your personal bucket list?



LISA SMITH
Pearson Smith Realty

Being from the East Coast, and usually vacationing either at a tropical destination or east coast beaches, it's time to head west. On my list are Glacier National Park, Yellowstone, and Napa Valley. Hard to believe I've never been to any of these places! Prayers that 2021 is a year of more normal travel.



TANA KEEFFE
Long & Foster Real Estate

1. Cruise to Antarctica, kayak to land, and set foot on the last continent that I have not visited.
2. Go to Patagonia with my husband and kids, while also enjoying Buenos Aires and Mendoza for a wine excursion!
3. Swim with great whites



JOHN "RUM" RUMCIK
RE/MAX Gateway

1. Make a donation to the Children's Miracle Network in 2021 that is 10x what I donated this year.
2. Win the 2021 National Physique Committee (NPC) Virginia state bodybuilding championship
3. Purchase 20 homes to renovate and sell in 2021



DILYARA DAMINOVA
Samson Properties

1. Visiting new places
2. Cheat meals
3. TV shows



CARY FICHTNER-VU
RE/MAX Allegiance

1. A Disney cruise with all my four children, their spouses, and my four grandchildren. Where does not matter, the goal is family fun.
2. Take a pastry-baking class
3. Take a cheese-making class



BOBBY COCKERILLE
HDBros

1. I bought my first rental property in 2020. I'd like to double that and acquire two more properties in 2021 to reach my "3 by 30" goal.
2. I'd also like to get another dog pal, then I'll take my canine companions to go see Red Rock in Colorado! I'd love to get back to traveling, seeing new places and trying new things and I really want to get a second dog to add to my family.
3. My biggest personal bucket list item, though, is completing a 1031 exchange on one of my residential properties to be able to acquire a multi-unit building!



SUE SMITH
Compass

1. Good Health
2. Fitness
3. Personal (which includes Business) Growth



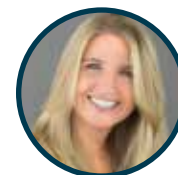
JOSH GREENE
Eastern Title & Settlement

1. I want to go to Iceland with my family and see the Northern Lights.
2. Go to Australia and catch a Black Marlin with my son
3. Go to the islands and sail on a catamaran for a month



MONICA SULAIMANI
ATG Title, Inc.

1. Travel once a month
2. Organize my home and workspace — an organized life leads to an organized mind
3. Spend more time with people that make me happy



GINA M. TUFANO
Keller Williams Realty

1. Financially free — which, to me, means cash flow from investments to cover life without touching principle
2. Travel once a month again after the pandemic is over
3. Finish writing my book!



PAUL THISTLE
Take 2 Real Estate

1. See the northern lights
2. Tour Europe
3. Sail the Caribbean for two weeks in a private sailboat



RAJ TAMANG
Green Valley Custom Builders

1. At least a month of a European tour with family
2. At least a week of silent meditation camp by myself
3. I love adventure. I would love to go on Elon Musk's SpaceX Starship trip to Mars.



LYNDA ROTHSCILD
Town & Country Movers

1. See my grandchildren graduate from college
2. Take a cooking class in a villa in Tuscany
3. Take my 87-year-old mother to Australia



JAKE SULLIVAN
RE/MAX Allegiance

1. Teach my grandsons how to snow ski and have them beat me down the mountain
2. A straight one-and-a-half months' vacation, Jan 15 to Feb 28 (three weeks in Park City then three weeks in St. Thomas, USVI)
3. A round of golf with Barack (his treat!)



MOLLY FLORY
Old Republic Home Protection

1. African safari
2. Travel
3. Volunteer work with children



MICHELLE WILLIAMS
WJD Management

1. Obtain pilot's license
2. Purchase a motorcycle and feel comfortable riding
3. Compete in a horse show

Long ago, my goals were to become a prima ballerina or a jockey.



DAVID NOROD
WJD Management

1. Get more property management referrals from our REALTOR® partners!
2. Pay our REALTOR® partners generous referral fees!
3. Get my band, Dirty Soul, out of the rehearsal studio and back into the clubs!



KATHLEEN LOGIODICE FONG
Shepard Fong Real Estate

1. Visit every continent in the world
2. Live long enough to see all of my grandkids graduate from college
3. Live in Italy for a year



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Generate Leads to **INCREASE YOUR SALES**



By **Todd Lebowitz**

It can be easy to rely on your current client base for your business, but it's also necessary to reach out to new clientele.

Reaching out to prospects can feel overwhelming, but these methods are sure to ease the process.

1. Use a List Manager for Direct Mail Campaigns.

List Managers are an easy and efficient way to reach more clients in your farm and new areas when sending mail pieces like postcards, brochures, and door hangers. You can create lists of new contacts, reach

everyone in a new location, and keep track of where you have sent direct-mail pieces in the past and send follow-up communications.

2. Engage the Community.

Being well-known in your community will help increase sales because

when people think "real estate," your name will come to mind. Depending on local regulations, look into holding a meeting at a local restaurant or coffee shop, attend community events, or sponsor an event to get to know the community.

3. Advertise.

Advertising allows you to get your name and information in front of large numbers of potential clients. Look into sending direct-mail pieces, sponsoring posts from your social media profiles, and using targeted ads to reach the right audiences.

4. Work on Your Personal Brand.

When people start searching for an agent who will help them find their next home or sell their current one, they are looking to work with someone they can trust and rely on. Work on maintaining your personal brand to show the types of

properties you sell, how you help clients close on their dream homes, and how you are an agent who can get the job done.

By maintaining your brand, when people are looking for an agent, they will be happy to know you are the right agent for them.

5. Network Effectively.

Networking can be one of the most effective ways to generate leads. Attend events for professionals in your area specific to real estate or general business and entrepreneurship topics. These events, virtual or in person, will help you grow your skills, make connections with other professionals in your area, and set you up for success. You never know where or when you will meet your next client.



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

ABOUT MY MARKETING MATTERS

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





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By J. Brendan O'Connor, Esq.

ELECTRONIC SETTLEMENTS

and a Completely New Style of Working Together

Throughout this year, as circumstances pushed the option of electronic settlements to become not only prevalent but necessary, arguably the most common worry among sellers and listing agents has been a

lack of action. *Isn't there something more we should be doing right now to prepare?* The instinct is more than fair, and reflective of the recent changes that touched every corner of the real estate industry.

From showing properties, to routine meetings along the way, to the closing session itself, the process of selling a home is increasingly handled from a distance. As that process becomes more and more unrecognizable from even a year ago, sellers and agents can become frustrated with an inability to keep close tabs on something tangible, and at the heart of the matter lies the final step: the electronic settlement.

While electronic settlements, or e-signings, have been lightly utilized under certain circumstances for several years, the real estate industry benefited from a sudden need to make this option widely available and accepted. This development is overdue and welcomed, as it has allowed sellers, agents, and settlement companies alike to seamlessly conduct closings from the comfort of their desks; couches; such countries as Japan, Australia, and the United Arab Emirates; and, in at least a couple of cases, their beds. However, with any new development comes a new set of potential problems, and there are a few hurdles to leap with an e-closing that were not common issues before.

What can be done to make everyone feel more comfortable with this now popular brand of electronic settlement?

First, over-communicate. The types of meetings that were commonplace before—dropping off an earnest money deposit, swinging by one's office just to talk, meeting for lunch or dinner, and finally the closing itself—are not happening the same way. Those interactions should be replaced with periodic phone calls, emails, and video meetings to make sure everyone

is on the same page. Sometimes, a couple of weeks will pass where there is nothing to accomplish, all the needed details are in hand, and it may feel counterintuitive and inefficient to start a dialogue with no clear objective. Do it anyway. For everyone to emerge from the deal feeling comfortable and happy, it is helpful and often necessary to keep all parties involved and engaged throughout.

Second, make yourself abundantly clear about the details of the signing process. Whereas no one needs to be told how to drive or park a car, to follow directions to an office address, or to read a clock and be somewhere on time, the equivalent is not true for e-signings. Be specific from the beginning as to what kind of computer, web browser, microphone, and camera technology the signer must have. Provide a vivid description of how the settlement will go; everyone understands sitting around a conference table, but few have signed important documents with a keyboard and mouse while strangers stare at them through a camera. Finally, follow up with reminders about the date and time. It is a more memorable step to know you must be at someone's office in 30 minutes, but it is easy to lose track of time when you just need to turn on your computer from the same spot you are already seated.

The third suggestion is to review documents and numbers beforehand with a diligence not often needed for in-person closings. There is a comfort in sitting at the settlement table and knowing that, should any issues arise, the resources are available in-house to resolve them. The same comfort does not always follow when signing

electronically. Have all parties review the language of the documents they are signing, and the debits and credits to which they are agreeing, to ensure no hiccups happen at the last minute. The flexibility to reschedule and re-sign an e-closing with the help of a third-party electronic notary service is limited, should something go wrong.

Lastly, be mindful of your audience. For signers who are not comfortable with a computer, go above and beyond even the heightened level of communication suggested above. Try to make everyone familiar with as many elements of the e-signing process as possible so that when the session begins, there are no surprises. In rare cases, be prepared to fall back on a more conventional signing and closing if a seller is unable to utilize an electronic option. There is little room to pivot if, on the date of settlement, a signer across or outside of the country has tech trouble.

With an approach of adaptability and agility, all parties to the transaction will continue to become more comfortable utilizing e-closing platforms.



Brendan O'Connor is a settlement attorney at the Old Town Alexandria office of MBH Settlement Group.

While living in Bethesda, Maryland, Brendan has acquired a wealth of experience in conducting both residential and commercial real estate settlements across Maryland, Virginia, and the District of Columbia.

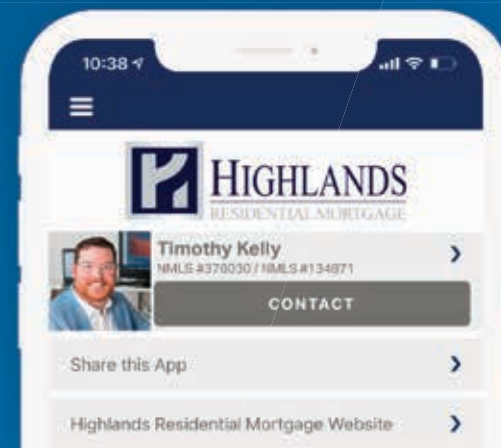


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KATE PAPKIN
Keller Williams Metro Center

Your business grows to the extent that you do. I believe in the power of personal and professional growth plans to include what you are reading, what you are listening to, the experiences you are having, the people you are learning from, and the environ-

ment that you put yourself in. Mindset is 90 percent and skill is 10 percent.



CAROL ELICKSON
TTR Sotheby's
International Realty

Real estate is not as easy as it looks on the outside, and for many, starting on a team might be the best way to learn the ropes. Every transaction has a lesson.



**MEREDITH HANNAN
& KRISTIN MOODY**
Century 21 Redford Realty

Meredith: Let people know that you are in real estate. Sounds simple but so many people (myself included) are quiet about being a REALTOR®. Do not assume that your friends or even family will hire you. They have to trust that you know what you are doing and that is going to take experience. Understand that strangers may be your first clients and that is okay.



Kristin: Finding a good partner or support system is crucial in this business. You need to have people you can talk to that can relate. Make connections. Take care of your clients. Be

kind to other agents and individuals that are in the industry and don't burn bridges.



TONYA GLENN
Judy on the Spot

Judy On The Spot goes the extra mile every single time. We have specific, repeatable processes that we follow to ensure that all clients have the same level of service. We strive to ensure that our clients' spaces are functional and that everything has a

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▶ partner spotlight

By Molly Lauryssens
Photos by Ryan Corvello

Tonya Glenn

Judy On The Spot



[above market wages] and provide employees value in having a flexible schedule, sharing information, and support in meeting their own goals.”

Creating Solutions

Tonya was born in Maryland and lived in Fort Washington, in the suburbs of D.C., for the bulk of her youth. She attended North Carolina A&T State University then transferred to Columbia, where she got her undergraduate degree in business management. Then, she attended Southeastern University, receiving her master's degree in information systems.

Growing up, she confessed to being a mini version of her mother, Mary Jones, who she affectionately calls her “shero.” Her creative juices were forever stoked by her mom, who told her, “It is better to be prepared for an opportunity and not have one than to have an opportunity and not be prepared.”

Living out her dream, Tonya was going strong on all professional cylinders. As meticulous as she is, she was overwhelmed at home. She says it was a wreck, and the maintenance was slipping. “I didn’t even have time to get my car washed or shop for groceries. I forgot to pick up my dry cleaning, etc.” When it was time for her to relocate, preparing for her move stretched her beyond her natural ability to multitask. Tonya had to take time off from work to manage and coordinate all the home projects.

Through these struggles, Tonya couldn’t help but think, there has to be a better way! That’s when Judy on the Spot was born. The company offers support for all types of projects. “We tackle the worst messes without judgment, restoring order of out of chaotic kitchens, closets, offices, basements, garages, and more.” Also, they have

Who’s Your Judy?

Tonya Glenn is a serial entrepreneur and lifelong strategist. The former debutante claims to be an introvert, but her resume as an event planner, show producer, and business owner says otherwise.

For the bulk of her career, Tonya served as a project manager and consultant for over 20 years. She consistently relies on her strategic thinking, creative vision, and analytical approach to problem-solving while helping large corporations and individuals achieve efficiency.

“To me, the ideas I get are all blessings. They always take me to the next level of my life.” To be clear, not all of her ideas have stuck. But that’s beside the point. Tonya is all about growth and evolution. She loves to create.

Tonya’s business, “Judy on the Spot,” is one such creation. This turnkey business helps bring order to people’s

chaotic lives. It is a one-stop-shop for REALTORS® and their clients and includes organizing, decluttering, and staging, among other services.

Here’s how it works: A client is assigned a “Judy,” one of the trained employees adept at listening and understanding the client’s needs. That “Judy” will discuss the client’s objectives and handle everything from A to Z. So when a family is relocating and needs help moving in or out, a Judy will oversee the entire process. From packing or unpacking to organizing, hanging artwork, and assembling the furniture (they have a handyman on staff) to scheduling appointments for turning cable on or stocking the home with groceries, a personal Judy frees clients up to focus on other endeavors.

One of Tanya’s most important goals, she says, is to pay it forward. “I try to bring other people with me every time I meet a milestone. I always pay



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personal administrative assistance, as well as professional organizing services. No task is too small or too large. They even install shelving in garages, organize offices, and set up data-bases. “We truly strive to be your right hand,” says Tonya.

Tonya says this work has been beyond rewarding for her. “It’s extremely gratifying just to see [clients’] faces when they walk in their home or office! We make homes into a haven, and it’s the best feeling. Our space is supposed to be pleasing to us, and we help give them that.”

This staff has worked some tough gigs as well. “When people can’t do it on their own, like when someone loses a loved one and they have an intense emotional attachment to their things and need help clearing out that space,” Tonya says, this skilled team steps up. With compassion and clarity, they can offer a clean, fresh slate.

Family Values

Tonya is the cool aunt. In addition to doting on all her nieces and nephews, she connects easily with children. In her extended circle of friends, she is “Aunt Tonya,” no matter the relation. “I take the aunt title seriously, and I try my best to coach and motivate every child I come in contact with.”

Tonya is married to Marvin and says they have a spoiled 11-year-old dog/son named Giovanni. Fun fact: Tonya and Marvin met in elementary school and were acquaintances through high school but lost touch. Six years ago,

...

fate brought them back together, and they've been married for nearly four years now. Tonya has three adult "bonus" sons in Myles, Parris, and Ezekiel, who live independently.

The couple loves traveling together, but with COVID, those plans changed. Now, they adventure by car and take road trips to the mountains or wherever the road will lead. They are active in their church, National Community Church, where Marvin is a mission leader. Their volunteer activities include feeding the homeless and offering support and life skills to troubled and incarcerated youth. Tonya also volunteers at the women's pregnancy center, supporting homeless women who find themselves pregnant and in need.

Tonya recognizes she wouldn't be able to accomplish her civic duties without her Judy. This year, the business is expanding to Charlotte, North Carolina. Tonya knows everyone needs a Judy in their life.

Who's *your* Judy?



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KATE PAPKIN

» celebrating leaders

By Zachary Cohen
Photos by Ryan Corvello

THE MINDSET TO SUCCEED

“I grew up with my dad studying and teaching me about mindset, self-talk, and grit, and watching my parents buy/sell and flip properties. Real estate and leadership were natural extensions of how I was raised,” Kate Papkin begins.

Kate’s father — and his teachings on mindset — inspired Kate to seek a career path that allowed for unlimited personal growth *and* service to others. After graduating from Penn State University 16 years ago, Kate promptly launched her real estate business.

“I started working in sales, management, and training for a large national homebuilder, NVR/Ryan Homes for 12 years,” Kate explains. Yet, near the end of her tenure with Ryan Homes, Kate was faced with a pivotal time in her life.

From Turmoil to Clarity

In 2014, Kate was diagnosed with breast cancer. She took six months off to focus on aggressive treatment, including four surgeries,

chemotherapy, radiation, and targeted hormone therapy.

“During this time, I did a ‘life audit’ of sorts and looked at every aspect of my life and how I could improve it,” Kate recalls. “One of those areas was my career. I wanted to be part of a company that was people-focused, that valued faith and family, and that valued and created opportunities for learning-based people — a company where there were no ceilings, that offered wealth-building/passive income and investment opportunities, where I could use everything that I had learned and accomplished to serve and impact others.”



Christy Keder, Market Center CEO/Team Leader (left) and Kate Papkin, KW Metro Center General Manager (right).



Back row (from left to right): Teresa Cherry, Laura Danielli, Zoe Woody, Jazzman Cardona. Front row (from left to right): Christy Keder, Kate Papkin, Jim Lyons.

...



“WHEN YOU PUT PEOPLE OVER
PROFIT AND YOU EMPOWER,
EDUCATE, MOTIVATE, AND INSPIRE
PEOPLE TO BUILD THEIR LIFE BY
DESIGN THROUGH THEIR REAL
ESTATE BUSINESS SUCCESS...
**THAT IS MY
BIGGEST WIN-WIN**”



...

Kate has not only survived cancer; she's thrived through it. Throughout her real estate career, Kate has dedicated herself to helping others progress in their businesses and lives. After returning to work, she doubled down on her calling to be a leader.

In 2016, Kate made the move to Keller Williams — an indirect result of her epiphany. “Being a leader in this industry and this company allows me to do exactly that, and I am grateful every day,” Kate smiles.

Leading with Passion

In 2016, Kate became the CEO/team leader for the Keller Williams Old Town Alexandria office. During her time in this role, she also completed extensive training and became a leadership coach alongside Keller Williams leaders across the country. In 2019, she became the general manager for all five of the Keller Williams Metro Center offices in Northern Virginia, overseeing over 670 agents. Kate's team closed a staggering \$1.67 billion in sales volume in 2019 and at the time of this writing, in late 2020, is on track to increase that number by 10 percent.

“Right now, I am passionate about finding and attracting others into our world who are equally passionate about leading, inspiring, and serving others, owning and running high-level businesses, building wealth, having multiple streams of income, and who are learning-based and growth-minded,” Kate says. “I am passionate about developing other leaders in our real estate industry.”

For Kate, the most rewarding part of work is watching those around her shift their mindsets. Following in her father's footsteps, she is empowering her peers to live their dreams.

“My company's mission statement is ‘to build careers worth having, businesses worth owning, lives worth living, experiences worth giving, and legacies worth leaving.’ When you put people over profit and you empower, educate, motivate, and inspire people to build their life by design through their real estate business success ... that is my biggest win-win,” Kate smiles.

Family and the Future

Kate and her husband, Sam, have three children at home. Bradley is 9, Connor is 7, and Alexandra (whom the couple recently adopted) is a few months old.



Diagnosed in 2014, Kate Papkin is a breast cancer survivor.

“We love to spend time together as a family as much as possible,” Kate beams. “We eat dinner together every night with no electronics. We love to play games inside and outside, we love watching and playing sports, and we love traveling and exploring new places together. We value creating new experiences for our family.”

Kate is purposeful about balancing her time spent with family and at work. She hopes to teach her real estate

agents — and her children — about the mindset and discipline that have made her so successful in life.

Some of Kate's personal goals, or “passion projects,” as she calls them, are to mentor younger people on mindset, start a 501(c)3 nonprofit to support those battling cancer, and write a book on how parents and children can open the lines of communication in a digital world.

“I believe in leading by example and always balancing grit, grace, and gratitude for all things,” she says. “I plan to continue to use all that I have learned, and continue to learn, through coaching and real estate to make the largest impact possible.”

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Carol Ellickson



FINDING PASSION THROUGH ADVERSITY

► agent spotlight

By **Chris Menezes**
Photos by **Ryan Corvello**

Knowing she had far more to offer than agents they had used in the past, Carol Ellickson's husband Dale, a registered architect and construction attorney, had urged Carol, for many years, to become a REALTOR® ... especially after they built their custom home together in 1985. But Carol just couldn't get her head around the idea.

"For five years, he kept telling me, 'You'd be so good in real estate.' I'd say, 'I don't have the car or the nails for it,'" Carol laughs. "My experience with Realtors up to that point had not been great."

Her perspective on Realtors aside, Carol was a teacher. She had wanted to be a teacher since she was in grade school. With a master's in education, specializing in reading disabilities, she had taught everything from kindergarten through college. And she loved it. But, then, the worst happened.

Carol was supervising graduate school student teachers at George Mason University when her 5-year-old daughter, Elizabeth, started feeling ill. After trying to figure out what was wrong, she was finally diagnosed with leukemia.

"I couldn't be somewhere to teach at 7:30 every morning and take care of her at the same time," Carol explains. "Plus, we started receiving huge medical bills. I don't care how good your health insurance is; you're going to be paying out a lot of money. Even outside of medical costs, there were



babysitters for our son, Andrew, gas back and forth to different hospitals — one in Delaware — eating on the run ... believe me, it slips through your fingers."

So Carol entered real estate and started working from Fairfax Hospital in 1997. And in no time at all, she was busy. Her mother would come to the hospital to watch Elizabeth and Carol would leave to go show homes.

"I don't know how ... I guess they were my mercy clients," Carol says. "It paid those medical bills, but more than that, I loved it. It used every cell in my brain — the creative side, the analytical side — plus, I was still teaching, only it was teaching real estate to adults."

And that's how Carol, a Realtor with TTR Sotheby's International Realty, has approached her business from the beginning — as a teacher. "I anticipate what's going to happen; I never assume my

...

clients know something, and we go through the whole process together. My background in teaching has been priceless,” she says.

“Real estate was much more interesting than I had imagined,” she continues. “Many agents get into the business because they like to see houses. I was fascinated with how buyers could get financing to purchase a home, and I loved learning the contract and how to negotiate it. I still do!”

Carol is currently passionate about helping millennials and first-time homebuyers. “It’s like back to teaching again,” she says. “These buyers have all been a pleasure to work with, and they seem to appreciate my help.” But she also works in all price ranges, many high-end. Most of her business is by referral or repeat clients.

In addition to being able to teach her clients, Carol has been able to mentor many new agents and has done so for over half of her career. “I love getting to know other agents and mentoring,” she says. “They are always happy to help me in a pinch. Plus, it also keeps me sharp. Every transaction has a lesson.”

Over the last 23 years, Carol has had an amazing career in real estate. While she entered real estate out of necessity and out of tragic circumstances, it provided the flexibility and income that she needed to see it through. Sadly, her daughter, Elizabeth, eventually succumbed to her illness in 2007, at the age of 13.

Since starting her career, Carol has supported the Leukemia & Lymphoma Society and the Make-A-Wish Foundation in honor of her daughter. Elizabeth was a Wish child in her second year of treatment. “Her Wish was Disney World, and it was a trip one couldn’t buy,” says Carol. “I was so impressed with the volunteers of Make-A-Wish in the planning of her trip that I vowed I would give back someday.”

Carol has donated to the cause since 1998. A portion of every transaction she closes goes to Make-A-Wish and The Leukemia/Lymphoma Society today. She



The Ellickson family appreciates art (painting of three horsemen is by Carrie Fell, and handmade cabinet is by Sticks).

has been on the Gala Committee for Make-A-Wish and on the Silent Auction Committee for the Gala as well.

Outside of real estate, Carol enjoys traveling with her husband and plans a trip to Europe every year. The daughter of a U.S. Army officer, Carol grew up traveling around the world and caught the travel bug at a early age. She has lived in Germany, Korea, Illinois, Ohio, Kentucky, California, Michigan, Georgia, and, of course, Virginia.

Carol is grateful for everything real estate has provided and will continue to provide for her and her family, in the past, the present, and the future. “I love using my mind to solve problems, teaching my clients and other agents, and I don’t see myself slowing down any time soon.”

“
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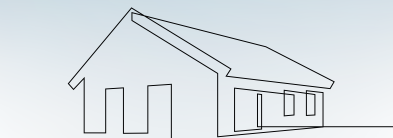
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MEREDITH
& HANNAN
& KRISTIN
MOODY

A BALANCING ACT

“If your dream doesn’t make you nervous, it isn’t big enough.”
—Meredith Hannan

After a nine-year career as a special education teacher, Meredith Hannan landed in real estate in 2001, and steadily built her business. She survived the recession, learned to balance work and family time, and achieved success by all definitions of the word.

Yet, eight years ago, Meredith found herself at a crossroads. With her youngest child entering kindergarten, she was seriously considering a return to her teaching career. After careful deliberation, however, she decided to stick with real estate. It was then that she realized she had made the right choice in her professional life.

“I would truly miss the craziness of this business. I committed 100 percent

to thriving as a real estate agent, and I never looked back,” Meredith smiles.

Kristin Moody, a longtime friend of Meredith’s, was a stay-at-home mom for 15 years. With the youngest of her four children almost ready to enroll in school, Kristin decided that the time was right to re-enter the workforce; in 2015, she joined Meredith in real estate and they formed the Hannan-Moody Team at Century 21 Redwood Realty.



Kristin Moody



Meredith Hannan



BEGINNINGS

Meredith has always had a strong affinity for homes. She considered getting her license for some time before finally making the leap in 2001.

“I finally went for it when we were building a new home, and we made the mistake of not going into the new home site with our agent at the first visit,” Meredith recalls. “They wouldn’t let us use our real estate agent. I was so mad. So I took the two-month course, got my license, and let the builder know that I was now licensed, and I would be watching them and the building process very carefully!”

And so began Meredith’s real estate career.

Kristin has also had a long-standing interest in real estate.

“I wanted to go into real estate in my younger years, but my dad was not a fan, as he didn’t want me out alone showing houses during the days of no cell phones. Even these days, you need to be extremely careful,” Kristin recalls. However, in 2015, with her kids getting older, Kristin decided that it was time for a change.

“Meredith was a huge supporter as she pushed me to get my license because her business was growing. I was ready to join the parade.”

REAL ESTATE AND FAMILY: A BALANCING ACT

Both Meredith and Kristin are faced with a tall order: balancing family and business. Meredith and her husband, Chip, have three children (18, 15, and 13). Kristin and her husband, Brian, have four children (20, 17, 15, and 9).



Kristin’s entry into real estate was a significant change for her family, yet they have been fully supportive. “Not going to lie, some days it is difficult,” Kristin admits. “Real estate can be stressful, but you are always learning. There is never a dull moment. On the upside, I am able to work and still be here and involved with my kiddos.”

“As my kids got older, I decided to take my career to the next level, and that created a balancing act that was not always perfect,” Meredith adds. “I tried not to miss many activities, but sometimes I had to. The lifestyle factor is impacted because

this is a 24/7 job. I am working on vacation and lots of holidays and most weekends. Those close to me understand that.”

TRUSTED ADVISORS & FRIENDS

Meredith and Kristin acknowledge the importance of the role they play. They are overseeing the largest financial transaction a family may ever endeavor. As a result, see themselves as guides to their clients.

“I do not look at clients as a ‘volume’ thing or a ‘paycheck’ thing. I think of the hopes and dreams that they have and what an awesome journey it is to buy or sell a house. It is very stressful, and they are very vulnerable,” Meredith says. “I like to see myself as a teacher and partner through the process. I never want to lose that feeling. These are people and not numbers.”

Kristin derives her motivation to come through for her clients from genuine care. She is grateful for her clients’ trust and wants them to know that she’s there to get them to the next stage in their life. “I don’t ever want to be one of those people that doesn’t care,” Kristin says.

Meredith’s and Kristin’s lives are both built on family. In real estate, they are helping families through transition. At home, they are keenly focused on the health and well-being of their own families. While it’s not always easy, they consider themselves blessed to be able to focus on both.

“We are blessed to really have the best of both worlds,” Kristin smiles.



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nat-u-ral

/ˈnaCH(ə)rəl/

Noun: a person regarded as having an innate gift or talent for a particular task or activity.

James Nellis was born to do real estate. A third-generation REALTOR®, James' great grandfather first started doing mortgages and real estate in Kentucky, and his mother, Vicki, later started The Nellis Group in 1983. Raised in the business, James saw firsthand the impact he could have on peoples' lives. Real estate provided the ability to shape not only his own future but create programs and opportunities for others.

"I think all work that can shape others and impact their future carries with it an internal blessing. Watching someone prosper, grow, and create a brighter tomorrow for future generations has become my daily inspiration," says James.



In 2020, The Nellis Group partnered with three different charities to support social justice causes.

James fell in love with real estate at an early age. After double-majoring in psychology and religion in college, he found the real estate industry a natural fit for him as a means to serve others.

"I love this work," he says. "I'm thankful for the blessing of serving others. I'm thankful that my mother and father served as mentors in this business. My father taught me discipline and crafting verbiage, while my mother taught me people and negotiation."

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I think all work that can **shape others** and **impact their future** carries with it an **internal blessing**. Watching someone **prosper, grow, and create a brighter tomorrow** for future generations has become **my daily inspiration**.



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James furthered his education in the business through CyberStars and StarPower, which had a huge impact on his growth as an agent and leader. He further broadened his reach into the greater real estate world and became a national speaker for CRS in 2007.

Over the years, James has accrued national and regional awards in serving clients, including Top 100 RE/MAX USA, Top 100 Keller Williams USA, Harvard Negotiation Certified, Carson-Newman College Young Alumnus, and CyberStar of the Year.

Today, James serves as the CEO of the Nellis Group, alongside his family. His sister, Nicole Cockrell, is the lead listing agent; brother-in-law, Keith Cockrell, the pricing specialist; and father, Jim, an appraiser. In addition, The Nellis Group includes eight other agents across Virginia, D.C., and Maryland.

“I love the ability to work with family members,” says James. “The trust that people put in our advice is very rewarding. Most of all, I love impacting lives, and working with multiple generations to achieve our vision: ‘to be the industry leader in real estate innovation, investment and resource to all clients. Create wealth building for clients as they invest in real estate. Impact the community through charity that influences the next generation.’”

James’s passion for helping people flows into the community in a number of ways. For every home The Nellis Group helps buy or sell, they donate to one of their top charities, which includes a list

of 15 different organizations, on behalf of their clients. They also have a unique outreach, called the Home for Charity Program, where they donate 100 percent of the commissions earned on every hundredth home sold. This year, they partnered with three different charities to support social justice causes through the D.C. metro area for the hundredth home. At the time of this writing, in late fall, 2020, they were focused on the two-hundredth Home Sale for Charity for the year.

Outside of the business, James enjoys playing tennis, which he grew up playing, and is an avid volleyball player with two weekly leagues. He loves riding his motorcycle, teaching, writing, and traveling. Since 2000, James has been consistent with international travel. “Travel always gives me a new perspective in my life and business as I enjoy the local people, food and culture,” he says.

Faith is important in his life and is essential in the core values of The Nellis Group as a company. James enjoys being involved at church and within the lives of his godchildren — his nephew, Max, and niece, Saige.

When it comes to both real estate and giving back, it’s clear that James is a natural. As he continues fulfilling his family’s legacy, there is no doubt that he will continue to make a significant positive impact on the lives of many.

For more information on James and The Nellis Group, visit www.nellisgroup.com.

Travel always gives me a new perspective in my life and business as I enjoy the local people, food and culture.



From left to right: Jim Nellis, James Nellis, Nicole Nellis Cockrell, Keith Cockrell.



3 WAYS TO Generate More Listing Inventory RIGHT NOW!

Do you have buyers looking for a home but running into issues getting their contracts ratified? They are either continuing to be outbid or can't find what they want due to super-low housing inventory. Those seem to be common themes for many top REALTORS®. There is one thing that could improve the situation ... and that is more housing inventory.

You might agree that now is one of the best times ever to list your home for sale, yet many aren't doing so. I get it: COVID has caused many people to pause their home-selling decision, so there have to be more creative ways to educate potential sellers as to why now is a great time to cash out of their investment and either move up or move down. Here are three ways to generate more listing inventory right now!

1. Zoom Market Update Seminar

In these uncertain times, your database and farm are wondering, how is the market? You and I know it's a great time to sell, but they may not. Now is a great time to contact your SOI and your farm and invite them to a Zoom real estate market update seminar. It's free, and they can log in

from their home. Super easy and simple, so the turnout should be higher than past in-person events.

Educate your people on why sellers have more selling power than ever before right now and how you can help them achieve the goal of moving up or moving down. Have past sellers from this year join the Zoom and give testimonials about your systems and how you helped them achieve a great sale.

2. Who has an ARM?

This is one of the more creative ways to generate listings. Have your favorite Title Rep (cough, cough) pull for you every homeowner inside your farm or in a radius around your latest hot listing who has an adjustable-rate mortgage coming due within the next

six months. This is important because someone with an ARM coming due is going to either refinance or potentially sell their home. If you know specifically who these homeowners are, it is easy to target them to list their homes for sale.

3. Do Some Digging

Your real estate CRM hopefully contains every client and transaction you have done in your career. Do some digging ... who did you sell condos and townhomes to three to five years ago? Who has lived in their single-family home over seven years? On top of your regular mailing or drip campaign efforts, reach out to these people and set up an in-person coffee or have a Zoom conversation to touch base. Discuss wealth-building opportunities and ask for potential referrals to their network who would trust you with selling their home. I know this sounds elementary, but many REALTORS® don't take this step further than mailings and drip marketing efforts.

The benefits of more listing inventory are huge. Not only does it help listing agents gain more business, but it gives buyers more quality homes to choose from when purchasing. This market has created a great opportunity for home sellers. Using the three additional marketing efforts above should help get more potential home sellers off the fence and into 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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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Jan. 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	34	\$17,459,940.00	18.5	\$11,105,608	52.5	\$28,565,548
2	Keri K Shull	Optime Realty	10	\$8,139,750.00	29.5	\$18,041,376	39.5	\$26,181,128
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	15	\$8,510,000.00	5	\$2,461,578	20	\$10,971,578
4	Barbara G Beckwith	McEneaney Associates, Inc.	2	\$4,425,000.00	3	\$5,975,000	5	\$10,400,000
5	Jason Cheperdak	Samson Properties	3	\$2,402,000.00	12.5	\$7,939,018	15.5	\$10,341,018
6	Khalil Alexander El-Ghoul	Glass House Real Estate	3	\$2,165,800.00	6.5	\$5,857,538	9.5	\$8,023,338
7	Jean K Garrell	Keller Williams Realty	7	\$6,528,900.00	2	\$1,322,500	9	\$7,851,400
8	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	1	\$405,000.00	13	\$6,540,335	14	\$6,945,335
9	Megan Buckley Fass	FASS Results, LLC.	0.5	\$475,000.00	3	\$6,463,000	3.5	\$6,938,000
10	Debbie J Dogrul	Long & Foster Real Estate, Inc.	4.5	\$3,492,750.00	5	\$3,177,550	9.5	\$6,670,300
11	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	3	\$5,065,130.00	1	\$1,602,920	4	\$6,668,050
12	Phyllis G Patterson	TTR Sotheby's International Realty	4	\$4,281,137.00	2	\$2,324,000	6	\$6,605,137
13	Steven C Wydler	Compass	2.5	\$5,122,500.00	0.5	\$1,447,500	3	\$6,570,000
14	Akshay Bhatnagar	Virginia Select Homes, LLC.	3	\$2,098,500.00	7	\$4,326,300	10	\$6,424,800
15	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	5	\$4,119,500.00	2	\$2,260,000	7	\$6,379,500
16	Casey C Samson	Samson Properties	3	\$2,470,000.00	3	\$3,710,000	6	\$6,180,000
17	David L Smith	Coldwell Banker Realty	1	\$810,000.00	6	\$4,828,347	7	\$5,638,347
18	Christopher Craddock	Keller Williams Realty	10	\$4,289,250.00	4	\$1,331,900	14	\$5,621,150
19	Megan Son	Fairfax Realty 50/66 LLC	0	\$0.00	1	\$5,600,000	1	\$5,600,000
20	Sharon R Hayman	TTR Sotheby's International Realty	1	\$5,600,000.00	0	\$0	1	\$5,600,000
21	Daan De Raedt	Property Collective	3	\$3,619,500.00	4	\$1,777,150	7	\$5,396,650
22	Charles Witt	Nova Home Hunters Realty	3	\$2,745,000.00	2	\$2,612,500	5	\$5,357,500
23	Samaneh Ramezan	Fairfax Realty of Tysons	1	\$1,930,000.00	1	\$3,405,000	2	\$5,335,000
24	Bichlan N DeCaro	EXP Realty, LLC.	3	\$3,394,500.00	3	\$1,928,900	6	\$5,323,400
25	Venugopal Ravva	Maram Realty, LLC	1	\$347,500.00	9	\$4,884,020	10	\$5,231,520
26	Thomas R Moffett Jr.	Redfin Corporation	7	\$4,551,000.00	1	\$555,000	8	\$5,106,000
27	Melissa B Shelby	Compass	2	\$1,148,000.00	3	\$3,900,000	5	\$5,048,000
28	Kimberly A Spear	Keller Williams Realty	8	\$3,365,000.00	2	\$1,525,000	10	\$4,890,000
29	Jill Judge	Samson Properties	1	\$549,900.00	4	\$4,315,000	5	\$4,864,900
30	Jennifer H Thornett	Washington Fine Properties, LLC	1.5	\$3,648,750.00	1	\$1,100,000	2.5	\$4,748,750
31	Micah A Corder	Washington Fine Properties, LLC	1.5	\$3,648,750.00	1	\$1,100,000	2.5	\$4,748,750
32	Kay Houghton	KW Metro Center	3	\$1,499,800.00	5	\$3,189,400	8	\$4,689,200
33	Sue S Goodhart	Compass	4	\$2,929,000.00	2.5	\$1,683,000	6.5	\$4,612,000
34	Raju S Alluri	Alluri Realty, Inc.	2	\$1,909,900.00	2	\$2,683,000	4	\$4,592,900
35	George M Mrad	KW Metro Center	2	\$2,747,000.00	1	\$1,737,000	3	\$4,484,000

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Jan. 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
36	Patricia E Stack	Weichert, REALTORS	2	\$3,155,000.00	1	\$1,280,000	3	\$4,435,000
37	Ahmad T Ayub	Redfin Corporation	4	\$2,352,600.00	3	\$2,077,001	7	\$4,429,601
38	Cynthia Schneider	Long & Foster Real Estate, Inc.	7.5	\$4,304,000.00	0	\$0	7.5	\$4,304,000
39	John K Tunell	Creighton Realty, LLC.	4	\$4,281,500.00	0	\$0	4	\$4,281,500
40	Theresa Valencic	Long & Foster Real Estate, Inc.	1	\$1,400,000.00	1	\$2,775,000	2	\$4,175,000
41	Ana Lucia Ron	ANR Realty, LLC	16	\$4,155,101.00	0	\$0	16	\$4,155,101
42	Martin K Alloy	SMC Real Estate Corp.	6	\$2,231,280.00	5	\$1,865,290	11	\$4,096,570
43	Brad Kiger	KW Metro Center	4.5	\$2,717,500.00	2.5	\$1,378,000	7	\$4,095,500
44	Abuzar Waleed	RE/MAX Executives LLC	2	\$753,000.00	6	\$3,331,500	8	\$4,084,500
45	Heidi D Jerakis	Berkshire Hathaway HomeServices PenFed Realty	4	\$2,415,570.00	3	\$1,666,000	7	\$4,081,570
46	Michael McConnell	Redfin Corporation	4	\$1,887,100.00	4	\$2,155,000	8	\$4,042,100
47	Eve M Weber	Long & Foster Real Estate, Inc.	4	\$3,727,000.00	1	\$228,000	5	\$3,955,000
48	Nikki Lagouros	Property Collective	2	\$890,000.00	6	\$3,000,500	8	\$3,890,500
49	Jennifer Mack	Pearson Smith Realty, LLC	2	\$1,095,000.00	2	\$2,735,000	4	\$3,830,000
50	Kevin E King	Keller Williams Realty	3	\$2,778,394.00	2	\$989,000	5	\$3,767,394
51	Jacob Smith Hamilton	Compass	1	\$510,000.00	3	\$3,185,000	4	\$3,695,000
52	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	10	\$3,669,704.00	0	\$0	10	\$3,669,704
53	Gabriel Deukmaji	KW Metro Center	2.5	\$1,344,000.00	1	\$2,325,000	3.5	\$3,669,000

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RANK	NAME	OFFICE	SELL-ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Mansoor Dar	Keller Williams Realty	1	\$2,350,000.00	2	\$1,250,000	3	\$3,600,000
55	Lisa E Thompson	Hunt Country Sotheby's International Realty	2	\$3,587,500.00	0	\$0	2	\$3,587,500
56	Deyi S Awadallah	D.S.A. Properties & Investments LLC	7	\$3,546,000.00	0	\$0	7	\$3,546,000
57	Sri H Meka	Franklin Realty LLC	2	\$2,090,000.00	2	\$1,422,070	4	\$3,512,070
58	Kristina S Walker	KW United	3	\$1,565,000.00	3.5	\$1,930,315	6.5	\$3,495,315
59	Roy Kohn	Redfin Corporation	5	\$3,436,750.00	0	\$0	5	\$3,436,750
60	Howard J Swede	Keller Williams Realty/Lee Beaver & Assoc.	4	\$2,541,000.00	1	\$885,000	5	\$3,426,000
61	Suki Woodward	Weichert, REALTORS	0	\$0.00	1	\$3,400,000	1	\$3,400,000
62	Raymond A Gernhart	RE/MAX Executives	2	\$1,102,786.00	4.5	\$2,285,500	6.5	\$3,388,286
63	Robyn S Carton	Keller Williams Realty	1	\$1,390,000.00	1	\$1,995,000	2	\$3,385,000
64	Nikki Nabi	Samson Properties	1	\$1,207,000.00	1.5	\$2,174,700	2.5	\$3,381,700
65	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	1	\$1,200,000.00	2	\$2,175,000	3	\$3,375,000
66	Matthew David Ferris	Redfin Corporation	0	\$0.00	7	\$3,279,400	7	\$3,279,400
67	Victoria(Tori) McKinney	KW Metro Center	2	\$2,059,500.00	2	\$1,210,000	4	\$3,269,500
68	Paramjit K Bhamrah	Redfin Corporation	5	\$3,252,450.00	0	\$0	5	\$3,252,450
69	Dilyara Daminova	Samson Properties	0	\$0.00	8	\$3,225,500	8	\$3,225,500
70	Jennifer O Halm	Compass	3	\$3,215,000.00	0	\$0	3	\$3,215,000
71	James W Nellis II	Keller Williams Fairfax Gateway	2	\$692,000.00	4	\$2,514,350	6	\$3,206,350
72	John T Queeney	CENTURY 21 New Millennium	0	\$0.00	4	\$3,189,000	4	\$3,189,000
73	Amit Vashist	RE/MAX Real Estate Connections	1	\$808,000.00	3	\$2,375,000	4	\$3,183,000
74	Cheryl H Wood	Redfin Corporation	0	\$0.00	2	\$3,179,900	2	\$3,179,900
75	Scott A MacDonald	RE/MAX Gateway	6	\$3,135,201.00	0	\$0	6	\$3,135,201
76	John A Mentis	Long & Foster Real Estate, Inc.	1	\$667,000.00	3	\$2,461,500	4	\$3,128,500
77	Desiree Rejeili	Samson Properties	1	\$525,000.00	5	\$2,599,600	6	\$3,124,600
78	Jodie A Burns	McEnearney Associates, Inc.	2	\$3,123,750.00	0	\$0	2	\$3,123,750
79	Lisa T Smith	Pearson Smith Realty, LLC	5	\$3,096,000.00	0	\$0	5	\$3,096,000
80	Bruce A Tyburski	RE/MAX Executives	2.5	\$2,096,750.00	1.5	\$960,000	4	\$3,056,750
81	Candace B Bush	Redfin Corporation	4	\$1,854,000.00	2	\$1,182,900	6	\$3,036,900
82	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	2	\$3,022,769.00	0	\$0	2	\$3,022,769
83	Alex Ryan Thiel	Long & Foster Real Estate, Inc.	2	\$931,749.50	2	\$2,090,500	4	\$3,022,250
84	Wetherly c Barker Hemeon	TTR Sothebys International Realty	1	\$2,160,000.00	1	\$832,500	2	\$2,992,500
85	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	2.5	\$2,425,500.00	1	\$560,000	3.5	\$2,985,500
86	Sheri F Allen	Weichert, REALTORS	2	\$1,607,500.00	3	\$1,370,000	5	\$2,977,500

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Jan. 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Donald W Weaver	RE/MAX Allegiance	2	\$1,990,000.00	1	\$980,000	3	\$2,970,000
88	Jeremy G Browne	TTR Sotheby's International Realty	2	\$2,195,000.00	1	\$760,000	3	\$2,955,000
89	Tricia J Kapinos	Keller Williams Realty/Lee Beaver & Assoc.	1	\$702,500.00	1	\$2,250,000	2	\$2,952,500
90	Mary Ann Bendinelli	Weichert, REALTORS	3	\$2,007,500.00	2	\$902,150	5	\$2,909,650
91	Brad C Kintz	Long & Foster Real Estate, Inc.	5	\$2,421,900.00	1	\$475,000	6	\$2,896,900
92	Holly Beville	Compass	2	\$1,565,000.00	2	\$1,330,000	4	\$2,895,000
93	Lilian Jorgenson	Long & Foster Real Estate, Inc.	2	\$2,891,500.00	0	\$0	2	\$2,891,500
94	Mona Banes	TTR Sothebys International Realty	0	\$0.00	3	\$2,870,000	3	\$2,870,000
95	Conor Sullivan	KW Metro Center	2	\$1,058,000.00	2	\$1,812,000	4	\$2,870,000
96	Margaret Janger Flynn	Keller Williams Fairfax Gateway	3	\$2,120,000.00	1	\$720,000	4	\$2,840,000
97	Danielle C Carter	Redfin Corporation	6	\$2,777,500.00	0	\$0	6	\$2,777,500
98	Jon B DeHart	Keller Williams Realty	1	\$1,675,000.00	2	\$1,092,900	3	\$2,767,900
99	Roslyn Spoto-Craw	Long & Foster Real Estate, Inc.	0	\$0.00	1	\$2,760,270	1	\$2,760,270
100	Jason Quimby	KW Metro Center	3	\$2,749,588.00	0	\$0	3	\$2,749,588
101	Bethany K Ellis	Long & Foster Real Estate, Inc.	2	\$1,830,000.00	1	\$915,000	3	\$2,745,000
102	Branden L Woodbury	Redfin Corporation	5	\$2,019,500.00	1	\$720,000	6	\$2,739,500
103	Lisa T Parcels	Washington Fine Properties, LLC	0	\$0.00	2	\$2,720,000	2	\$2,720,000
104	Ellen F Patrick	Compass	0.5	\$750,000.00	2	\$1,965,000	2.5	\$2,715,000
105	Elizabeth A Tucker	Keller Williams Realty/Lee Beaver & Assoc.	4	\$2,305,000.00	1	\$405,000	5	\$2,710,000
106	Gina M Tufano	Keller Williams Realty	1	\$886,000.00	2	\$1,806,000	3	\$2,692,000
107	Scott A Jacobs	Jacobs and Co Real Estate LLC	4	\$2,691,000.00	0	\$0	4	\$2,691,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
108	Wes W Stearns	M. O. Wilson Properties	5	\$2,683,333.00	0	\$0	5	\$2,683,333
109	Raya Fridental	Redfin Corporation	3	\$1,603,900.00	1	\$1,075,000	4	\$2,678,900
110	Alison Sherman	Keller Williams Realty	0	\$0.00	3	\$2,671,000	3	\$2,671,000
111	Nawal Hamad	Solutions Realty Group LLC	1	\$775,000.00	1	\$1,870,460	2	\$2,645,460
112	Jon P Blankenship	Pearson Smith Realty, LLC	2.5	\$2,075,499.50	1	\$560,000	3.5	\$2,635,500
113	Harleen K Bhamrah	Redfin Corporation	0	\$0.00	4	\$2,635,000	4	\$2,635,000
114	Karen Graves	Weichert, REALTORS	2	\$2,206,500.00	1	\$403,000	3	\$2,609,500
115	Nizar Baaguig	Spring Hill Real Estate, LLC.	0.5	\$153,500.00	4	\$2,429,500	4.5	\$2,583,000
116	Mojdeh Refahi	Spring Hill Real Estate, LLC.	1	\$995,000.00	1	\$1,585,000	2	\$2,580,000
117	Meghan M Wasinger	Wasinger & Co Properties, LLC.	2	\$1,110,500.00	3	\$1,462,607	5	\$2,573,107
118	Babak Binesh	Samson Properties	1	\$2,140,000.00	1	\$405,000	2	\$2,545,000
119	Irene M deLeon	Redfin Corporation	5	\$2,538,500.00	0	\$0	5	\$2,538,500
120	Jacob William Wagner	Redfin Corporation	0	\$0.00	4	\$2,535,000	4	\$2,535,000
121	Rheema H Ziadeh	Redfin Corporation	3	\$1,961,000.00	1	\$555,000	4	\$2,516,000
122	Maria E Fernandez	Compass	0	\$0.00	2.5	\$2,514,000	2.5	\$2,514,000
123	Amber D Castles	CENTURY 21 New Millennium	2.5	\$1,379,900.00	3	\$1,130,000	5.5	\$2,509,900
124	Patricia P Toenniessen	Compass	1.5	\$2,507,500.00	0	\$0	1.5	\$2,507,500
125	Lizzie A Helmig	KW United	1	\$432,000.00	6	\$2,075,000	7	\$2,507,000

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Jan. 31, 2021

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Kim Neaveill-Chamberlain	RE/MAX Allegiance	2	\$544,900.00	4	\$1,961,000	6	\$2,505,900
127	Jason Walder	Compass	1	\$705,000.00	1	\$1,800,000	2	\$2,505,000
128	Pamela Gillin	RE/MAX Gateway	3	\$1,687,999.00	1	\$810,000	4	\$2,497,999
129	Jennifer Clarke	KW Metro Center	2	\$977,000.00	3	\$1,520,000	5	\$2,497,000
130	Barbara J Ghadban	Weichert, REALTORS	2	\$1,697,169.00	1	\$793,124	3	\$2,490,293
131	Grant H. Heflin	Creighton Realty, LLC.	0	\$0.00	1	\$2,475,000	1	\$2,475,000
132	Venus Mely Doan	Coldwell Banker Realty	1	\$517,000.00	3	\$1,942,000	4	\$2,459,000
133	Shoshanna Tanner	Compass	2.5	\$2,454,950.00	0	\$0	2.5	\$2,454,950
134	Mary C Bernard	Century 21 Redwood Realty	0	\$0.00	1	\$2,450,000	1	\$2,450,000
135	Brian J Adem	Compass	1	\$955,000.00	3	\$1,485,000	4	\$2,440,000
136	Nik Biberaj	Samson Properties	0.5	\$432,500.00	4	\$2,007,150	4.5	\$2,439,650
137	Keren Jayne	Pearson Smith Realty, LLC	0	\$0.00	3	\$2,430,000	3	\$2,430,000
138	Candyece Astroth	Samson Properties	3	\$1,848,147.00	1	\$580,000	4	\$2,428,147
139	Laura R Schwartz	McEneaney Associates, Inc.	1	\$699,000.00	2	\$1,715,000	3	\$2,414,000
140	Spencer R Marker	Long & Foster Real Estate, Inc.	2	\$1,304,000.00	1	\$1,099,000	3	\$2,403,000
141	Josh Dukes	KW Metro Center	1	\$264,750.00	6	\$2,137,250	7	\$2,402,000
142	Ashraf Morsi	Keller Williams Realty	0	\$0.00	4	\$2,385,000	4	\$2,385,000
143	Hoon I Kim	NBI Realty LLC	2	\$1,272,500.00	2	\$1,110,000	4	\$2,382,500
144	Matthew James Roberts	Redfin Corporation	0	\$0.00	4	\$2,380,000	4	\$2,380,000
145	Nicholas Lagos	CENTURY 21 New Millennium	2	\$1,250,000.00	2	\$1,118,000	4	\$2,368,000
146	Rosemary Ramos	Redfin Corporation	4	\$1,913,500.00	1	\$450,000	5	\$2,363,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
147	Paul A Gonzalez	Compass	0	\$0.00	1	\$2,350,000	1	\$2,350,000
148	Dana J Jensen	Realty Connect	2	\$1,060,000.00	1	\$1,285,000	3	\$2,345,000
149	Leonor M LaCosta	Keller Williams Capital Properties	2	\$1,656,000.00	2	\$662,000	4	\$2,318,000
150	Sarita Sethi	Long & Foster Real Estate, Inc.	2	\$1,451,000.00	1	\$865,000	3	\$2,316,000
151	Sandra Shimono	Redfin Corporation	0	\$0.00	4	\$2,310,000	4	\$2,310,000
152	Steven Benitez	Samson Properties	3	\$1,459,000.00	1	\$850,000	4	\$2,309,000
153	Andrew Musser	KW United	2	\$836,000.00	2	\$1,450,000	4	\$2,286,000
154	Hulunem D Woldgebreel	Samson Properties	0	\$0.00	5	\$2,285,500	5	\$2,285,500
155	Victoria S Kilcullen	Long & Foster Real Estate, Inc.	0	\$0.00	1	\$2,276,500	1	\$2,276,500
156	Rebecca Vittitow	Century 21 Redwood Realty	3	\$2,274,120.00	0	\$0	3	\$2,274,120
157	Donna R Lutkins	Keller Williams Realty Dulles	2	\$1,390,000.00	2	\$877,500	4	\$2,267,500
158	Keith A Lombardi	Redfin Corporation	2	\$972,500.00	2	\$1,283,000	4	\$2,255,500
159	Benjamin J Grouby	Redfin Corporation	4	\$2,252,500.00	0	\$0	4	\$2,252,500
160	William E Close	KW Metro Center	2	\$1,715,000.00	2	\$536,500	4	\$2,251,500
161	Paul K Chung	CENTURY 21 New Millennium	1	\$475,000.00	1	\$1,775,000	2	\$2,250,000
162	Karina Cho	Pedra Enterprise	0	\$0.00	1	\$2,250,000	1	\$2,250,000
163	Ryan Stephen DeMagistris	Compass	0	\$0.00	1.5	\$2,249,000	1.5	\$2,249,000
164	Sadaf Alhooie	Keller Williams Realty	0	\$0.00	3	\$2,245,559	3	\$2,245,559
165	Nancy M Poe	Long & Foster Real Estate, Inc.	2	\$1,609,900.00	1	\$630,000	3	\$2,239,900
166	Marcy A Thomas	Long & Foster Real Estate, Inc.	1	\$1,119,000.00	1	\$1,119,000	2	\$2,238,000
167	Tanya Ha Tran	Cardinal Realty Brokerage Corporation	2	\$664,000.00	3	\$1,572,000	5	\$2,236,000
168	Frida Hopper	TTR Sotheby's International Realty	0	\$0.00	3	\$2,234,688	3	\$2,234,688
169	Michael C Rush	Long & Foster Real Estate, Inc.	2	\$883,000.00	1	\$1,340,000	3	\$2,223,000
170	Becky L Hanrahan	Hanrahan Properties, LLC	2	\$1,124,000.00	2	\$1,091,900	4	\$2,215,900
171	Jason W Upp	CENTURY 21 New Millennium	1	\$1,230,000.00	1	\$985,000	2	\$2,215,000
172	Tonya M Finlay	Neighborhood Real Estate, LLC.	2	\$1,365,000.00	1	\$840,000	3	\$2,205,000
173	Joan Stansfield	Keller Williams Realty	2	\$1,475,000.00	1	\$726,000	3	\$2,201,000
174	Elizabeth A Sheehy	TTR Sothebys International Realty	0	\$0.00	2	\$2,200,000	2	\$2,200,000
175	Steven Wynands	Samson Properties	2	\$605,000.00	1	\$1,591,750	3	\$2,196,750
176	Brittany Floyd	KW United	2.5	\$2,193,488.50	0	\$0	2.5	\$2,193,489
177	Sean Ragen	KW United	2.5	\$2,193,488.50	0	\$0	2.5	\$2,193,489
178	Ruben Gomez	Spring Hill Real Estate, LLC.	0	\$0.00	7	\$2,189,000	7	\$2,189,000
179	James P Andors	Keller Williams Realty	0.5	\$427,500.00	2	\$1,760,000	2.5	\$2,187,500

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Jan. 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Elizabeth A Twigg	McEnearney Associates, Inc.	3	\$2,185,000.00	0	\$0	3	\$2,185,000
181	Giovanni SantaAna	Move4Free Realty, LLC	3	\$1,283,900.00	1	\$899,000	4	\$2,182,900
182	Kristin M Francis	KW Metro Center	2	\$1,905,000.00	1	\$267,500	3	\$2,172,500
183	Nancy Heisel	RLAH Real Estate	2	\$792,000.00	1	\$1,375,000	3	\$2,167,000
184	Tyler Bishop Simmons	Homestead Realty	1	\$610,000.00	3	\$1,555,000	4	\$2,165,000
185	Sherif Abdalla	Compass	1	\$1,325,000.00	1	\$830,000	2	\$2,155,000
186	Robert J Smith, JR	Monument Real Estate Group LLC	4	\$1,073,078.00	4	\$1,073,078	8	\$2,146,156
187	Laura M Sacher	Compass	0.5	\$1,225,000.00	2	\$920,000	2.5	\$2,145,000
188	Diane U Freeman	Redfin Corporation	1	\$339,900.00	3	\$1,804,900	4	\$2,144,800
189	Linh T Aquino	Redfin Corporation	4	\$1,293,500.00	1	\$850,000	5	\$2,143,500
190	Emily Buffie Marentette	Keller Williams Realty	0	\$0.00	1	\$2,140,000	1	\$2,140,000
191	Kelley J Johnson	Redfin Corporation	0	\$0.00	3	\$2,140,000	3	\$2,140,000
192	Madelyn E Hetherington	Coldwell Banker Realty	1	\$1,500,000.00	1	\$630,000	2	\$2,130,000
193	Aarti Sood	Redfin Corporation	0	\$0.00	4	\$2,129,000	4	\$2,129,000
194	Steve Capalbo	Long & Foster Real Estate, Inc.	4	\$2,121,150.00	0	\$0	4	\$2,121,150
195	Elizabeth K Emery	Compass	1	\$700,500.00	3	\$1,419,700	4	\$2,120,200
196	Leslie P. Hoban	EXP Realty, LLC.	2	\$2,120,000.00	0	\$0	2	\$2,120,000
197	David Tesorero	RE/MAX Allegiance	2	\$1,310,000.00	1	\$805,800	3	\$2,115,800
198	Jacquelynn C Frederick	Samson Properties	3	\$2,110,000.00	0	\$0	3	\$2,110,000
199	John Murdock	Keller Williams Realty	4.5	\$2,106,000.00	0	\$0	4.5	\$2,106,000
200	Dorinda Fitt	RE/MAX Premier	0	\$0.00	1	\$2,099,890	1	\$2,099,890

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Mickey Glassman	RE/MAX Premier	3	\$1,613,500.00	1	\$475,000	4	\$2,088,500
202	Mercy F Lugo-Struthers	Casals, Realtors	0	\$0.00	5.5	\$2,080,750	5.5	\$2,080,750
203	Virginia Amos	Coldwell Banker Realty	2	\$657,000.00	2	\$1,415,000	4	\$2,072,000
204	Lynne L McCabe	Keller Williams Capital Properties	2	\$1,319,900.00	1	\$750,000	3	\$2,069,900
205	Yony Kifle	KW Metro Center	0.5	\$120,000.00	4	\$1,943,500	4.5	\$2,063,500
206	Andrea T Nielsen	Long & Foster Real Estate, Inc.	1	\$2,050,000.00	0	\$0	1	\$2,050,000
207	John C Goodwyn	KW United	0	\$0.00	3	\$2,036,770	3	\$2,036,770
208	Meredith L Hannan	Century 21 Redwood Realty	1	\$730,000.00	1.5	\$1,306,720	2.5	\$2,036,720
209	Troy J Sponaugle	Samson Properties	1	\$810,500.00	2	\$1,222,500	3	\$2,033,000
210	Jeanne V Russell Warner	TTR Sotheby's International Realty	2	\$2,033,000.00	0	\$0	2	\$2,033,000
211	Jeannene R Marconi	Hunt Country Sotheby's International Realty	1.5	\$1,120,000.00	1	\$909,000	2.5	\$2,029,000
212	Kathleen G McDonald	Pearson Smith Realty, LLC	1.5	\$777,150.00	2	\$1,248,500	3.5	\$2,025,650
213	Jin Chen	Pearson Smith Realty, LLC	1	\$959,600.00	2	\$1,059,343	3	\$2,018,943
214	Claudia V Cornejo	Fairfax Realty of Tysons	2	\$661,250.00	4	\$1,348,000	6	\$2,009,250
215	Candee Currie	Redfin Corporation	4	\$2,007,718.00	0	\$0	4	\$2,007,718
216	Bonnie Lynn Morgan	Weichert, REALTORS	3	\$2,007,500.00	0	\$0	3	\$2,007,500
217	Melanie M Hogg	Century 21 Redwood Realty	3.5	\$1,344,050.00	2	\$660,000	5.5	\$2,004,050
218	Min J Byun	Pearson Smith Realty, LLC	2.5	\$1,342,500.00	2	\$660,000	4.5	\$2,002,500
219	Wayne V McHargue Jr.	Keller Williams Realty/Lee Beaver & Assoc.	1	\$2,000,000.00	0	\$0	1	\$2,000,000
220	Jason P Outten	The Buyer Brokerage LLC	0	\$0.00	1	\$2,000,000	1	\$2,000,000
221	Daryl C Andrews	Andrews Marketing Solutions, LLC	1	\$2,000,000.00	0	\$0	1	\$2,000,000
222	Caroline R Wilson	Pearson Smith Realty, LLC	0	\$0.00	1	\$2,000,000	1	\$2,000,000
223	Peter A Leonard-Morgan	Hunt Country Sotheby's International Realty	0.5	\$470,000.00	1	\$1,525,000	1.5	\$1,995,000
224	Manuwa S Eligwe	KW Metro Center	1	\$400,000.00	4	\$1,590,000	5	\$1,990,000
225	William Wu	Samson Properties	1	\$322,000.00	3	\$1,666,900	4	\$1,988,900
226	Thien-Kim Le	Pearson Smith Realty, LLC	0.5	\$336,865.50	2	\$1,651,000	2.5	\$1,987,866
227	Daniel Mleziva	Samson Properties	1	\$525,000.00	2	\$1,462,000	3	\$1,987,000
228	Karen A Briscoe	Keller Williams Realty	1	\$1,010,000.00	1	\$976,250	2	\$1,986,250
229	Olivia Adams	Compass	0	\$0.00	3.5	\$1,985,900	3.5	\$1,985,900
230	Gitte Long	Redfin Corporation	2	\$1,245,000.00	1	\$740,000	3	\$1,985,000
231	Michael J Anastasia	Long & Foster Real Estate, Inc.	1	\$581,000.00	1	\$1,400,000	2	\$1,981,000
232	Madeline I Smart	RLAH Real Estate	1	\$566,000.00	2	\$1,415,000	3	\$1,981,000
233	Edward B Murphy	Samson Properties	1	\$988,000.00	1	\$988,000	2	\$1,976,000

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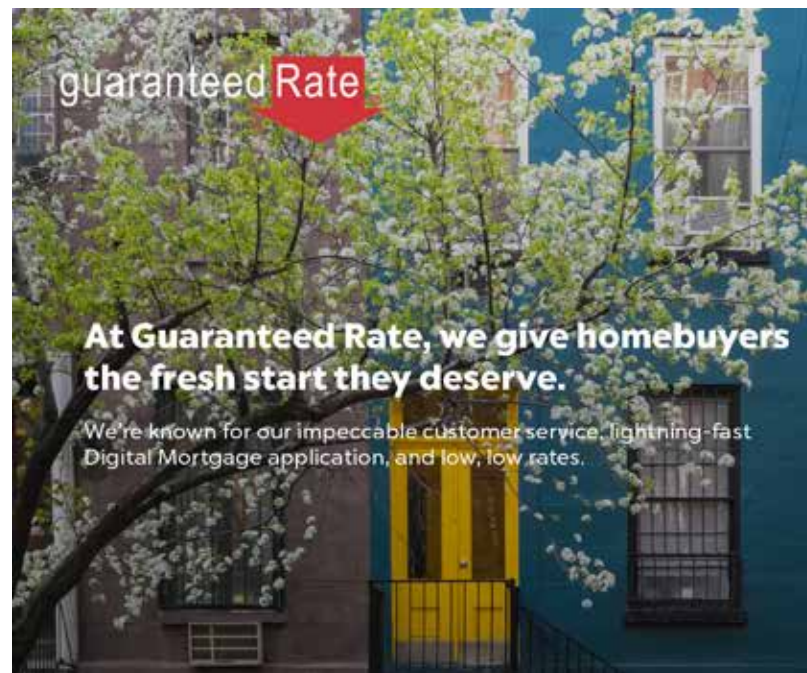
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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Jan. 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Carmen Dennis	Redfin Corporation	0	\$0.00	1	\$1,975,000	1	\$1,975,000
235	Sahid Tejan Kargbo	Keller Williams Realty	0	\$0.00	2	\$1,975,000	2	\$1,975,000
236	Pamela A Yerks	Washington Fine Properties, LLC	1	\$1,974,500.00	0	\$0	1	\$1,974,500
237	Piper Gioia Yerks	Washington Fine Properties, LLC	1	\$1,974,500.00	0	\$0	1	\$1,974,500
238	Amy D Faulconer	Pearson Smith Realty, LLC	1	\$945,000.00	3	\$1,022,900	4	\$1,967,900
239	James Baer	RE/MAX Distinctive Real Estate, Inc.	5	\$1,966,500.00	0	\$0	5	\$1,966,500
240	Pingrong Wang	National Realty LLC	1	\$981,000.00	1	\$981,000	2	\$1,962,000
241	Jacqueline Charisse McElroy	REP Real Estate Partners	1.5	\$1,958,500.00	0	\$0	1.5	\$1,958,500
242	Paul Thistle	Take 2 Real Estate LLC	3	\$1,745,000.00	1	\$210,000	4	\$1,955,000
243	Sarah E King	McEneaney Associates, Inc.	1	\$1,950,000.00	0	\$0	1	\$1,950,000
244	Tony O Yeh	United Realty, Inc.	3	\$1,105,099.00	1	\$840,000	4	\$1,945,099
245	Nelson C Calderon	Millennium Realty Group Inc.	2	\$657,000.00	3	\$1,285,000	5	\$1,942,000
246	Timothy D Pierson	KW United	2	\$1,651,500.00	1	\$290,000	3	\$1,941,500
247	Renee Greenwell	Keller Williams Realty	1	\$699,000.00	2	\$1,240,000	3	\$1,939,000
248	Hasan M Ibrahim	HMI Property	1	\$636,300.00	1	\$1,300,000	2	\$1,936,300
249	Boban Mathew	MXW Real Estate	0	\$0.00	2	\$1,935,000	2	\$1,935,000
250	Heidi B Ellenberg-er-Jones	Modern Jones, LLC	0	\$0.00	2.5	\$1,932,075	2.5	\$1,932,075

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