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Thursday  
May 20th, in  
McLean!



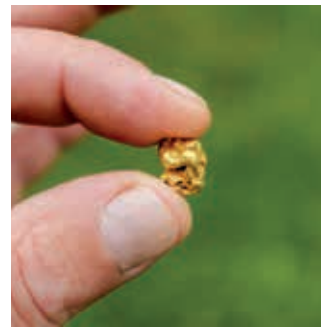
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▶▶ publisher's note



**HAPPY**  
*Mother's Day!*

Dear Real Producers,

This month, we celebrate mothers. Check out one of our community's amazing mothers, Laura Mensing, this month's cover story! Also, check out the answers to this month's "We Ask...You Tell!" question, "What is the most important life lesson you learned from your mom?" on page 14. We love the input from our Real Producers on the "We Ask" page each month. If you haven't answered one of our monthly questions, be sure to do so and we'll publish your answer in the magazine!



**Kristin Brindley**

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Members of our *Real Producers* community gathered in February for a virtual mastermind focused on the low-inventory climate. "Inspirational" is the word I'd use to describe the interaction and spirit of sharing from our group! Thank you to all who participated.

Photos from our April event will be inside the June issue, coming soon!



This kid brings us joy! (Kristin, Kellie, and Avery Brindley)

Here is a Mother's Day blessing for all our Real Producers mothers out there:

**Wonderful Mother**

~ Anon

The heart of a home is a mother  
Whose love is warm and true,  
And home has always been "sweet home"  
With a wonderful mother like you!

We look forward to seeing you soon, on May 20th in North Bethesda, for our May Mixer. Also, be on the lookout for your exclusive invitation to our Summer Social, to be held on June 17th!

See you soon!



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**GREG DOHERTY**  
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"The most important lesson I learned from my mom was to take care of my brothers and sisters!"



**KIM SPEAR**  
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"Lessons from Mom ... so many, but one that always sticks out for me: Always say hello, share your smile, and know that the stranger today may just become an important person in your life's journey."



**HEIDI ROBBINS**  
Buck & Associates Real Estate

"My mom was a single parent; my entire childhood, it was just the two of us. She was definitely my role model for hard work and 'girl power,' as she'd call it. As both mom and dad, she taught me how to mow the lawn, jump a dead car battery, and cook a gourmet meal. Looking back now, I'm sure we were living paycheck to paycheck, but you'd have never known it. She was as generous as she was hardworking!"



**DILYARA DAMINOVA**  
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"The most important lesson I learned from my mom is to be kind and walk away from negativity. She also advised that I could buy cheap clothes but never save money on good, quality shoes. I always had good shoes even though my parents could barely afford it. These habits stay with me."



**PAUL THISTLE**  
Take 2 Real Estate

"My mom passed away a few years ago, but one of the things she taught me in life was to dream big and to never see anything as impossible. Having a mom that encouraged and supported my vision and goals, no matter how foolish or impossible they seemed at the time, meant a lot to me."



**DAVE MOYA**  
Keller Williams Realty

"My mother is an amazing person. She taught me to 'do unto others, as you would have others do unto you.' We are all equal under God."



**CASEY O'NEAL**  
Compass

"My mom never talked bad about anyone even if she disagreed with them, which was a great learning experience for me and quite a challenge to implement."



**KATHLEEN FONG**  
Keller Williams Metro Center

"The most powerful lesson I learned from my mom was never to envy anyone! She taught us that while someone may 'look' like they have it all (big house, success, nice car, expensive clothing) that you do not know what their life is behind their doors."



**LAURIE MENSING**  
Long & Foster Real Estate

"This is quite a personal question because my mother died at the age of 45, when I was only 24. My prominent memories are of her when I was much younger because I was away at college and then working between the ages of 18 to 24. I would like to reflect on not only what I learned from her but what I learned from my grandmothers, as they played an instrumental role in the shaping of who I am today."

The one thing I find instrumental that is common with all three women in my life, and may be considered controversial in today's world: I believe women are the key to the success of businesses and families, if not nations. Women have the ability to direct, motivate, and cultivate ideas that can transcend generations, and I believe it all starts within the four walls of our homes.

So I feel the most important thing I have learned from my mother and grandmothers is to always be the grounding force, example, and support for your family; remaining focused with love, kindness, strength, and resilience, while never forgetting you are a lady."

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# 3 Real Estate Farms Every REALTOR® SHOULD BE CRUSHING!

2021 ... the year of very low inventory. Low inventory to the point where buyers are doing irrational things to win homes. COVID is playing a part in this low-inventory arena, but there are other factors as well — factors such as people might sell their home quickly but then have to find a new home within 30 days. And with low inventory and tough buyer competition, they don't want to be rushed. It's a weird conundrum of low inventory because people are waiting for more inventory. How do we create more

inventory? There are several ways, but there are three real estate farms that are ripe for the picking that can help to alleviate this issue.

## 1. Inner-City Absentee Owners of Condos

It's no secret that with a pandemic, people are leaving close-quarters living and moving outward to the suburbs. In many markets, rental rates have come down due to the abandonment of city living, which leaves absentee condo owners not

only looking for more tenants, but finding their income stream is less than it was 12 months ago. This is causing these owners to consider selling their assets at a time of great urgency for housing inventory, hence cashing out. Targeting these owners and positioning yourself with easy, turnkey solutions to their problems should have the phone ringing.

## 2. Downsizers in Desirable School Districts

One of the best real estate farms to

target is the downsizers. Yes, they have been hanging on not wanting to sell, but now is the time. It's very tough to "time the market," but there is no better time than this moment to sell that large home you no longer want to clean and take care of. Families with small kids buy these homes and they do it based on where their children will be going to school for the next 10 to 15 years. Farming by a school district is far more effective than just subdivisions. Parents want their kids in good schools, and they shop for homes that way. As a Realtor, targeting these people and educating them on how you can assist with their sale and transition into something else will put you in a good light. Thirty-eight percent of ALL homeowners in the U.S. own their homes free and clear. Now is the time to cash out ... so get after these people.

## 3. Condo/Townhome Owners—Owner-Occupied

If you own and live in a condo/townhome and want to sell and move up ... now is a great time. Interest rates are super low, so if you want to make out like a bandit on the sale of your home and borrow the most money you will have ever borrowed on a move-up purchase, now is when you make that happen. We know the lifespan of a condo/townhome is less than a single-family, so look for great locations that are desirable to live in and have young people who have better-than-average income levels. This farm has a ton of potential, and with the move out of close quarters and into single-family, I would be spending marketing dollars here.

We all want more housing inventory to hit the market. Focusing on these three hot real estate farms should yield great results. Happy hunting!



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](http://www.DCTitleGuy.com).



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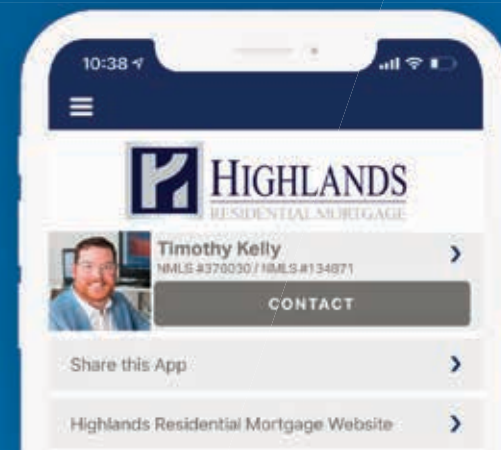


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"Your word and actions mean something. Without your integrity and character, you don't have anything."



### KELLY KATALINAS

**Fairway Independent Mortgage**

"We have to continually change and adapt to industry trends and challenge ourselves daily, especially with circumstances that are beyond our control."

*"I'm not telling you it's going to be easy, I'm telling you it's going to be worth it."* —Art Williams



### ARIANA GILLETTE

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"Smile — your day is what you make of it."





# KELLY KATALINAS

FAIRWAY INDEPENDENT MORTGAGE

## A TRUE PARTNER IN THE REAL ESTATE TRANSACTION

### ► partner spotlight

By Zachary Cohen

*"I'm not telling you it's going to be easy, I'm telling you it's going to be worth it."* –Art Williams

Kelly Katalinas, Branch Manager and Certified Military Mortgage Specialist at Fairway Independent Mortgage Corporation, begins each day with gratitude. The above quote is on a framed picture sitting over her desk, reminding her each day that no matter what the day brings, in the end it will all be worth it. After over three decades of originating home loans and managing teams of loan originators in the Washington, D.C., metro area, Kelly is as thankful as she's ever been for the life she lives and the work that she does.



...



Photo by  
Howard Lansat Photography





Kelly Katalinas and her husband Michael are both loan officers.



...

Kelly graduated from James Madison University in 1985 with a BBA degree in business management with a minor in economics. “At that time, interest rates were sitting around 12 percent for home loans and had recently fallen to about 8.5 percent,” Kelly reflects. The lending market was quite different than what we see today.

“In 1986, I met a woman in the mortgage industry, who assisted a friend with a home purchase,” Kelly recalls. “She and I talked for some time about her profession as a mortgage loan officer, and the next thing I knew, I was meeting with her manager. I began my career in mortgage banking on April 1, 1986.”

In the past 30-plus years, Kelly has built her reputation as a straight shooter — the kind of loan officer who will not only hand her clients the truth but is always willing to listen with patience and will work diligently to find the best solutions.

“I try to be a true partner in the real estate transaction. Working together,

we need to provide an excellent experience for all parties involved in the transaction. I take responsibility for my actions, and the actions of all members on my team, from loan application to loan closing. We can make a difference in someone’s life, with every client we serve, and we need to serve them well.”

Kelly has always been extremely passionate about educating homebuyers. She sees herself as a consultant in the home-buying process and takes pride in treating others as she would like to be treated — with high integrity, respect, and fairness. “I love the name of my company, Fairway, because individually and as a team we embrace a culture of treating our valued customers and clients, as well as teammates, with fairness.”

Kelly knows as well as anyone that the real estate and mortgage industry is continually changing. As we look at 2020 and into 2021, the industry has seen quite a bit of change, as it adapts to the unique circumstances of the pandemic. However, rather than acting as a hindrance, the shifting nature of the real estate market inspires Kelly to keep learning and growing.

“We have to continually change and adapt to industry trends and challenge ourselves daily, especially with circumstances that are beyond our control,” says Kelly. “Over the course of my long career, I have tried and failed at many things, time and again, but I keep trying. There is always room for growth, and always an opportunity to learn from others and improve.”

Kelly and her husband Michael (who is also a loan officer) have been happily married for 30-plus years, and have two children, Christopher (26) and Jaclyn (22). They love to travel

and spend time at their vacation home in Topsail Island, North Carolina.

“I love to spend time with my family,” Kelly says. “As my children have gotten older, I see them less frequently, so when I can spend time with them, those moments are most special to me. As my husband and I are both in mortgage lending, our work hours are often hectic, so when we are together, it’s just nice to take a breath and relax. Michael continues to make me smile daily, so those moments are very special.”


Perhaps Kelly’s biggest asset is her ability to understand the importance of a seamless real estate transaction. “My team and I go to great lengths to effectively communicate with all parties often throughout the process. We want to be sure our clients are comfortable with their financing choices, as we understand they might only go through the home-buying process a few times in their lives. Buying a home is a special time, and we never forget that.”




*Fairway Independent Mortgage Corporation is a full-service mortgage lending company. Their experienced staff offers expertise in all areas of mortgage lending, including purchases, refinances, renovation, and reverse mortgages. They are licensed in all 50 states and are currently the fifth largest lender in the United States in overall volume funded through 2019. Year 2020 statistics showed them as number 2 in Purchase Volume in the U.S. For more information visit [www.kellykatalinas.com](http://www.kellykatalinas.com).*



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# ARIANA GILLETTE

## MOVING INTO THE FUTURE

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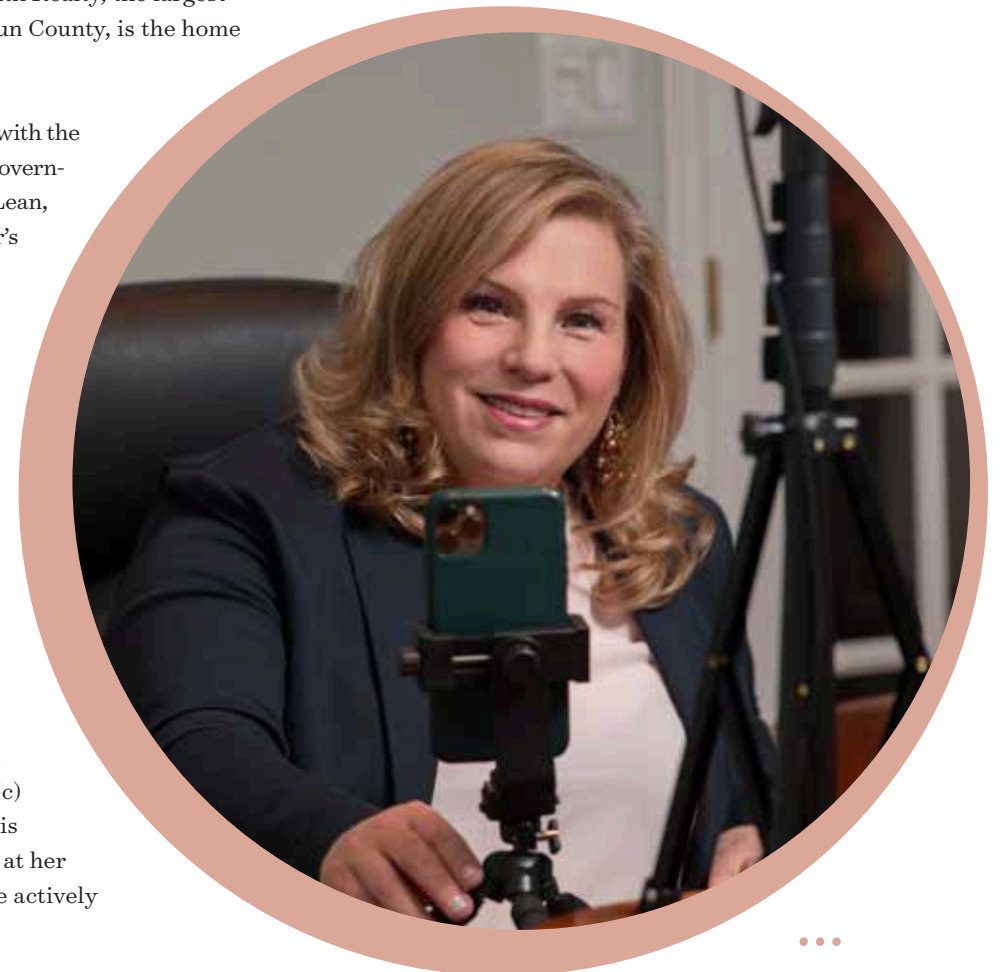
Over the past 17 years, Ariana Gillette has had an illustrious career in real estate, dipping into nearly every facet of the business, including new construction, being a buyer's agent for many years, starting her own brokerage (a high-end, boutique firm), flipping homes after the crash of 2007, and being a market dominator since moving to Loudoun County in 2010. Pearson Smith Realty, the largest growing brokerage in Loudoun County, is the home of Ariana Luxury Homes.

While Ariana went to school with the intent to work in the federal government, having grown up in McLean, Virginia, and earning a master's degree in public policy from American University in Washington, D.C., she found her love of real estate soon after graduating.

The public service mentality, however, never left Ariana. Aside from serving her clients in real estate every day, as a mother of 12-year-old twins, she was on the executive board of the Loudoun Fairfax Mothers of Multiples Club (LFMOMC.com), a 501(c)(3), for nearly a decade, and is currently the PTA President at her children's middle school. She actively

supports several dog rescues in the area and is the "fur-mom" of two German shepherds.

While Ariana has helped over 100 families buy or sell in the last couple of years, being a \$10 million-plus Top Producer every year since 2015, it hasn't always been easy. She got



► agent spotlight

By Chris Menezes  
Photos by Ryan Corvello





“HAVING WORK-LIFE  
BALANCE CREATES  
FERTILE SOIL TO  
GROW A HEALTHY  
BUSINESS.”

her start working for a homebuilder in 2001, where she learned how to build a home from the ground up. After two years of absorbing everything she could, she decided to obtain her real estate license and start her own business.

“I worked many years as a buyer’s agent, and much of that business came back to me full circle — a large portion of those buyers eventually sold with me and referred me to their friends and families, and I started

to have an organic referral business as a result,” Ariana explains. “There is nothing better than working for people who want to work with you. I genuinely care for and fight for my clients, and they love that about me.”

Ariana is passionate about her brand, Ariana Luxury Homes, and has recently launched into more social media platforms. She pivoted

much of her business to online so that people can also get to know her “from the comfort of their phone.”

In addition to learning and adapting her business to new technologies, to



Ariana Gillette and her husband John, an executive chef, have been married 15 years and have 12-year-old twins.

“stay fresh for today’s buyers and sellers,” Ariana says she has incredible vendors to support her clients, and she knows how to ask for help, which keeps her business moving forward.

“Success is having control over my business in all aspects,” she says. “Having work-life balance creates fertile soil to grow a healthy business.” Although she would not have it any other way, she says, “being a Realtor is a lifestyle that affects my family and friends. I am always near my phone, am always talking about my favorite subject — real estate — and could be called off at a moment’s notice to help a client in need.”

Ariana enjoys spending time with her family and friends camping, hiking, biking, exploring the outdoors, gardening, visiting farmers markets and shopping locally, which she says keeps her grounded with what’s truly important in life. Ariana stays motivated by other REALTOR® moms and surrounds herself with positive people, places, and things to keep her inspired throughout her day.

Given her extensive career in real estate, Ariana offers the following advice to other Realtors who are just starting out: “Don’t quit when times get hard. Save money for a rainy day and don’t forget to take money from each and every check to pay the IRS! I have taken many risks in my career; some worked and some didn’t. Jumping back into the market after the financial crash of 2007 was a big one, but it paid off, and I am still here, adapting and moving into the future.”



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~TATIANA BUSCH, REALTOR  
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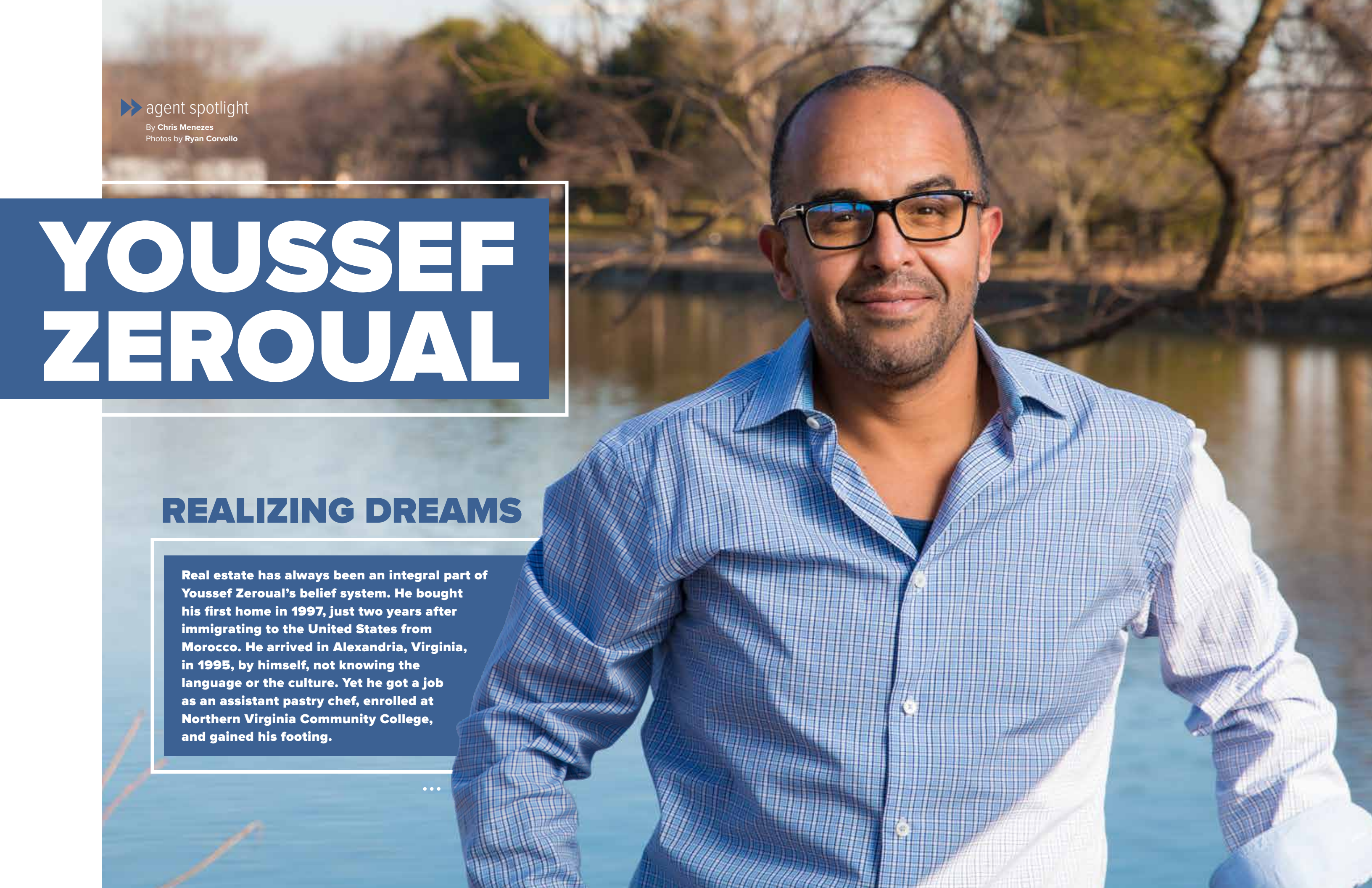


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» agent spotlight

By Chris Menezes  
Photos by Ryan Corvello

# YOUSSEF ZEROUAL

## REALIZING DREAMS

**Real estate has always been an integral part of Youssef Zeroual's belief system. He bought his first home in 1997, just two years after immigrating to the United States from Morocco. He arrived in Alexandria, Virginia, in 1995, by himself, not knowing the language or the culture. Yet he got a job as an assistant pastry chef, enrolled at Northern Virginia Community College, and gained his footing.**

...



...

Youssef was born and raised in Casablanca, Morocco. He grew up working at his mother's restaurant and pastry shop from the age of 7, and eventually became the pastry chef for the restaurant. After moving to the U.S., he worked his way up from assistant pastry chef to sous chef, head pastry chef, and then switched to restaurant management, hotel management, and even got into IT management at the same time.

Youssef also bartended while in school and earned his MBA at George Mason University. Throughout that time, he was able to slowly bring over his two brothers, sister, and mother from Morocco as well (although his mother ended up returning home).

Investing in real estate was always the goal for Youssef — it was part of his retirement plan. When he had the opportunity to purchase his first investment property in 2003, he knew he had to get a real estate license in order to gain access to the MLS database and inventory. Once word got out to the people around him, however, they all started asking for his help to find places as well. Six months later, Youssef was so busy that he decided to quit his job and become a full-time agent with Weichert, REALTORS®.

“It was hard having a family that was new to the United States, having a couple mortgages, and deciding to go from a stable paycheck to a ‘maybe you’re going to get paid.’ It was a hard decision, but I decided to trust in God. You have to have faith to jump,” Youssef explains.



Youssef Zeroual (center) with his family (From left: sister Soumia, nephew Rayan, sister Siham, niece Zineb).

With so much on the line in the beginning, Youssef knew he didn't have much time to make real estate work for him. He quickly found a niche, working with the low to mid-price-range clients, showed up at the office every day to put in his minimum of eight hours, and worked as hard as he could.

That hard work and discipline did not go unnoticed. Not only was Youssef named Rookie of the Year in 2004, but also Nikki Johnson, a 20-year real estate veteran, approached him to become her partner.

“When Nikki approached me, I thought that maybe I was in trouble or something,” Youssef laughs. “I didn't think she even knew my name. I had only been

in the business for six months. When she asked to be partners, I knew I had made the right decision to enter real estate.”

“Real estate really helped me realize my financial goals to be able to travel, which I love, and have financial freedom, while being able to help my family financially and emotionally. Plus, you're doing something that is helping people, and they are so happy and appreciative of your help that they don't stop talking about you to others. One hundred percent of my business has been referrals for the past nine years now. I even tried to retire or leave real estate a few times, but it's hard when you have referrals when they say they only want to work with you.”

Outside of real estate, Youssef enjoys traveling, playing tennis, running, and spending time with his family. His two brothers and two sisters and nephews and nieces live within five to ten minutes of each other and love getting together for meals, trips, and an occasional tennis match.

Youssef is also active with multiple small charities, helping poor communities overseas, mainly in Morocco, supplying water access to remote villages

and assisting needy families financially.

While Youssef has considered stepping back from real estate a few times, he currently has no plans to do so. “My clients' trust and the desire to help them achieve their homeownership dreams keeps me going. Seeing their smiles at the settlement table is a huge motivator,” he says.

“Real estate has helped me achieve my goal of

building my rental retirement portfolio, have friends from all walks of life, and has allowed me to travel all over the world. We are blessed to be part of such a great market and to depend on the richest, largest employer in the world—the U.S. government—which keeps our market always moving and HOT.”





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At a family wedding in Nevada (From left: son-in-law Matthew Mahoney, daughter Lauren Mahoney, son John Mensing, Laurie Mensing, husband Eric Mensing, daughter-in-law Anna Mensing, son Michael Mensing).

» cover story

# LAURIE MENSING

## BUILT ON LOVE & RESILIENCE

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

From the late '80s to the early 2000s, Laurie Mensing, of Long & Foster | Christie's International Real Estate, and her family moved a staggering 12 times. Her husband, Eric, worked as a transportation and logistics company executive, which took their family to places from Virginia to London to Saudi Arabia. While it wasn't always easy, Laurie gleaned invaluable wisdom during that time. When she was four months pregnant, for example, Laurie and Eric headed to Saudi Arabia.

"It was one of the most vivid growth periods for me as a woman, wife, and mother," Laurie reflects. "One learns to adapt, be respectful, and recognize that life is a book of chapters. Each chapter should be lived well and with acceptance."

...





Prior to settling in Northern Virginia permanently in 2004, Laurie Mensing had been a destination consultant in London.

...

Laurie and Eric had lived in Northern Virginia three times before finally settling in for good in 2004. Prior to landing back in Virginia, the couple was in London, where Laurie worked as a destination consultant. Her role was to assist clients who were in transition, and the first step in that process was often finding housing. “Upon moving back from London to NOVA, I thought about starting a destination services company here in the D.C. metro market. The first arm of that is finding housing, so I got my license.”

That was in 2006. For 15 years, Laurie has been happily working as a real estate agent. “I have never looked back,” Laurie smiles.

Laurie prides herself on her patience and ability to educate clients so they can make informed decisions. In a role where she is entrusted with overseeing such an impactful purchasing decision, she doesn’t take integrity lightly.

The results have been nothing short of staggering. Laurie has closed nearly half a billion dollars in her career, including over \$73 million in 2020.

**Drawing on Her Roots**

Laurie’s mother passed away at the young age of 45; Laurie was only 24 at the time. “My prominent memories of her are when I was much younger because I was away at college and then working between the ages of 18 to 24,” Laurie says. As a result,

the wisdom that Laurie carries from the mothers in her life includes the wisdom passed down from her two grandmothers. They played an instrumental role in shaping the woman she has become.

“I believe women are the key to the success of businesses and families, if not nations,” Laurie says. “Women have the ability to direct, motivate, and cultivate ideas that can transcend generations, and I believe it all starts within the four walls of our homes.”

From her mother and grandmothers, Laurie learned to be a grounding force and support for her family. She learned to stay focused, with love, strength, and resilience.

...







“Women have the ability to direct, motivate, and cultivate ideas that can transcend generations, and I believe it all starts within the four walls of our homes.”

...

As she became an adult — and eventually, a mother herself — Laurie also leaned into the lessons her father taught her. “We talked about everything around the kitchen table,” Laurie continues. “There was always clear and concise conversation about expectations, love, and hard work... With difficult circumstances at times, I learned the value of trust and responsibility. I grew up in a family business where your word and actions mean something. Without your integrity and character you don’t have anything.”

#### On Family and the Future

Today, Laurie’s three children,

Michael, John, and Lauren, are all adults. Her family continues to grow, as she now has a daughter-in-law, a son-in-law, and a granddaughter.

“Little Avery makes me smile just thinking about her,” Laurie beams.

Laurie and Eric have now been married for 36 years, and there’s not much they don’t enjoy doing together. “Travel, road-trip, ski, cook, golf, adventure, work on a project...being together is precious time as we are all now segmented with where we live. When I have all my children in one place together,

with me and my husband, relaxing and simply enjoying life — I am in heaven. This is why we just bought a lake house!”

As Laurie steps into the next chapter of her life, she does so with the same positive attitude that has served her for so long. She aims to age gracefully and with wisdom.

As for real estate, she has no plans of slowing down. “I would like to continue to sell real estate for a long time. I do not see ever giving it up. Perhaps I will pass on more referrals, but for now, I am livin’ the dream!”

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By Matthew B. Jones, Esq.

# Frank Insight for REALTORS® Panicked by The Acronym **FIRPTA**

**FIRPTA — the acronym that strikes fear in the hearts of real estate agents across the D.C. Metro area. What exactly is FIRPTA?**

FIRPTA stands for the Foreign Investment in Real Property Tax Act of 1980. The NAR states that FIRPTA was enacted to “establish equity of tax treatment in U.S. real property between foreign and domestic investors,” but to simplify, FIRPTA ensures foreign sellers pay their share of income tax on the gain realized from the sale of real estate in the United States. The IRS requires every seller of

real estate to verify they are a U.S. citizen by signing an affidavit at closing that includes their tax identification number. If they do not have a tax identification number, they are considered a foreign seller.

What does the implementation of this mean, exactly? Since foreign sellers are not filing a tax return in the U.S., the IRS created this blanket rule for real property sold by foreign sellers to ensure taxes are paid. In effect, FIRPTA requires a certain amount of the sales price be withheld by the title company for the purpose of paying these taxes.

Specifically, if the sales price is less than \$300,000, nothing needs to be withheld. If the sales price is between \$300,000.01 and \$1 million, 10 percent of the sales price will be withheld. And if the sales price is greater than \$1 million, 15 percent of the sales price will be withheld. If the property is being purchased for investment, 15 percent will be withheld, no matter the sales price.

How does this affect your client? If you are the listing agent, your client needs to realize that 10 to 15 percent of their sales proceeds will be withheld for potential payment to the IRS. For example, if the sales price is \$850,000, you should explain to your client that \$85,000 will be withheld by the title company. *This should not be a surprise to the seller at the signing table*, which means you should be double- and triple-checking the understanding of your foreign client. Do not fret — title companies can assist and notify when FIRPTA applies and will be more than happy to explain the process to you and your client so that there is a full understanding before closing.

If you are the selling agent, your client should understand that the IRS places the burden of withholding on the BUYER. Since the IRS has no jurisdiction over a foreign seller, they hold the buyer responsible. The buyer is responsible for making sure the title company is properly withholding 10 to 15 percent of the sales price. If not enough is withheld, or the IRS is not paid, the IRS can place a lien on your client’s new property. NOBODY wants that! Title companies are here to assist both you and your clients with understanding and ensuring proper guidelines are followed.

FIRPTA provides an exception — the foreign seller can file a “withholding certificate” with the IRS which can reduce (or even eliminate) the 10 to 15 percent payment. If applicable, the full 10 to 15 percent is withheld by the title company until the IRS issues their determination, stating how much they are owed. If it is less than the amount held, the title company will pay as instructed and issue the rest back to the seller.

FIRPTA is situationally dependent, which means it is impossible to cover every example or situation that can arise. No matter which side you represent, you have a responsibility to make sure your client understands the basics of FIRPTA withholding. Do not be afraid! Please reach out to a title company to assist you!



Matthew Jones is a licensed attorney with MBH Settlement Group. Matt has nine years of real estate legal experience with an area of focus in acquisitions, dispute resolution, and lender and agent representation.

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## TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Mar. 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	54	\$35,435,640	125.5	\$82,979,368	179.5	\$118,415,008
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	121	\$68,348,464	58	\$31,466,826	179	\$99,815,280
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	59.5	\$36,154,392	23	\$13,290,368	82.5	\$49,444,758
4	Sue S Goodhart	Compass	15	\$15,447,500	14	\$15,731,054	29	\$31,178,554
5	Debbie J Dogrul	Long & Foster Real Estate, Inc.	27	\$19,102,004	19	\$11,489,971	46	\$30,591,974
6	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	17.5	\$21,860,520	6	\$7,526,000	23.5	\$29,386,520
7	Phyllis G Patterson	TTR Sotheby's International Realty	19	\$18,181,238	13	\$10,921,250	32	\$29,102,488
8	Akshay Bhatnagar	Virginia Select Homes, LLC.	11	\$7,876,500	27	\$18,496,752	38	\$26,373,252
9	Jason Cheperdak	Samson Properties	11	\$7,203,150	28.5	\$18,116,068	39.5	\$25,319,218
10	Jennifer L Walker	McEneaney Associates, Inc.	15.5	\$14,316,220	11	\$10,186,101	26.5	\$24,502,320
11	Daan De Raedt	Property Collective	15	\$11,490,200	17	\$10,917,650	32	\$22,407,850
12	Bichlan N DeCaro	EXP Realty, LLC	5	\$4,852,500	19	\$15,619,300	24	\$20,471,800
13	Khalil Alexander El-Ghoul	Glass House Real Estate	11	\$8,212,188	14	\$11,891,538	25	\$20,103,726
14	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	12.5	\$12,491,500	8	\$6,289,000	20.5	\$18,780,500
15	James W Nellis II	Keller Williams Fairfax Gateway	18	\$11,197,250	12	\$7,342,481	30	\$18,539,732
16	Christopher Craddock	Keller Williams Realty	35.5	\$13,436,775	12	\$5,066,850	47.5	\$18,503,624
17	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	36	\$17,966,404	1	\$237,350	37	\$18,203,754
18	Christopher J White	Long & Foster Real Estate, Inc.	14	\$11,440,100	8	\$6,564,000	22	\$18,004,100
19	Patricia E Stack	Weichert, REALTORS	13	\$14,158,970	2	\$3,350,000	15	\$17,508,970
20	Deborah D Shapiro	TTR Sothebys International Realty	6	\$10,366,500	3	\$6,912,500	9	\$17,279,000
21	Kay Houghton	KW Metro Center	15	\$7,479,700	15	\$9,636,400	30	\$17,116,100
22	Lilian Jorgenson	Long & Foster Real Estate, Inc.	9.5	\$15,542,500	2	\$1,550,000	11.5	\$17,092,500
23	Martin K Alloy	SMC Real Estate Corp.	20	\$10,115,695	13	\$6,847,180	33	\$16,962,876
24	Barbara G Beckwith	McEneaney Associates, Inc.	4	\$7,400,000	5	\$9,269,000	9	\$16,669,000
25	Piper Gioia Yerks	Washington Fine Properties, LLC	4.5	\$11,288,795	2	\$5,280,000	6.5	\$16,568,795
26	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	1.5	\$7,375,000	3	\$9,025,000	4.5	\$16,400,000
27	Megan Buckley Fass	FASS Results, LLC.	5	\$5,867,000	7	\$10,438,500	12	\$16,305,500
28	Casey C Samson	Samson Properties	10.5	\$10,151,500	5	\$6,145,000	15.5	\$16,296,500
29	Diane V Lewis	Washington Fine Properties, LLC	8	\$12,671,500	2	\$3,524,000	10	\$16,195,500
30	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	4	\$2,265,500	25	\$13,392,883	29	\$15,658,383
31	Steven C Wydler	Compass	7.5	\$12,267,500	2.5	\$3,201,500	10	\$15,469,000
32	Nikki Lagouros	Property Collective	9	\$3,524,500	23	\$11,935,100	32	\$15,459,600
33	Jean K Garrell	Keller Williams Realty	14	\$11,386,150	5	\$3,805,500	19	\$15,191,650
34	Kimberly A Spear	Keller Williams Realty	14	\$6,737,000	13	\$8,444,750	27	\$15,181,750
35	Cynthia Schneider	Long & Foster Real Estate, Inc.	19	\$11,390,925	4.5	\$3,570,000	23.5	\$14,960,925

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Mar. 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
36	Raymond A Gernhart	RE/MAX Executives	9.5	\$6,948,286	13	\$7,891,558	22.5	\$14,839,844
37	Anthony H Lam	Redfin Corporation	7	\$7,034,600	13	\$7,232,280	20	\$14,266,880
38	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	4.5	\$8,060,000	5	\$6,120,000	9.5	\$14,180,000
39	Michael I Putnam	RE/MAX Executives	15	\$7,422,900	12.5	\$6,212,400	27.5	\$13,635,300
40	Josh Dukes	KW Metro Center	7	\$3,487,100	21.5	\$9,719,375	28.5	\$13,206,475
41	Venugopal Ravva	Maram Realty, LLC	1	\$347,500	24	\$12,793,520	25	\$13,141,020
42	Joan M Reimann	McEneaney Associates, Inc.	7	\$6,653,501	6.5	\$6,474,000	13.5	\$13,127,501
43	William F Hoffman	Keller Williams Realty	7.5	\$10,398,550	3	\$2,685,000	10.5	\$13,083,550
44	Scott A MacDonald	RE/MAX Gateway	21	\$12,329,847	1	\$490,000	22	\$12,819,847
45	Eve M Weber	Long & Foster Real Estate, Inc.	12	\$11,257,000	2	\$1,123,000	14	\$12,380,000
46	Ana Lucia Ron	ANR Realty, LLC	42	\$12,336,201	0	\$0	42	\$12,336,201
47	Kara Chaffin Donofrio	Long & Foster Real Estate, Inc.	5	\$4,760,000	6	\$7,425,000	11	\$12,185,000
48	Marianne K Prendergast	Washington Fine Properties, LLC	5.5	\$8,547,500	2	\$3,625,000	7.5	\$12,172,500
49	Sherif Abdalla	Compass	4	\$6,408,500	4	\$5,663,000	8	\$12,071,500
50	David L Smith	Coldwell Banker Realty	1	\$810,000	13.5	\$11,073,717	14.5	\$11,883,717
51	Steven J Watson	Pearson Smith Realty, LLC	5	\$10,632,910	1	\$1,152,000	6	\$11,784,910
52	Laura C Mensing	Long & Foster Real Estate, Inc.	6	\$6,727,500	4	\$4,881,000	10	\$11,608,500
53	Ellen F Patrick	Compass	6.5	\$7,190,500	6	\$4,377,000	12.5	\$11,567,500

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RANK	NAME	OFFICE	SELL-ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
54	Jon Robert Appleman	Berkshire Hathaway HomeSer-vices PenFed Realty	6	\$9,822,600	1	\$1,602,920	7	\$11,425,520
55	Erin K Jones	KW Metro Center	11	\$5,666,500	12	\$5,493,000	23	\$11,159,500
56	Jason Walder	Compass	4	\$2,413,000	8	\$8,672,000	12	\$11,085,000
57	Ahmad T Ayub	Redfin Corporation	5	\$2,815,100	16	\$8,157,801	21	\$10,972,901
58	Timothy D Pierson	KW United	7.5	\$5,496,450	7	\$5,414,000	14.5	\$10,910,450
59	Robert T Ferguson Jr.	RE/MAX Allegiance	5	\$4,654,500	8	\$6,060,200	13	\$10,714,700
60	Shaun Murphy	Compass	6	\$3,233,025	9	\$7,476,115	15	\$10,709,140
61	Paul Thistle	Take 2 Real Estate LLC	12	\$6,999,100	7	\$3,647,750	19	\$10,646,850
62	Abuzar Waleed	RE/MAX Executives LLC	7	\$2,930,219	16.5	\$7,679,500	23.5	\$10,609,719
63	Jennifer H Thornett	Washington Fine Properties, LLC	3.5	\$9,448,750	1	\$1,100,000	4.5	\$10,548,750
64	Lisa E Thompson	Hunt Country Sotheby's International Realty	5	\$9,512,500	1	\$1,020,430	6	\$10,532,930
65	Gitte Long	Redfin Corporation	13	\$6,949,000	5	\$3,330,000	18	\$10,279,000
66	Mansoor Dar	Keller Williams Realty	2	\$4,825,000	5	\$5,385,000	7	\$10,210,000
67	Danielle C Carter	Redfin Corporation	24	\$10,172,899	0	\$0	24	\$10,172,899
68	Thomas R Moffett Jr.	Redfin Corporation	15	\$8,450,000	3	\$1,692,000	18	\$10,142,000
69	Jill Judge	Samson Properties	5.5	\$3,844,800	8	\$6,294,000	13.5	\$10,138,800
70	Kristina S Walker	KW United	6	\$3,905,000	9.5	\$6,169,115	15.5	\$10,074,115
71	Victoria (Tori) McKinney	KW Metro Center	7	\$5,669,400	6	\$4,333,020	13	\$10,002,420
72	Jennifer O Halm	Compass	6	\$6,065,000	4	\$3,883,520	10	\$9,948,520
73	Paramjit K Bhamrah	Redfin Corporation	16	\$9,931,450	0	\$0	16	\$9,931,450
74	Ashraf Morsi	Keller Williams Realty	5	\$3,782,500	7	\$5,986,000	12	\$9,768,500
75	Lizzie A Helmig	KW United	6	\$2,429,950	16	\$7,119,995	22	\$9,549,945
76	Jon B DeHart	Keller Williams Realty	7	\$6,459,500	6	\$3,082,900	13	\$9,542,400
77	Rheema H Ziadeh	Redfin Corporation	16	\$8,982,000	1	\$555,000	17	\$9,537,000
78	Matt D Boyer	Keller Williams Realty	10	\$5,758,710	6	\$3,710,490	16	\$9,469,200
79	Deyi S Awadallah	D.S.A. Properties & Investments LLC	17	\$9,390,500	0	\$0	17	\$9,390,500
80	William B Prendergast	Washington Fine Properties, LLC	3.5	\$4,417,500	3	\$4,950,000	6.5	\$9,367,500
81	Cheryl H Wood	Redfin Corporation	2	\$1,892,000	8	\$7,457,900	10	\$9,349,900
82	Roy Kohn	Redfin Corporation	15	\$9,339,250	0	\$0	15	\$9,339,250
83	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	13.5	\$8,309,157	1.5	\$1,015,850	15	\$9,325,007
84	Eli Tucker	RLAH Real Estate	7.5	\$6,620,000	3	\$2,646,000	10.5	\$9,266,000
85	Patricia Ammann	Redfin Corporation	3	\$1,218,900	8	\$8,047,000	11	\$9,265,900
86	Nikki Nabi	Samson Properties	4	\$3,076,900	3.5	\$6,154,700	7.5	\$9,231,600

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Mar. 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	George M Mrad	KW Metro Center	4	\$5,373,630	2	\$3,745,630	6	\$9,119,260
88	Irina Babb	RE/MAX Allegiance	11	\$8,153,900	1	\$850,000	12	\$9,003,900
89	Pamela A Yerks	Washington Fine Properties, LLC	3	\$6,558,795	1	\$2,350,000	4	\$8,908,795
90	Janet Caterson Price	McEneaney Associates, Inc.	6	\$8,129,900	1	\$775,000	7	\$8,904,900
91	Daniel MacDonald	TTR Sotheby's International Realty	6	\$6,124,500	2	\$2,760,000	8	\$8,884,500
92	Jack D Work	RE/MAX Allegiance	5	\$3,587,590	9	\$5,286,100	14	\$8,873,690
93	Sheila A Zelghi	Samson Properties	7	\$4,426,000	5	\$4,446,000	12	\$8,872,000
94	Lisa T Smith	Pearson Smith Realty, LLC	10	\$7,432,500	2	\$1,435,000	12	\$8,867,500
95	Lauren A Bishop	McEneaney Associates, Inc.	4.5	\$5,952,500	3	\$2,885,000	7.5	\$8,837,500
96	Matthew David Ferris	Redfin Corporation	0	\$0	17	\$8,823,900	17	\$8,823,900
97	Sri H Meka	Franklin Realty LLC	5	\$3,780,700	7	\$5,020,260	12	\$8,800,960
98	Wes W Stearns	M. O. Wilson Properties	12	\$6,572,333	3	\$2,163,000	15	\$8,735,333
99	Jacob Smith Hamilton	Compass	4	\$1,900,000	10	\$6,752,489	14	\$8,652,489
100	Jillian Keck Hogan	McEneaney Associates, Inc.	7	\$5,643,850	3	\$2,995,700	10	\$8,639,550
101	Raju S Alluri	Alluri Realty, Inc.	3	\$2,969,900	6	\$5,555,000	9	\$8,524,900
102	Robert J Chevez II	Keller Williams Realty	13	\$8,479,700	0	\$0	13	\$8,479,700
103	Manuwa S Eligwe	KW Metro Center	4	\$1,752,000	14	\$6,724,500	18	\$8,476,500
104	Irene M deLeon	Redfin Corporation	15	\$7,767,600	1	\$702,518	16	\$8,470,118
105	Dilyara Daminova	Samson Properties	4	\$1,545,000	16	\$6,908,300	20	\$8,453,300
106	Blake Davenport	RLAH Real Estate	1.5	\$795,750	12.5	\$7,618,100	14	\$8,413,850
107	Carmen Dennis	Redfin Corporation	0	\$0	9	\$8,411,500	9	\$8,411,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
108	Meghan M Wasinger	Wasinger & Co Properties, LLC.	5	\$3,333,500	9	\$5,064,285	14	\$8,397,785
109	Kristie A Zimmerman	Compass	4.5	\$3,485,250	9.5	\$4,899,614	14	\$8,384,864
110	Kendell A Walker	Redfin Corporation	3	\$1,799,055	10	\$6,557,900	13	\$8,356,955
111	Charles Witt	Nova Home Hunters Realty	4	\$3,190,000	6	\$5,157,500	10	\$8,347,500
112	Laura M Sacher	Compass	2.5	\$3,202,500	8	\$5,123,000	10.5	\$8,325,500
113	Beth C Anspach	Pearson Smith Realty, LLC	5	\$4,516,000	4	\$3,797,500	9	\$8,313,500
114	Tanya R Johnson	Keller Williams Realty	11	\$6,143,000	4	\$2,122,000	15	\$8,265,000
115	Heather E Heppe	RE/MAX Select Properties	10	\$6,634,161	2	\$1,580,000	12	\$8,214,161
116	Benjamin D Heisler	Pearson Smith Realty, LLC	11	\$6,699,500	4	\$1,458,000	15	\$8,157,500
117	Nancy Sorensen - Willson	Long & Foster Real Estate, Inc.	5.5	\$4,461,100	5	\$3,665,190	10.5	\$8,126,290
118	Sharon R Hayman	TTR Sotheby's International Realty	2.5	\$7,269,000	1	\$819,000	3.5	\$8,088,000
119	Scott C Shawkey	Keller Williams Realty	5.5	\$8,074,750	0	\$0	5.5	\$8,074,750
120	Candee Currie	Redfin Corporation	11	\$6,601,218	1	\$1,425,000	12	\$8,026,218
121	Leah Knight	Long & Foster Real Estate, Inc.	4	\$2,493,875	8	\$5,531,340	12	\$8,025,215
122	Mara D Gemond	Redfin Corporation	4	\$1,924,144	5	\$6,095,033	9	\$8,019,177
123	John Murdock	Keller Williams Realty	10.5	\$6,977,250	2	\$1,033,000	12.5	\$8,010,250
124	Lisa T Parcels	Washington Fine Properties, LLC	1.5	\$3,132,000	4	\$4,830,000	5.5	\$7,962,000
125	Kyung H Soung	Realty One Group Capital Properties	3	\$2,162,000	7	\$5,784,840	10	\$7,946,840

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Mar. 31, 2021

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Jin Chen	Pearson Smith Realty, LLC	9	\$6,106,050	4	\$1,834,343	13	\$7,940,393
127	Lenwood A Johnson	Keller Williams Realty	14	\$6,210,210	5	\$1,698,500	19	\$7,908,710
128	Michelle A Sagatov	Washington Fine Properties	2	\$2,144,000	5	\$5,722,620	7	\$7,866,620
129	Maria E Fernandez	Compass	3.5	\$1,999,500	7.5	\$5,830,000	11	\$7,829,500
130	John Coles	Thomas & Talbot Real Estate	1	\$6,650,000	1	\$1,175,000	2	\$7,825,000
131	Damon A Nicholas	Coldwell Banker Realty	6	\$3,839,500	6.5	\$3,922,500	12.5	\$7,762,000
132	Sridhar Vemuru	Aragami, LLC	3	\$1,569,900	9	\$6,158,860	12	\$7,728,760
133	Jeff Wu	Keller Williams Capital Properties	4	\$3,627,000	3	\$4,052,950	7	\$7,679,950
134	Bruce A Tyburski	RE/MAX Executives	6	\$4,879,800	4	\$2,761,999	10	\$7,641,799
135	Lyssa B Seward	TTR Sotheby's International Realty	5.5	\$5,235,750	3	\$2,399,600	8.5	\$7,635,350
136	Yony Kifle	KW Metro Center	3	\$1,317,960	14.5	\$6,287,750	17.5	\$7,605,710
137	Jeremy G Browne	TTR Sotheby's International Realty	3	\$2,848,000	3.5	\$4,727,500	6.5	\$7,575,500
138	George S Koutsoukos	Long & Foster Real Estate, Inc.	4	\$4,203,500	1	\$3,335,000	5	\$7,538,500
139	Keith A Lombardi	Redfin Corporation	6	\$3,929,400	6	\$3,584,000	12	\$7,513,400
140	Brittany Lambrechts Camacho	Century 21 Redwood Realty	5	\$2,324,000	6	\$5,181,703	11	\$7,505,703
141	Theresa Valencic	Long & Foster Real Estate, Inc.	3	\$4,720,000	1	\$2,775,000	4	\$7,495,000
142	Julia Rice	KW United	0	\$0	10	\$7,488,144	10	\$7,488,144
143	Natalie Wiggins	Redfin Corporation	11	\$5,456,800	3	\$2,020,850	14	\$7,477,650
144	Branden L Woodbury	Redfin Corporation	15	\$6,738,500	1	\$720,000	16	\$7,458,500
145	Dustin M Fox	Pearson Smith Realty, LLC	5.5	\$3,481,100	5.5	\$3,958,600	11	\$7,439,700
146	Gabriel Deukmaji	KW Metro Center	6.5	\$5,101,000	1	\$2,325,000	7.5	\$7,426,000

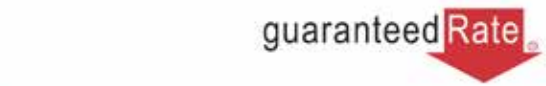
RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
147	Tom Francis	Keller Williams Realty	2	\$3,534,500	4	\$3,840,000	6	\$7,374,500
148	Alexander J Osborne	KW Metro Center	9.5	\$6,404,000	1.5	\$968,000	11	\$7,372,000
149	Mercy F Lugo-Struthers	Casals, Realtors	2.5	\$1,228,250	18.5	\$6,143,450	21	\$7,371,700
150	Michael McConnell	Redfin Corporation	8	\$3,767,600	8	\$3,561,075	16	\$7,328,675
151	Jamie Petrik	Long & Foster Real Estate, Inc.	9	\$7,311,715	0	\$0	9	\$7,311,715
152	Kim Neaveill-Chamberlain	RE/MAX Allegiance	8	\$2,984,900	9	\$4,187,400	17	\$7,172,300
153	James McGowan	Thomas & Talbot Real Estate	0.5	\$515,000	1	\$6,650,000	1.5	\$7,165,000
154	Sue G Smith	Compass	8	\$4,970,250	2.5	\$2,165,000	10.5	\$7,135,250
155	Sarah Harrington	Long & Foster Real Estate, Inc.	3	\$3,143,434	6	\$3,985,500	9	\$7,128,934
156	Laura R Schwartz	McEneaney Associates, Inc.	7	\$4,010,333	4	\$3,116,001	11	\$7,126,334
157	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	2	\$549,900	10	\$6,503,969	12	\$7,053,869
158	Carol C Temple	Coldwell Banker Realty	7	\$3,719,800	4	\$3,320,000	11	\$7,039,800
159	Karen E Close	Century 21 New Millennium	3	\$4,065,000	2	\$2,960,000	5	\$7,025,000
160	Viktorija Piano	Keller Williams Realty	5.5	\$4,467,550	4	\$2,511,999	9.5	\$6,979,549
161	Annie L Cefaratti	Keller Williams Realty	3	\$2,300,500	7	\$4,669,990	10	\$6,970,490
162	Desiree Rejeili	Samson Properties	3	\$1,700,000	11	\$5,250,369	14	\$6,950,369
163	Maggie A Hatfield	Keller Williams Realty Dulles	6	\$5,300,500	2	\$1,640,000	8	\$6,940,500
164	Christopher R Hayes	McEneaney Associates, Inc.	4	\$4,480,000	2	\$2,422,500	6	\$6,902,500
165	Ashley Alperin	KW Metro Center	1	\$620,000	7	\$6,279,500	8	\$6,899,500
166	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	7	\$6,177,869	1	\$720,000	8	\$6,897,869
167	Susan Tull O'Reilly	McEneaney Associates, Inc.	3	\$2,195,000	7	\$4,645,000	10	\$6,840,000
168	Joan Stansfield	Keller Williams Realty	8	\$5,729,000	2	\$1,086,000	10	\$6,815,000
169	Brittany Floyd	KW United	8.5	\$6,784,989	0	\$0	8.5	\$6,784,989
170	Sean Ragen	KW United	8.5	\$6,784,989	0	\$0	8.5	\$6,784,989
171	Andrea M Hayes	Living Realty, LLC.	10	\$5,185,000	2	\$1,592,500	12	\$6,777,500
172	Aarti Sood	Redfin Corporation	1	\$740,000	12	\$6,037,000	13	\$6,777,000
173	Christine R Garner	Weichert, REALTORS	4	\$3,453,380	5	\$3,314,000	9	\$6,767,380
174	Kamal Parakh	Customer Realty LLC	5	\$2,207,567	9	\$4,554,600	14	\$6,762,167
175	Abel Aquino	Redfin Corporation	12	\$6,530,000	1	\$219,999	13	\$6,749,999
176	John Eric	Compass	2	\$3,050,000	2	\$3,673,520	4	\$6,723,520
177	Lisa A Wallace	Keller Williams Fairfax Gateway	7	\$4,208,900	7	\$2,495,900	14	\$6,704,800
178	Marion Gordon	KW Metro Center	7	\$5,927,900	1	\$775,000	8	\$6,702,900
179	Jeddie R Busch	Compass	2	\$845,500	8	\$5,844,475	10	\$6,689,975

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Mar. 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Dean P Yeonas	Yeonas & Shafran Real Estate, LLC	0.5	\$2,428,225	3	\$4,225,000	3.5	\$6,653,225
181	Tracy V Williams	TTR Sothebys International Realty	2	\$4,250,000	2	\$2,400,000	4	\$6,650,000
182	Kathryn R Loughney	Compass	5	\$2,779,000	6	\$3,800,940	11	\$6,579,940
183	Kevin E King	Keller Williams Realty	8	\$5,573,830	2	\$989,000	10	\$6,562,830
184	Albert D Pasquali	Redfin Corporation	0	\$0	6	\$6,542,990	6	\$6,542,990
185	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	4.5	\$3,406,000	5	\$3,136,569	9.5	\$6,542,569
186	Brad C Kintz	Long & Foster Real Estate, Inc.	14	\$5,258,200	2	\$1,280,000	16	\$6,538,200
187	Dixie Rapuano	RE/MAX West End	1	\$900,000	6	\$5,624,220	7	\$6,524,220
188	Diane U Freeman	Redfin Corporation	1	\$339,900	11	\$6,171,035	12	\$6,510,935
189	Suki Woodward	Weichert, REALTORS	0	\$0	4	\$6,510,000	4	\$6,510,000
190	Dinh D Pham	Fairfax Realty Select	1	\$635,000	13.5	\$5,848,000	14.5	\$6,483,000
191	Jennifer Mary Schultz	Washington Fine Properties	0	\$0	6	\$6,464,000	6	\$6,464,000
192	Natalia Simonova	TTR Sothebys International Realty	2	\$2,074,000	2	\$4,385,000	4	\$6,459,000
193	Viktar Kutsevich	Samson Properties	1	\$460,000	8	\$5,981,000	9	\$6,441,000
194	Shannon Sheahan	Washington Street Realty LLC	6	\$3,964,125	4	\$2,467,300	10	\$6,431,425
195	Boban Mathew	MXW Real Estate	4	\$2,769,000	4	\$3,651,000	8	\$6,420,000
196	Renata Briggman	KW Metro Center	7	\$5,394,000	1	\$1,020,000	8	\$6,414,000
197	Vivianne B Couts	Coldwell Banker Realty	5.5	\$2,752,313	6	\$3,629,540	11.5	\$6,381,853
198	Jean T Beatty	McEnearney Associates, Inc.	2	\$3,000,000	4	\$3,380,200	6	\$6,380,200
199	Jon P Blankenship	Pearson Smith Realty, LLC	3.5	\$2,782,400	4	\$3,585,000	7.5	\$6,367,400
200	William R Davis	Century 21 New Millennium	5.5	\$4,721,545	1.5	\$1,635,000	7	\$6,356,545

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	John A Mentis	Long & Foster Real Estate, Inc.	4.5	\$2,617,000	6	\$3,736,500	10.5	\$6,353,500
202	Hee Soo Chung	Hyundai Realty	7.5	\$2,764,900	7	\$3,533,900	14.5	\$6,298,800
203	Brian Siebel	Compass	2	\$1,625,000	4	\$4,665,000	6	\$6,290,000
204	Ricardo S Bolanos	Solutions Realty Group LLC	5	\$4,806,000	1.5	\$1,442,500	6.5	\$6,248,500
205	Gary W Fitzgibbon	RE/MAX Gateway, LLC	6	\$5,184,000	2	\$1,045,000	8	\$6,229,000
206	Timothy J Williams	Redfin Corporation	6	\$3,853,500	4	\$2,353,000	10	\$6,206,500
207	Karen A Briscoe	Keller Williams Realty	3.5	\$3,408,250	2.5	\$2,788,750	6	\$6,197,000
208	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	6.5	\$2,969,500	7	\$3,219,450	13.5	\$6,188,950
209	Micah A Corder	Washington Fine Properties, LLC	2.5	\$5,081,250	1	\$1,100,000	3.5	\$6,181,250
210	Conor Sullivan	KW Metro Center	5	\$3,865,250	3	\$2,312,000	8	\$6,177,250
211	William E Close	KW Metro Center	5	\$3,002,550	5	\$3,171,500	10	\$6,174,050
212	Kristin M Francis	KW Metro Center	8	\$5,896,750	1	\$267,500	9	\$6,164,250
213	Amit Vashist	RE/MAX Real Estate Connections	4	\$2,768,000	4	\$3,390,000	8	\$6,158,000
214	Cathy V POUNGMALAI	Frankly Real Estate Inc	8	\$5,729,525	1	\$427,000	9	\$6,156,525
215	Lauryn E Eadie	Keller Williams Realty	5	\$3,214,900	5	\$2,934,055	10	\$6,148,955
216	Anna Vidal	Keller Williams Realty	8	\$2,777,000	7	\$3,367,900	15	\$6,144,900
217	Claudia V Cornejo	Fairfax Realty of Tysons	4	\$1,284,750	14	\$4,849,695	18	\$6,134,445
218	Katie E Wethman	Keller Williams Realty	3	\$1,258,750	7.5	\$4,872,500	10.5	\$6,131,250
219	Lisa L DeCarlo	Weichert, REALTORS	5	\$5,007,900	2	\$1,103,000	7	\$6,110,900
220	Michael C Rush	Long & Foster Real Estate, Inc.	4	\$2,748,800	4	\$3,344,862	8	\$6,093,662
221	Janet A Callander	Weichert, REALTORS	4	\$3,195,000	2	\$2,897,760	6	\$6,092,760
222	Keith K Howard	Keller Williams Realty	6	\$4,409,000	2	\$1,654,900	8	\$6,063,900
223	Nathan Daniel Johnson	Keller Williams Capital Properties	8	\$3,404,650	5.5	\$2,656,625	13.5	\$6,061,275
224	Elizabeth L Kovalak	Keller Williams Realty	5	\$2,881,150	4	\$3,155,760	9	\$6,036,910
225	Ashleigh D Wehmeyer	Compass	4	\$2,366,999	6	\$3,666,826	10	\$6,033,825
226	Tammy L Irby	Samson Properties	4.5	\$2,891,000	6	\$3,130,000	10.5	\$6,021,000
227	Carrie Pellegrino	Pearson Smith Realty, LLC	4	\$2,513,439	5	\$3,480,850	9	\$5,994,289
228	Jason G Mandel	Washington Fine Properties	1	\$1,825,000	3	\$4,164,300	4	\$5,989,300
229	David A Moya	KW Metro Center	4.5	\$3,069,250	4	\$2,906,500	8.5	\$5,975,750
230	Gurdip K Mangat	Century 21 New Millennium	0	\$0	3	\$5,955,000	3	\$5,955,000
231	Katharine R Christofides	Century 21 New Millennium	1	\$579,900	11	\$5,371,840	12	\$5,951,740
232	Joy L Deevy	Compass	4	\$3,389,200	3.5	\$2,527,500	7.5	\$5,916,700
233	Linh T Aquino	Redfin Corporation	11	\$4,537,400	2	\$1,357,000	13	\$5,894,400

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Mar. 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Gordon E Wood	McEneaney Associates, Inc.	3.5	\$3,917,500	2.5	\$1,976,000	6	\$5,893,500
235	Ann P McClure	McEneaney Associates, Inc.	4	\$1,722,750	6	\$4,142,300	10	\$5,865,050
236	Tracey K Barrett	Century 21 Redwood Realty	6	\$3,379,650	3	\$2,478,000	9	\$5,857,650
237	Vicky L Chrisner	Fieldstone Real Estate	5	\$2,460,000	7	\$3,396,400	12	\$5,856,400
238	Tony O Yeh	United Realty, Inc.	5	\$1,809,099	4	\$4,024,000	9	\$5,833,099
239	Kelly K Elson	Century 21 Redwood Realty	4	\$2,820,000	4	\$3,010,000	8	\$5,830,000
240	Meg D Ross	KW Metro Center	4	\$3,119,000	4	\$2,702,000	8	\$5,821,000
241	Pia Taylor	Compass	3	\$1,570,000	5	\$4,229,999	8	\$5,799,999
242	Chris J Colgan	Keller Williams Realty/Lee Beaver & Assoc.	8	\$4,208,900	3	\$1,587,383	11	\$5,796,283
243	Danielle Wateridge	Berkshire Hathaway HomeServices PenFed Realty	3	\$1,630,500	6	\$4,164,000	9	\$5,794,500
244	Angel Arturo Cruz Jr.	Keller Williams Realty	1	\$470,000	9	\$5,315,007	10	\$5,785,007
245	Mickey Glassman	RE/MAX Premier	7	\$3,298,500	5	\$2,464,000	12	\$5,762,500
246	Michelle Doherty	RLAH Real Estate	7	\$3,273,999	4	\$2,482,500	11	\$5,756,499
247	Alex Ryan Thiel	Long & Foster Real Estate, Inc.	4	\$2,013,250	4.5	\$3,734,000	8.5	\$5,747,250
248	Kelly Martinez	Coldwell Banker Realty	7	\$4,612,650	1.5	\$1,133,375	8.5	\$5,746,025
249	Douglas Ackerson	Redfin Corporation	2	\$1,202,000	8	\$4,536,500	10	\$5,738,500
250	Choudary I Chatha	NBI Realty LLC	4	\$2,096,500	6	\$3,638,900	10	\$5,735,400

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