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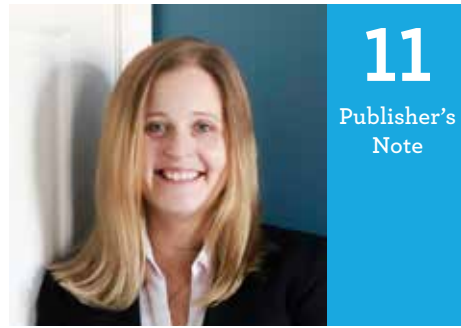


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MANNY MALHOTRA

Senior Vice President of Residential Lending

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Kristin Brindley
Publisher



Jennifer Jelic
Assistant Publisher



Ellen Buchanan
Editor



Wendy Ross
Operations Manager



Kristina Richardson
Publishing Manager



Jaime Lane
Executive Assistant



Zachary Cohen
Writer



Chris Menezes
Writer



Ryan Corvello
Photographer



Aaron Lebo
Photographer



Bobby Cockerille
Videographer



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HAPPY GRATITUDE MONTH!

►► publisher's note

Dear NOVA Real Producers,

November is a month of gratitude. We are so grateful for our amazing *Real Producers* community! This tribe gives back to the community and takes ownership for their impact on the Northern Virginia area.

This month is also a time to reflect on the current year and the year to come. This year has been an exciting year of growth. We are adding *Richmond Real Producers*, and there are now 100 *Real Producers* publications across the USA! Without our preferred partners, none of this would be possible. We are thankful for their participation and to the Real Producers who referred them. All partners have been vetted and referred by Real Producers.

This month is our Washington vs. Buccaneers VIP Game Day on November 14th! This event is going to be EPIC, and we are proud to bring this experience to our *Real Producers* communities: *NOVA Real Producers* and *DC Metro Real Producers*. We are grateful to be able to bring everyone together for such a wonderful event and are super excited to see everyone!

As you know, our mission is to connect, elevate, inform, and inspire industry professionals such as yourselves all over Northern Virginia. It is a

badge of honor to be a Real Producer. Receiving this publication means you are in the top .05 percent of your industry. Thank you to our feature agents who have shared their stories to inform and inspire this amazing community. My favorite part of being the publisher is connecting such talented, wonderful human beings!

Thank you to my team. The team here cares about the *Real Producers* community, our standards, and the voice we give to you, the Real Producers. Thank you Wendy, Jennifer, Jaime, Kristina, Ellen, Angela, Michelle, Zach, Chris, Ryan, Aaron, John, and Bobby. Thank you! (See our *NOVA Real Producers* team on page 8!)

Last, but certainly not least, thank you to my family. I am eternally grateful to Kellie for being my rock, and for Avery Noelle, my muse. I love you both more than words can convey. Also, Mom, Dad, and Grandma (who is 92 years old, and I'm grateful for every conversation we have).

With Gratitude,



Kristin Brindley

Owner/Publisher

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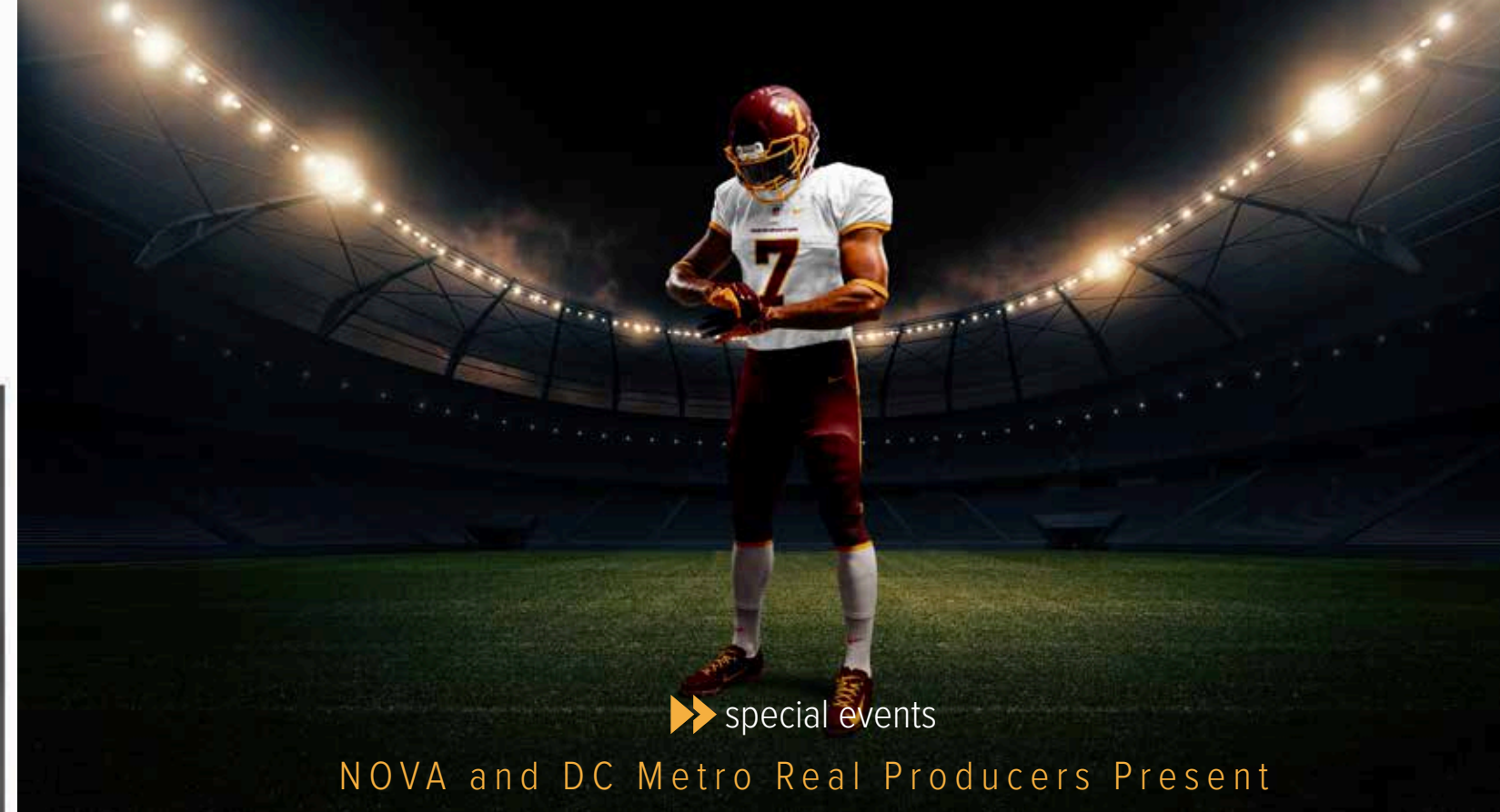


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▶ special events

NOVA and DC Metro Real Producers Present

VIP GAME DAY AT FEDEX FIELD

NOVEMBER 14, 2021

WASHINGTON vs. TAMPA BAY BUCCANEERS
9:30am–end of game

Most anticipated game of the season!

We are so excited about this upcoming incredible joint event with top producers from both *NOVA Real Producers* and our sister community, *DC Metro Real Producers*!

We will gather at Fedex field at 9:30 a.m. for exclusive access to the stadium, where we will have reserved seats for members of our group. Pre-game, we will have food and beverages and the opportunity to network before the excitement starts when the players arrive.

This event will go down as one for the books! By the time you receive this month's issue, we are most likely sold out. However, if you didn't register and are interested, please feel free to reach out to Kristin Brindley at **Kristin@kristinbrindley.com** to see if there may be any seats left. They went fast!

We can't wait to see you all at the stadium. Goooo Washington!!

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What is your favorite Thanksgiving food or drink?



IAN MCVEIGH
Samson Properties

Lots and lots of sides, and usually consumed with or on top of a roll.



MEGHAN WASINGER
Wasinger & Co Properties

Anything cranberry, always and forever. Cranberry and lime juice is magical! Also, oyster stuffing. Clearly, I grew up in Boston. Cranberry bogs and oysters are my love language.



RAJ TAMANG
Green Valley Custom Builders

Turkey.



NATALIE MCARTOR
Long & Foster Real Estate

A drink made with caramel vodka and apple cider. Coat the rim of your glass in caramel sauce, and then dip into sugar. Add ice, vodka and apple cider. Yummy!



KRISTIE ZIMMERMAN
Compass

Mashed potatoes.



SHANE GABOURY
Property Collective

Stuffing.



LAURIE MENSING
Long & Foster Real Estate

Traditionally, my grandmother's sage stuffing. Now, I am loving creamed cauliflower with butter and garlic.



SUE SMITH
Compass

Turkey, pumpkin pie and cranberry sauce.



ARTURO CRUZ
Keller Williams Realty

Turkey. If anyone doesn't say turkey, they're lying!



KRISTIN FRANCIS
Keller Williams

Broccoli with cheese cream of mushroom sauce.



JON GRANLUND
Keller Williams Realty Dulles

Pumpkin pie.



SARAH PICOT
McEneaney Associates

My mother-in-law made the most phenomenal goat cheese, leek and sausage stuffing one year. It became a staple in our home after that. I also make apple and pumpkin pies, but the apple is my favorite. Slightly undercooked apples so that it is not mush and lots of cinnamon. Yum!



BRIAN SIEBEL
Compass

Mashed potatoes. Fishaterian, so do not eat turkey or meat.



ASH MORSI
Keller Williams Realty

Love a good mac and cheese.



HANNAH WON
Pearson Smith Realty

Cranberry ginger ale and turkey with cranberry sauce.



RYAN ZOOK
Keller Williams Realty

A mixture of stuffing, mashed potatoes, gravy, and turkey. Play football!



JOAN STANSFIELD
Keller Williams Realty

Sweet potato casserole.



JOHN MARTINICH
Pearson Smith Realty

Turkey, stuffing, and mashed potatoes on one fork.



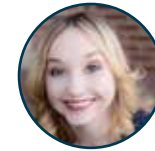
CHRISTINE BROWN
Avery-Hess, REALTORS®

Hashbrown casserole that Mom makes and scotch.



LINDSAY POTTER
Keller Williams Realty

Grandmother's stuffing and good, holiday sangria.



JESSICA FAUTEUX
RE/MAX Allegiance

Stuffing and my husband's gravy.



MANSOORA DAR
Keller Williams Realty McLean

Mashed potatoes and turkey.



JASON CHERPERDAK
Samson Properties

Stuffing! Put some gravy on there, and it's by far the best part! This can be perfectly paired with some apple spiced tea!



LAUREN HEISEY
Keller Williams Realty

My Thanksgiving favorites are: my dad's spicy Bloody Mary's (technically, a Bloody "Caesar" because they are made with Clamato) and pecan pie (the very best is from Dixie Bones)! And while it's not a main or side dish, I love homemade cranberry relish. And for an appetizer, family recipe of pimento cheese!



DANIEL SANDERS
Four Sales, Ltd.

Thanksgiving is a very special time of year in our home because we also celebrate our anniversary at the same time. Every so many years, our anniversary falls on Thanksgiving itself, making the day extra special. Over the years, we have tried to vary the Thanksgiving menu — sometimes more successfully than others. With two committed vegetarians in our home, a turkey main course was a challenge until we mastered the Thanksgiving cauliflower turkey. Do not skip on the vegetarian mushroom gravy. Trust me, I promise you will not be disappointed! www.delish.com/cooking/recipe-ideas/recipes/a50157/thanksgiving-cauliflower-recipe.



DEBRA MCELROY
CENTURY 21 New Millennium

Cornbread dressings, sweet potato pie, and coffee latte. Pumpkin spice latte if it's not too sweet.



BRETT KORADE
Keller Williams Realty

Homemade cranberry sauce for the double win! In my mind, it is a special Thanksgiving side dish, and when used on leftover turkey sandwiches ... magical!



CASEY MENISH
Pearson Smith Realty

My favorite family tradition for Thanksgiving is to make a giant pot of chili on Thanksgiving Eve. That way, if anyone is hungry for something hearty before it is time for Thanksgiving dinner, they can just help themselves to a nice bowl of chili without getting in the way for too long in the kitchen!



LYNDESE DAIGLE
Weichert, REALTORS®

My absolute favorite Thanksgiving food is a really great, classic cornbread dressing topped with homemade giblet gravy. Giblet gravy is a Southern tradition in my family and made with the parts of the turkey most people take out and throw away. We boil down the neck and pick the meat, simmer it in chicken broth and add several other things, boiled egg being the part everyone battles over each year, and it makes the most delicious gravy for all things Thanksgiving! Also, the meal wouldn't be complete without a spread of desserts to follow. Peanut butter pie is my favorite!



PIA TAYLOR
Compass

My mom always made the best apple sausage stuffing, it was so delicious! When I hosted my first Thanksgiving, I asked her for the recipe, which she (snail) mailed to me. It was a photocopy of the recipe from *The New York Times*. I was expecting handwritten, handed down from generations, a story behind it, but no, it was from the *NYT*! I still Google the recipe every year!



CHRISTY STUART
Keller Williams Realty

For me, it is that one perfect bite of turkey, stuffing, and gravy, all on the same fork!



MOLLY FLORY
Old Republic Home Protection

My favorite is homemade stuffing with gravy — lots of gravy. I have tried many different recipes, and I just love it. I seldom get this, so it is a Thanksgiving favorite for me.



KELLY KATALINAS
Fairway Independent Mortgage

The *pasta* course before turkey or ham! Italian Thanksgiving tradition at our home.



DALLISON VEACH
The Veach Realty Group

Pecan pie with tons of cool whip!



KAREN SPARKS
CENTURY 21 Redwood Realty

I wait all year to eat sweet potato casserole — a family recipe with four sticks of butter, tons of brown sugar, and pecans on top. It's much more like a dessert than a side dish!



ANDREA VACCARELLI
Pearson Smith Realty

We are Italian, so we have multiple courses throughout the day, usually starting with antipasto, then a pasta dish, then your traditional turkey dinner. However, don't forget dessert. We have more options for that than dinner! Lol. My favorite, by far, is the antipasto course, and my favorite drink that I make that morning is apple cider mimosa (cinnamon and sugar rim, apple cider, and champagne)!



RYAN CORVELLO
Ryan Corvello Photography

Stuffing. I'm not picky about how it is cooked. Just give it all to me!



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words by wade

By Wade Vander Molen



Great Ideas for Fall Market

Client-Appreciation Events!

Fall is here! That means pumpkin spice lattes, college football, and REALTOR® fall client-appreciation events. Last year, many of these events were set by the wayside due to the pandemic, but this year, with vaccines readily available, they are making a comeback. Having been involved in many fall client-appreciation events, I have seen the ones that were very successful and others that didn't go quite as well. Here are the events that I have seen work for my clients and that I think can work for you as well.

Pumpkin Patch Event

Who doesn't like going to pumpkin patches? These events are fun and safe as they are outside and allow your clients to bring their kids. As a parent of two young girls, any event that gets my kids involved is a huge win. Setting up a hayrack ride and goodie bags for everyone is always a hit. Allowing your clients to bring home a pumpkin and know that you, as their Realtor, put this together can increase your referrals for the fall and spring market.

Winery Event

In Northern Virginia, there are over 50 different wineries, and spending the day sipping wine and looking out over the fall foliage is always special. I have seen huge successes with my Realtor clients renting out a space at a winery just for their clients to enjoy the day. Many of NOVA's wineries are not only kid-friendly but also serve food.



Stonetower, Bluemont, and Quatro Gumba are just some of my favorites. Providing this fun fall experience is always a hit and allows you to grow and expand your client relationships that lead to referrals down the road.

Fall Festival Event

There are many fall farm/festival events throughout late September and into early November. Many of these venues allow you to rent out spaces for client-appreciation events. These fall festival locations come with apple picking, fun slides for kids, food, and tons of fun. A great way to top it off is to bring a photographer to capture those great moments of your clients with their families. Make sure to send each client their pictures as a good way to follow up. Fun times to be had by all.

College Football or NFL Event

Fall brings football. Take your top five to 10 referral sources and spouses (who like football), and treat them to a University of

Maryland or Washington Football Club game. Get the good seats and have a great time. Expand and grow those relationships, but let them know you appreciate their referrals. You also look forward to more introductions they can provide in the following months that turn into business.

These are just some of the great fall client-appreciation events that I have seen be successful for my Realtor clients. It is all about bringing people together and creating great experiences they won't forget ... and especially ones where they won't forget you! If you have strong relationships with vendors who benefit from this business, ask them to help out and share in on the success. I am always happy to do so for my people. Good luck with these fall events!



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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THE LAY OF THE LAND

THE NECESSITY OF SURVEYS

I am often asked by clients and agents alike to explain the “lay of the land” concerning surveys. Depending upon the size and terrain of the lot, the location of the property, and demand, the cost to obtain a survey can be a significant investment on behalf of a buyer. Likewise, as many settlement costs are not “optional,” this one, which in most situations is, can look like a considerable savings to a buyer who is hoping to minimize cash to close. Therefore, it is important to understand what relevance surveys have to the real estate transaction itself, and what would be lost by a buyer opting not to obtain a survey prior to closing.

To provide a basis, you could estimate the average cost for a survey of less than an acre to be around \$300 for a House Location Survey, and roughly \$500 for a Boundary Line Survey of that same lot. The more expensive version of the survey will include the placement of corner monumentation and will be completed with the benefit of the title exam. Note that when the property being surveyed is more than an acre, pricing can increase significantly, and a quote should be obtained before your client decides whether they will proceed.

So your client comes to you and says, “I am not building a fence until next year, so I don’t want to pay the extra \$300 for a survey I don’t need.” Your initial reaction may be to agree, but nagging you in the back of your mind will be this article you once read that had a cheesy title, something about “the lay of the land,” and you will tell your client that there are other things to consider before deciding, regardless of their immediate intended use.

For starters, if you are operating from the NVAR Residential Sales Contract (Virginia) (“RSC”), the contract itself does provide some protection to a buyer against issues that a survey could reveal. This protection comes from Paragraph 20 of the RSC, which obligates the seller to convey a good, marketable, and insurable title. It is possible for a survey issue such as an encroachment, misplaced fence, restricted access, easement location, etc., to render a property uninsurable and/or unmarketable. In these situations, action to remedy is the seller’s responsibility, and a buyer who discovers a survey issue after closing will not have good odds of obtaining any remedy later. The time between ratification and closing, when the seller has an obligation to perform, as well as incentive to get to closing, is the time to seek these remedies.

Further, title insurance policies contain a standard exception when no survey is obtained that states there will be no coverage under the policy for issues that *would have been revealed* if a valid survey had been obtained. You can liken this to the pre-existing-illness exceptions we see on our health insurance policies. If the problem was there, it would not be covered.

In sum, while it is most often an optional expense, if your client wants to waive the survey, they should understand that they are passing on their ability to have the seller remedy the issue and that they will not have coverage under their title insurance for an existing issue that could reveal itself later. Please remember that you can refer your client to your local MBH Settlement attorney for guidance, as well as a thorough discussion of the impact their decision will have on their title insurance coverage. That’s the lay of the land, my friends and colleagues. See you at the settlement table!



Christina Burton, Esq. is the managing attorney for MBH’s Warrenton and Front Royal locations. She has worked within the real estate industry for over 10 years and has been a settlement attorney for seven of those years.



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WORDS OF WISDOM FROM THIS MONTH'S FEATURES



JOAN STANSFIELD

Stansfield Signature Real Estate
at Keller Williams Realty

"Renters need love too. Most agents don't want to do rentals because there's no money in it. I did 50 rentals in one year. It was opening doors... Those renters are still buying, selling, and referring. They never forgot how much I helped them."



TODD PELE

First Home Mortgage

"It's all about habits. Success isn't a place you get to and say, 'Hey, I'm here.' It's a habit. It's a process. It's something you have to do every day. The success you achieve is a byproduct of all the discipline, habits, and things you do every day."



IAN MCVEIGH

The Redstone Group
at Samson Properties

"Surround yourself with people who are ahead of you. Always be willing to help assist others because great relationships and partnerships can come of it."



LINDSAY POTTER

The Dwellus Group
at Keller Williams Realty

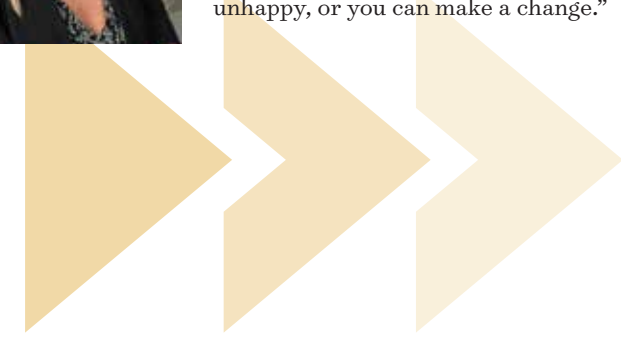
"Looking back a year, the decision to pursue real estate was my biggest life lesson to date – you can keep doing what you already know makes you unhappy, or you can make a change."



SHERRY SKINNER

Interstate Moving & Storage, Inc.

"When referring a client, it is important to trust your referral partners and know that they care about helping both you and their clients. Every move is different. The Interstate team approaches every client from a place of help. They strive to find the best solution for that particular seller or buyer."



▶▶ partner spotlight

By Zachary Cohen
Photos by Ryan Corvello

RUNNING FOR SUCCESS

TODD PEDE

First Home Mortgage



Todd Pedé is a branch sales manager of First Home Mortgage in Gaithersburg, MD, servicing the entire D.C. metro area.



SUCCESS
ISN'T A PLACE
YOU GET TO
AND SAY, **'HEY,
I'M HERE.'** IT'S
A **HABIT.** IT'S A
PROCESS. IT'S
SOMETHING
YOU HAVE
TO DO
EVERY DAY.

A Buffalo, New York, native, Todd Pedé originally moved to Maryland a decade and a half ago. His original plan was to work alongside his uncle in the landscaping business. However, after meeting his wife, Laura, who worked in the mortgage industry, Todd shifted gears. Todd has now worked in the mortgage industry for 10 years, and during that time, he's proven that he is one of the area's best. Today, Todd is a branch sales manager at First Home Mortgage, where he runs a team of five.

"In the last few years, we've grown exponentially," Todd says. "The team now consists of myself, Natasha Bauer (production assistant), Rich Nolte (production assistant), and two part-time people that help out with admin and marketing. 2019 was our best year ever, then in 2020, we doubled it. This year we are up 25 percent from last year. It just keeps going, which isn't a bad thing."

We last featured Todd in Real Producers back in 2019, and we caught up with him to chat about the state of the real estate market and what's new in his business and personal life.

Real Producers: What's your view on the state of the local real estate market?

Todd: Obviously, the shortage of inventory and low interest rates is an economic driver, pushing prices up. More so, it's the shortage of inventory, and I don't see a quick fix to those inventory levels any time soon. The larger thing you may see is buyer fatigue and eventually interest rates rising, which will hopefully cool the market off from these wild and crazy escalations happening... I think springtime next year will be a little bit easier, maybe even going into the end of this year. But I think it's going to be a year or two before we really see any relief.

Real Producers: What's going on in your personal life?

Todd: My kids are going into fifth and first grade. It's so much fun to see them grow. They are getting more competitive with sports now. Both are into travel soccer (my wife jokes that I'm more excited about this than they are). Life revolves around my wife, my kids, my friends and family, and work — likely in that exact order too.



The Pede family (Todd, Laura, Lucas, and Olivia).



Todd Pede started running 10 years ago to stay in shape and today is running ultra marathons.

Seems like life is pretty great now. Let's hope we can keep that going!

Real Producers: So you compete in marathons and triathlons, correct? Tell us about that.

Todd: I picked up running completely by accident. Honestly, I was never into it until about 10 years ago. First, I started riding a bike just for fun, then it turned into a way to get back in shape and healthy. That eventually morphed into running and, for a short time, [then] triathlons. As time has gone on, I seem to gravitate to a new challenge every couple of years, and now I'm currently running ultra marathons. My latest "challenge" is to get into hiking and climbing. My goal is to climb to the top of Mt. Denali in Alaska by the time I turn 50.

Real Producers: How does this training impact your mindset?

Todd: I like it because it's incredibly hard. You can quit at any time. So it's all personal willpower, just like anything, even with work. Real estate agents are the same way. We're 100-percent commission. You have to be self-motivated, driven on your own. There's nobody to do it for you. Training is also a great time for me to unplug and just be with myself. I

“ YOU HAVE TO BE **SELF-MOTIVATED, DRIVEN** ON YOUR OWN. THERE'S NOBODY TO DO IT FOR YOU. **TRAINING** IS ALSO A GREAT TIME FOR ME TO **UNPLUG** AND JUST **BE WITH MYSELF.** ”

use this time to listen to books or speakers since I struggle to find time to do it during my day. I guess it's my form of meditation. One of my favorite speakers, Inky Johnson, has an incredible story about his life, but one of the main takeaways is how he still lives his life today. He lives by the philosophy to “empty the bucket” each day. He feels an obligation to give the people around him the best version of himself each and every day. I've tried to adopt that same mentality, although some days I look back and think I could've done better.

Real Producers: And how does it affect your business?

Todd: It's all about habits. Success isn't a place you get to and say, “Hey, I'm here.” It's a habit. It's a process. It's something you have to do every day. The success you achieve is a byproduct of all the discipline, habits, and things you do every day.

Real Producers: What does the future hold?

Todd: We're continuing to grow. We want to continue to grow our purchase business and are looking to hire a new team member this fall or winter. We're also growing our branch. I'm one of five managers in our branch, which did \$1.2 billion in sales last year. That's bigger than some local mortgage companies. We want to continue to grow with more loan officers and the people we have doing better business.



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▶ agent spotlight

By Chris Menezes
Photos by Ryan Corvello

ian
MCVEIGH

One True Passion

Real estate is everything Ian McVeigh has ever known. And his dedication has paid dividends. While Ian wasn't born into the business and didn't have top-producing family members, he did do a significant amount of moving as a kid, and he had a good REALTOR® along the way.



As a self-described "Army brat," Ian lived in eight different homes in five different states by the age of 12, when he finally landed in Virginia. His father was an Army doctor, and his mother was a teacher and in sales. Having experienced so many moves in his youth, searching for and discovering a variety of homes and neighborhoods, Ian developed an interest in real estate early on.

Just 60 days after graduating from Virginia Tech in 2004, Ian obtained his real estate license. "I wanted to work for myself, so I figured I'd give real estate a shot. Always moving while growing up had me interested in real estate, and I had a great agent, teacher and leader (Greg Lydell) who was needing help in his growing real estate business."

know this was going to be what I did for the rest of my life."

With a renewed faith and commitment to the business, Ian emerged from the Great Recession and proceeded to grow Select Realty with Greg. They built the business to 30-plus agents before selling and merging with Berkshire Hathaway HomeServices (BHHS) in 2016.

Having joined forces with BHHS and Samson Properties, Ian was ready to take his business to the next level. He took the strength and reputation he already established in the real estate community and formed The Redstone Group in 2021. "Many of our team members have been with me since the beginning, and the team has evolved into our very strong group of seasoned agents who have been successful in representing their clients for many years," Ian explains. The Redstone Group is a team of

Ian partnered with Greg in co-founding Select Realty and was dropped into the hottest housing market prior to now, 2005 and 2006. He was literally shot out of a cannon and hit the ground running.

"The money was much more than my friends working their 9-to-5 jobs, and I had a lot more fun doing it," Ian recalls. "Now, 2007 and 2008 made me question it all, however. But sticking through it and coming out the other end let me



Ian McVeigh is team lead of The Redstone Group at Samson Properties.



Ian McVeigh is focused on growing The Redstone Group, currently comprised of 20 agents, most of whom have worked with him for over 10 years.



20 agents serving all of Maryland, Virginia, and D.C., as far south as Lake and Anna and Front Royal. “Our team is spread out to make sure we can help anyone and everyone, no matter what area they’re looking in,” Ian says.

Much of Ian’s success can be attributed to his willingness to work hard, early and often, and never turn down an opportunity to be involved in a deal, no matter how small. He found that his willingness to always assist others often led to great relationships, partnerships, and future opportunities he could capitalize on.

Although Ian has always put work first, he enjoys the freedom it has allotted him to not only do what he loves every day (real estate), but to also spend time with his friends and immediate family, and to travel as much as possible. He loves playing tennis, attending sporting and art events, and supporting his niece and nephew with their horseback riding, soccer, and T-ball.

Ian is a big proponent of supporting local youth programs and helping students who might not be fortunate enough to have the resources to be successful. He currently supports cheerleading, beauty, softball, soccer, and baseball, and has supported many afterschool programs such as youth robotics, orchestra, and more.

Ian’s true passion right now, however, is growing his team. As he continues acquiring great agents who can provide extraordinary service, he says he is looking forward to helping as many people as he can, and to make those around him more successful.



“

Our team is spread out to make sure we can help anyone and everyone, no matter what area they’re looking in.



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LINDSAY POTTER



“My story is a little all over the place,” Lindsay Potter, with The Dwellus Group at Keller Williams Realty, begins with a smile. “I’m free-spirited, so it took me a while to realize that I don’t have to do just one thing. I tried several possible careers and feel like I’ve landed on something I love to do.”

Growing up in Farmville, Virginia, Lindsay’s parents encouraged and valued creativity. In this environment, Lindsay discovered a passion for music. “I continued my music education in college, and after I graduated, pursued a career in songwriting,” Lindsay explains.

For years, Lindsay traveled back and forth to Nashville, Tennessee, to make a career out of songwriting. “I’d say I was moderately successful,” Lindsay laughs. “To

date, the pinnacle of my writing career was an original song that was featured on the season finale of American Ninja Warrior. So random, but hey, I’ll take it!” she exclaims.

In 2020, however, Lindsay made a career change that has left her more aligned with her own values and desires than she’s ever been. She’s now been a REALTOR® for over a year, and she couldn’t be more pleased about her new career direction.

Finding Her Calling

Before real estate, Lindsay was the head of music at a church in Fairfax, Virginia. She had also just completed a master’s degree in public policy. At the time, she wasn’t finding fulfillment in her work. And although real estate was a big leap, she’s grateful she made the decision to give it a shot. “Looking back a year, the decision to pursue real estate was my biggest life lesson

to date — you can keep doing what you already know makes you unhappy, or you can make a change,” Lindsay explains.

As a retail customer, Lindsay has always loved when a business provides a warm and authentic customer experience. So as a business owner, she aspires to do the same for her clients. “My brand loyalty comes from a consistent product and phenomenal customer service. I want my clients to feel that exact same way about our time together. I don’t want my clients to dread the selling and buying experience. Yes, it can get complicated, and it’s almost always unpredictable, but I want to be that constant factor in every part of the experience that makes them feel assured that they’re getting a great product ... and I want to come across as warm and relatable.”

...

...

Maintaining Balance

Outside real estate, Lindsay can be found exploring Northern Virginia or hanging out with her Golden Retriever, Brady. One of her highest hopes for 2022 is to buy a house of her own. As Lindsay steps deeper into her real estate career, she is focused on maintaining a healthy, balanced life. She has come to understand that balance in mind, body, and spirit is the foundation of any future success. "I focus a lot more on what I can control and let go of what I can't. I listen and trust myself much more than I used to, and check in daily to make sure I'm healthy and progressing in all areas of my life."

Today, Lindsay is continuing to make choices that bring her fulfillment. And finally, she's found a career that aligns with her vision.

"I learned the importance of just being happy and making decisions that bring joy to my life."



Favorite Book:
Rebecca, by Daphne Du Maurier

Rebecca is a novel written by English author Daphne du Maurier in 1938.

"I read that book when I was in maybe 8th grade, and it just stuck with me. It's an old classic book, and I'm such a mystery fiction nerd. I'm not a big fan of self-help books," Lindsay laughs.

Rising Star Lindsay Potter, with the Dwellus Group at Keller Williams, was a songwriter and music director before she took the leap into real estate in 2020.

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By Zachary Cohen
Photos by Ryan Corvello



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When Arthur Morrisette founded Interstate Moving & Storage in 1943, he began with a single truck, a handful of furniture pads, and a dedication to service. Over the past 75-plus years, Interstate Moving & Storage has grown to become one of the D.C. area’s

most renowned moving and storage companies. With over 200 employees and a fleet of over 300 vehicles, the Interstate team is as dedicated to service as they were when Arthur first launched the company. Respect, integrity, professionalism, value, and service are paramount.

“Interstate Moving & Storage is a full-service professional moving company that provides packing services, local and long-distance moving, international



The Interstate Moving & Storage leadership team (from left to right: Erick Barr, Sherry Skinner, Mike Stine, Kim Woods, Clinton Thompson).

moving, and short-term and long-term storage at three locations: Springfield, VA; Sterling, VA; and Landover, MD,” Client Services Manager Sherry Skinner explains.

Sherry and the Interstate team understand how important their clients’ belongings are. That’s why they train all movers for 80 hours and packers for 40 hours prior to even sending them out on a job.

THE REAL ESTATE CONNECTION

“When referring a client, it is important to trust your referral partners and know that they care about helping both you and their clients,” Sherry continues.

Interstate Moving & Storage strives to create solutions for the current real estate market by creating unique

programs to help real estate agents, sellers, and buyers. The Interstate team cares about helping its clients, and the company cares about its reputation in the community. Interstate supports hundreds of non-profits in the community with financial support, volunteering, and in-kind services. Some larger charitable projects have been for Wreaths Across America, The Salvation Army, and Children’s National Hospital.

MEET THE TEAM



SHERRY SKINNER,
Client Services Manager

Sherry was a top-producing real estate agent in Central Florida for 15 years. Upon moving to Northern Virginia, she landed with Interstate Moving & Storage as a Move Consultant. She’s now been with Interstate for seven years.

Five years ago, Sherry transitioned to become the Client Services Manager. Her focus is on building relationships in the real estate industry. Sherry is usually the first person a real estate agent’s client speaks with at Interstate. “People have anxiety because of the moving process,” Sherry reflects. “I find the most satisfaction when a buyer or

seller tells me that just by listening to their needs, answering their questions, and talking through the process, they feel calmer.”

Sherry lives in Arlington with her husband, Richard, and shelter kitty, Tallulah. They love new experiences, like traveling and trying new-to-them ethnic restaurants. Sherry also enjoys volunteering in the community. She serves as the co-chair of the NVAR Cares committee and is on the Board of Directors at PWAR as the Affiliate Representative; she received the NVAR 2019 Affiliate of the Year Award and the DAAR 2020 Affiliate of the Year Award.



ERICK BARR,
Consumer Sales Manager

A Springfield native, Erick Barr took a summer job as a mover for Interstate while he was still attending West Virginia University. After graduation, he returned to Interstate and joined the Consumer Sales Department as a Move Consultant. Erick has worked at Interstate for 18 years; five years ago, he was promoted to Consumer Sales Manager. “I enjoy helping people transition to their next place in their life,” Erick says.

Erick lives in Springfield with his girlfriend, Lisa, two dogs, and two cats. He enjoys visiting the dog park, hosting neighborhood parties, and playing golf.



MIKE STINE,
Move Consultant

Mike Stine started working for Interstate in the 1970s, giving him over 40 years of experience in the industry. Mike has been applying his vast industry knowledge as a Certified Move Consultant for the last eight years. If you have a complicated move, Mike is your go-to resource. “I find it fulfilling to share my experience and knowledge to help people have a smooth relocation,” Mike explains.

Mike and his wife, Susan, live in Centreville. They have two sons who are both working in the moving industry, and a dog named Buddy. In his downtime, Mike enjoys woodworking.

...

"I love being a Move Consultant," Kim Woods begins. Kim had over 20 years of sales experience before joining Interstate 11 years ago. In 2020, and multiple years prior, Kim received the Move Consultant of the Year award for being the top producer on the consumer sales team.

Kim Woods is fulfilled by helping people put their minds to ease during a hectic time. She lives in Alexandria with her husband, David, son, Kyle, and dog, Princess Ginger Petunia. Kim loves cooking for her family and friends, working in the yard, relaxing in the sun by the pool, getting pedicures, and volunteering.

KIM WOODS,
Move Consultant



CLINTON THOMPSON,
Move Consultant

Clinton Thompson joined the Interstate team in February 2020. While he began right before the COVID-19 pandemic took hold in the U.S., his prior experience in the moving industry allowed him to learn quickly and exceed expectations. "Well into his second year with Interstate, it seems like Clinton has always been a part of the team," Sherry says.

Clinton enjoys calming clients who are stressed about the moving process. He lives in Upper Marlboro with his wife, Caryle. They have four children, and their first grandson just joined the family in the spring. Clinton enjoys vacationing, barbecuing for family and friends, and a night out for fine dining.

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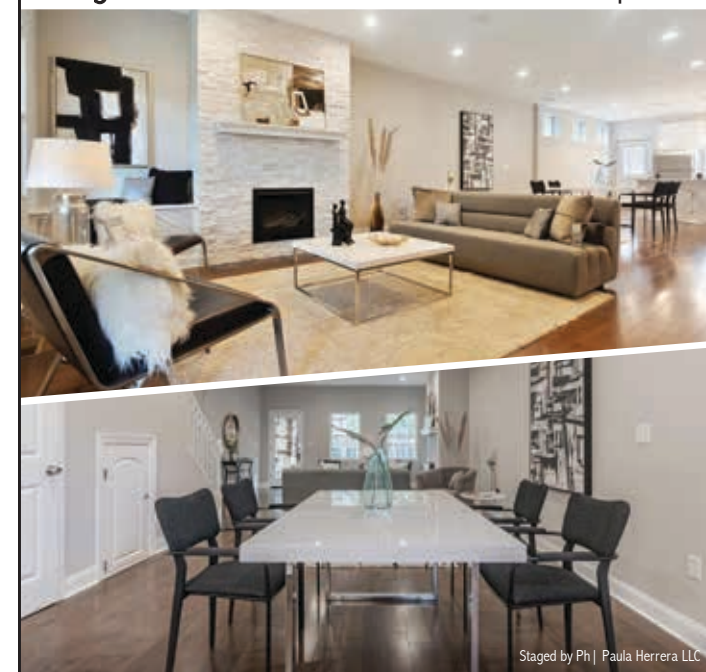
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▶▶ cover story

By Zachary Cohen
Photos by Aaron Lebo



JOAN STANSFIELD

Leaving a Legacy

In 1982, Joan Stansfield, or “JoJo,” of Stansfield Signature Real Estate at Keller Williams, first dipped her toes into the real estate business. She was young, recently married, and was just beginning her adult life. While she enjoyed her work in real estate, she eventually moved on; the health challenges that arose during pregnancy proved to be too much. It would be another 25 years before she would return to real estate and realize her potential.





In the ensuing years, JoJo worked a variety of jobs. She worked in the White House under several presidents, as an assistant for high-powered business executives, and later climbed the corporate ladder in human resources for several start-ups. For 18 years, she balanced her career and her role as a single mother.

“During that time, I had a close friend who was my first REALTOR®. I remember saying, ‘Gosh, I want to be a Realtor, too.’ She said, ‘Trust me. You’re a single mom. It’s too demanding and requires that you work nights and weekends.’ So I put it on the back burner, hoping I could come back to it one day.” Then, decades later, “one day” arrived.

“I remarried in 2005, and after working for several IT start-ups and laying off those who I had recruited, I



Joan and her husband, Jeff (also a Realtor who assists her team), with puppies Bella and BB.



realized that I wanted to be in charge of my own destiny,” JoJo reflects. When a friend suggested that she get her real estate license, something clicked. She remembered her dream from decades prior. “It was a God thing. Click. I realized at this stage of my life, I can finally launch my real estate career.”

Real estate is super stressful. It’s not simple, but it’s easy, and if you love people, it’s a total joy.

Joan Stansfield, with Keller Williams Realty McLean, started in real estate in 2007, mainly helping renters. Today, she is a top performer with a 95-percent referral-based business.

In 2007, JoJo officially launched her career in real estate.

From the Ground Up

In 2007, the market was entering one of the most challenging times in recent memory. But JoJo remembers the slow pace as an opportunity to learn. Nothing came at her too quickly, and she took advantage of the extra time to shadow agents and educate herself. She got her business off the ground by helping renters. “I realized renters needed love too. Most agents don’t want to do rentals because there’s no money in it. I did 50 rentals in one year. It was opening doors. I learned negotiating and customer service. Those renters are still buying, selling, and referring. They never forget how much I helped them way back.”

Today, JoJo’s business is booming. Over 95 percent of her business comes from referrals, and her team continues to grow. Her husband, Jeff, is also a licensed agent and helps on the back end. As of September 2021, JoJo has closed over 60 transactions for over \$40 million, year to date.

Beyond the Transaction

Outside work, JoJo describes herself as having a servant’s heart and a passion for pleasing God. She lives on the water and loves spoiling clients by entertaining them with boating, kayaking, crabbing, and more. She has two granddaughters, two dogs, and is devoted to giving back to charities.

“Never in my wildest dreams did I think I’d reach this level of success,” JoJo beams. “Real estate is super stressful. It’s not simple, but it’s easy, and if you love people, it’s a total joy.”





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Having found her own love online 15 years ago, Joan started a humorous, educational podcast called *Listed4Love*®, where she shares her signature tips about both real estate and online dating.



Listed4Love®

JoJo met her “match” online 15 years ago and realized real estate and love are inextricably tied together. “Ten-plus years ago, the thought came to mind: ‘Need a house? Need a spouse? Let JoJo help you with the click of a mouse®.’ It stuck in my head and later became a reality and a trademark!”

Today, JoJo runs a hilarious and educational podcast called *Listed4Love*®. “I’m not a matchmaker but rather an encouragement and influencer. Do you need someone to help you with a captivating profile? Get great photos? Go online with confidence? I can help. There’s a lid for every pot. I know how to stage a house, and I know how to stage a person. I hope one day, *Listed4Love*® takes off and makes a difference in many people’s lives.”



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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	207.5	\$135,749,104	467.5	\$313,182,528	675	\$448,931,648
2	Sarah A. Reynolds	Keller Williams Chantilly Ventures, LLC	520.5	\$290,062,464	197.5	\$106,440,720	718	\$396,503,168
3	Jennifer D Young	Keller Williams Chantilly Ventures, LLC	234	\$135,796,688	128.5	\$74,355,684	362.5	\$210,152,372
4	Debbie J Dogrul	Long & Foster Real Estate, Inc.	141.5	\$99,168,320	93	\$60,613,888	234.5	\$159,782,208
5	Phyllis G Patterson	TTR Sotheby's International Realty	72	\$74,721,432	49	\$51,057,332	121	\$125,778,760
6	Akshay Bhatnagar	Virginia Select Homes, LLC.	48	\$35,069,356	114	\$82,575,024	162	\$117,644,376
7	Jennifer L Walker	McEneaney Associates, Inc.	68	\$56,440,048	59.5	\$50,772,200	127.5	\$107,212,248
8	Sue S Goodhart	Compass	52	\$51,485,664	48	\$50,139,608	100	\$101,625,272
9	Jason Cheperdak	Samson Properties	50.5	\$32,941,620	99.5	\$63,883,892	150	\$96,825,512
10	Casey C Samson	Samson Properties	66.5	\$68,011,992	18	\$19,308,058	84.5	\$87,320,048
11	Jean K Garrell	Keller Williams Realty	63.5	\$54,817,248	46.5	\$30,742,570	110	\$85,559,816
12	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	41	\$56,436,520	20.5	\$24,840,450	61.5	\$81,276,968
13	Daan De Raedt	RE/MAX Allegiance	64	\$42,225,300	53.5	\$37,427,302	117.5	\$79,652,602
14	Cynthia Schneider	Long & Foster Real Estate, Inc.	78.5	\$46,888,552	39.5	\$27,601,864	118	\$74,490,416
15	Bic N DeCaro	EXP Realty, LLC	23	\$18,519,960	71.5	\$50,655,460	94.5	\$69,175,424
16	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	116	\$67,407,152	2	\$886,350	118	\$68,293,504
17	James W Nellis II	Keller Williams Fairfax Gateway	67	\$38,917,300	53	\$28,895,856	120	\$67,813,160
18	Christopher J White	Long & Foster Real Estate, Inc.	58	\$46,964,208	25	\$20,112,950	83	\$67,077,156
19	Kimberly A Spear	Keller Williams Realty	50	\$29,264,656	47	\$35,221,092	97	\$64,485,752
20	Raymond A Gernhart	RE/MAX Executives	38.5	\$28,485,462	50	\$35,431,008	88.5	\$63,916,472
21	Michael I Putnam	RE/MAX Executives	45	\$24,448,150	66.5	\$38,822,980	111.5	\$63,271,132
22	Khalil Alexander El-Ghoul	Glass House Real Estate	36	\$29,554,440	37.5	\$33,566,140	73.5	\$63,120,580
23	Barbara G Beckwith	McEneaney Associates, Inc.	22.5	\$43,762,000	12	\$19,115,600	34.5	\$62,877,600
24	Patricia E Stack	Weichert, REALTORS	42.5	\$46,018,164	13	\$13,857,875	55.5	\$59,876,040
25	Nikki Lagouros	Property Collective	36	\$19,558,250	76	\$40,158,332	112	\$59,716,580
26	Steven C Wydler	Compass	24.5	\$36,437,000	14	\$21,546,600	38.5	\$57,983,600
27	Kay Houghton	KW Metro Center	58	\$28,132,700	48	\$29,450,900	106	\$57,583,600
28	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	28	\$15,746,400	72	\$41,146,524	100	\$56,892,924
29	Bruce A Tyburski	RE/MAX Executives	39.5	\$30,049,372	36.5	\$26,738,380	76	\$56,787,752
30	Laura C Mensing	Long & Foster Real Estate, Inc.	22.5	\$29,127,020	23	\$26,237,750	45.5	\$55,364,768
31	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	32.5	\$31,314,750	26	\$23,496,876	58.5	\$54,811,624
32	Tom Francis	Keller Williams Realty	26	\$44,993,352	9	\$7,855,000	35	\$52,848,352
33	Lenwood A Johnson	Keller Williams Realty	68	\$36,380,116	30.5	\$15,205,000	98.5	\$51,585,116
34	Erin K Jones	KW Metro Center	43.5	\$22,625,328	48.5	\$28,297,300	92	\$50,922,628

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Piper Gioia Yerks	Washington Fine Properties, LLC	9	\$25,875,296	8	\$24,530,000	17	\$50,405,296
36	Irina Babb	RE/MAX Allegiance	56	\$39,683,088	12	\$10,515,520	68	\$50,198,608
37	Paul Thistle	Take 2 Real Estate LLC	53	\$31,369,000	29	\$18,362,150	82	\$49,731,152
38	Timothy D Pierson	KW United	20.5	\$17,055,150	38	\$31,049,200	58.5	\$48,104,352
39	Victoria (Tori) McKinney	KW Metro Center	28	\$23,307,904	29	\$23,745,652	57	\$47,053,552
40	Venugopal Ravva	Maram Realty, LLC	11	\$6,451,050	64	\$39,145,524	75	\$45,596,576
41	Kendell A Walker	Redfin Corporation	30	\$16,224,427	44.5	\$29,300,558	74.5	\$45,524,984
42	Mercy F Lugo-Struthers	Casals, Realtors	11	\$5,554,080	93	\$39,220,032	104	\$44,774,112
43	Gitte Long	Redfin Corporation	62	\$34,576,260	13	\$10,176,000	75	\$44,752,260
44	Megan Buckley Fass	EXP Realty, LLC	19	\$21,872,068	19.5	\$22,694,050	38.5	\$44,566,120
45	Sherif Abdalla	Compass	20	\$27,316,850	7	\$17,205,750	27	\$44,522,600
46	Dinh D Pham	Fairfax Realty Select	19	\$10,313,700	62.5	\$33,400,400	81.5	\$43,714,100
47	Ryan Rice	Keller Williams Capital Properties	37	\$24,495,880	29.5	\$19,191,130	66.5	\$43,687,008
48	Diane V Lewis	Washington Fine Properties, LLC	19	\$26,746,300	10.5	\$16,720,250	29.5	\$43,466,552
49	Anthony H Lam	Redfin Corporation	20	\$14,903,850	38	\$28,430,280	58	\$43,334,128
50	Eve M Weber	Long & Foster Real Estate, Inc.	38	\$33,549,000	15	\$9,755,600	53	\$43,304,600
51	Debbie P Kent	Cottage Street Realty LLC	66	\$42,168,568	1	\$1,000,000	67	\$43,168,568
52	Nathan Daniel Johnson	Keller Williams Capital Properties	49	\$24,724,848	36	\$18,418,360	85	\$43,143,208
53	Jennifer H Thornett	Washington Fine Properties, LLC	12	\$29,002,500	9	\$13,229,700	21	\$42,232,200
54	Josh Dukes	KW Metro Center	29.5	\$17,461,440	48.5	\$24,734,324	78	\$42,195,764
55	Kristina S Walker	KW United	26	\$17,357,500	35.5	\$24,763,616	61.5	\$42,121,116
56	Michelle A Sagatov	Washington Fine Properties	12	\$16,035,000	17.5	\$26,036,120	29.5	\$42,071,120
57	Lisa Dubois-Headley	RE/MAX West End	34	\$26,607,536	14.5	\$13,705,985	48.5	\$40,313,520
58	Margaret J Czapiewski	Keller Williams Realty	53	\$28,407,052	22	\$11,813,050	75	\$40,220,104
59	Marianne K Prendergast	Washington Fine Properties, LLC	14	\$21,338,528	10	\$18,750,700	24	\$40,089,228
60	Damon A Nicholas	Coldwell Banker Realty	31	\$21,174,032	30	\$18,369,692	61	\$39,543,724
61	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	11.5	\$22,878,000	10	\$16,600,000	21.5	\$39,478,000
62	Lilian Jorgenson	Long & Foster Real Estate, Inc.	22.5	\$35,649,000	5	\$3,774,999	27.5	\$39,424,000
63	Joan M Reimann	McEneaney Associates, Inc.	22.5	\$23,849,500	17	\$15,490,500	39.5	\$39,340,000
64	Rheema H Zladeh	Redfin Corporation	58	\$33,989,464	7	\$5,006,000	65	\$38,995,464
65	Jillian Keck Hogan	McEneaney Associates, Inc.	22.5	\$18,874,950	23	\$20,093,208	45.5	\$38,968,160
66	Kristen K Jones	McEneaney Associates, Inc.	15	\$19,694,500	11	\$18,478,780	26	\$38,173,280
67	Irene M deLeon	Redfin Corporation	59	\$33,395,700	7	\$4,676,651	66	\$38,072,352
68	Betsy A Twigg	McEneaney Associates, Inc.	27	\$29,015,036	8	\$8,723,000	35	\$37,738,036

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
69	Sridhar Vemuru	Aragami, LLC	12	\$6,545,900	40	\$30,820,760	52	\$37,366,660
70	Danielle C Carter	Redfin Corporation	72	\$34,570,148	5	\$2,505,000	77	\$37,075,148
71	Jill Judge	Samson Properties	15.5	\$12,359,800	39	\$24,365,100	54.5	\$36,724,900
72	Matias Leiva	Keller Williams Chantilly Ventures, LLC	44	\$32,416,250	4	\$4,257,500	48	\$36,673,752
73	Abuzar Waleed	RE/MAX Executives LLC	31	\$15,968,173	44	\$20,635,000	75	\$36,603,172
74	Joan Stansfield	Keller Williams Realty	24.5	\$19,030,300	20	\$17,547,806	44.5	\$36,578,104
75	Laura R Schwartz	McEnearney Associates, Inc.	20	\$15,653,333	21	\$20,779,120	41	\$36,432,456
76	Kristin M Francis	KW Metro Center	30	\$20,523,650	22.5	\$15,696,325	52.5	\$36,219,976
77	Viktorija Piano	Keller Williams Realty	24	\$24,142,550	11	\$11,870,999	35	\$36,013,548
78	George S Koutsoukos	Compass	14	\$21,138,960	7	\$14,645,661	21	\$35,784,620
79	Martin K Alloy	SM Brokerage, LLC	42	\$23,070,336	23	\$12,559,000	65	\$35,629,336
80	Robert T Ferguson Jr.	RE/MAX Allegiance	24	\$19,597,200	22	\$15,979,100	46	\$35,576,300
81	Paramjit K Bhamrah	Redfin Corporation	53	\$33,902,560	2	\$1,615,000	55	\$35,517,560
82	Dilyara Daminova	Samson Properties	13	\$5,152,900	65	\$30,246,000	78	\$35,398,900
83	Jeremy G Browne	TTR Sotheby's International Realty	22	\$16,675,700	16.5	\$18,372,300	38.5	\$35,048,000
84	William B Prendergast	Washington Fine Properties, LLC	14	\$16,903,528	11	\$18,142,700	25	\$35,046,228
85	Elizabeth W Conroy	Keller Williams Realty	16.5	\$20,645,750	9	\$14,387,288	25.5	\$35,033,040
86	Lauren A Bishop	McEnearney Associates, Inc.	11	\$16,307,500	11	\$18,432,500	22	\$34,740,000
87	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	8	\$4,547,800	43	\$30,166,226	51	\$34,714,026

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
88	David L Smith	Coldwell Banker Realty	6	\$3,623,000	38.5	\$31,033,616	44.5	\$34,656,616
89	Jack D Work	RE/MAX Allegiance	24	\$16,909,080	25	\$17,729,959	49	\$34,639,040
90	Roy Kohn	Redfin Corporation	53	\$32,077,028	3	\$2,508,075	56	\$34,585,104
91	Lauryn E Eadie	Keller Williams Realty	24	\$14,689,800	28	\$19,767,316	52	\$34,457,116
92	Scott A MacDonald	RE/MAX Gateway, LLC	42.5	\$28,668,414	7	\$5,697,500	49.5	\$34,365,914
93	Angela Allison	Houwzer, LLC	43	\$33,749,680	1	\$575,000	44	\$34,324,680
94	Elizabeth Kline	RE/MAX 100	34.5	\$22,372,684	18.5	\$11,843,505	53	\$34,216,188
95	Scott C Shawkey	Keller Williams Realty	15	\$27,623,750	5	\$6,541,000	20	\$34,164,752
96	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	18.5	\$30,064,400	2	\$3,970,000	20.5	\$34,034,400
97	Cathy V POUNGMALAI	Frankly Real Estate Inc.	41	\$26,718,276	9	\$7,247,000	50	\$33,965,276
98	Shaun Murphy	Compass	14	\$8,481,025	29	\$25,278,216	43	\$33,759,240
99	Lizzie A Helmig	KW United	20	\$8,797,650	48	\$24,875,988	68	\$33,673,636
100	Lisa T Smith	Pearson Smith Realty, LLC	36	\$26,426,000	9	\$7,043,740	45	\$33,469,740
101	Sreedhar Maram	Maram Realty, LLC	12	\$9,152,502	36	\$24,029,050	48	\$33,181,552
102	Sri H Meka	Franklin Realty LLC	19	\$13,250,700	26	\$19,833,420	45	\$33,084,120
103	Yony Kifle	KW Metro Center	12.5	\$5,141,659	62.5	\$27,814,800	75	\$32,956,460
104	Eli Tucker	RLAH Real Estate	23.5	\$20,241,650	12.5	\$12,613,973	36	\$32,855,624
105	Karen E Close	Century 21 New Millennium	18.5	\$21,140,000	9	\$11,641,449	27.5	\$32,781,448
106	Elizabeth L Kovalak	Keller Williams Realty	23	\$17,184,150	20	\$15,390,731	43	\$32,574,880
107	Karen A Briscoe	Keller Williams Realty	19.5	\$22,912,500	11.5	\$9,607,500	31	\$32,520,000
108	Keith K Howard	Keller Williams Realty	25	\$22,560,800	11	\$9,831,900	36	\$32,392,700
109	Blake Davenport	RLAH Real Estate	2.5	\$1,496,750	47.5	\$30,800,076	50	\$32,296,824
110	Wes W Stearns	M. O. Wilson Properties	36	\$22,302,332	17	\$9,974,400	53	\$32,276,732
111	Janet A Callander	Weichert, REALTORS	18	\$17,393,678	18	\$14,782,181	36	\$32,175,860
112	Sarah Harrington	Long & Foster Real Estate, Inc.	22	\$18,856,360	17	\$13,219,900	39	\$32,076,260
113	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	10	\$13,591,500	14	\$18,475,000	24	\$32,066,500
114	Rajesh Cheruku	Ikon Realty - Ashburn	12	\$7,249,500	37	\$24,796,012	49	\$32,045,512
115	Christopher Craddock	EXP Realty, LLC	45.5	\$17,983,756	26.5	\$14,040,586	72	\$32,024,340
116	Katharine R Christofides	Century 21 New Millennium	11	\$8,893,150	35	\$23,055,536	46	\$31,948,688
117	Michael McConnell	Redfin Corporation	30	\$15,499,700	26	\$16,080,576	56	\$31,580,276
118	Christina M O'Donnell	RE/MAX West End	15	\$14,309,128	18.5	\$17,194,030	33.5	\$31,503,158
119	William F Hoffman	Keller Williams Realty	13.5	\$19,851,550	11	\$11,588,900	24.5	\$31,440,450
120	David A Moya	KW Metro Center	16	\$13,674,050	17	\$17,758,000	33	\$31,432,050
121	Patricia Ammann	Redfin Corporation	9.5	\$5,148,400	31	\$26,139,020	40.5	\$31,287,420





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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
122	Brian D MacMahon	Redfin Corporation	15	\$8,774,400	36	\$22,095,952	51	\$30,870,352
123	Benjamin D Heisler	Pearson Smith Realty, LLC	32	\$20,339,076	15	\$10,482,993	47	\$30,822,068
124	Branden L Woodbury	Redfin Corporation	57	\$26,891,598	7	\$3,514,900	64	\$30,406,498
125	Lyssa B Seward	TTR Sotheby's International Realty	19	\$17,963,542	15	\$12,225,560	34	\$30,189,102
126	Thomas R Moffett Jr.	Redfin Corporation	39	\$22,792,450	12	\$7,208,700	51	\$30,001,150
127	Heather E Heppe	RE/MAX Distinctive Real Estate, Inc.	32	\$24,567,860	6	\$5,424,031	38	\$29,991,890
128	Deyi S Awadallah	D.S.A. Properties & Investments LLC	54	\$29,849,760	0	\$0	54	\$29,849,760
129	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	13	\$20,434,284	7	\$9,313,930	20	\$29,748,216
130	Aarti Sood	Redfin Corporation	7	\$4,245,000	38	\$25,454,744	45	\$29,699,744
131	Nikki Nabi	Samson Properties	18	\$12,738,800	15	\$16,865,972	33	\$29,604,772
132	Carolyn A Young	RE/MAX Premier	26.5	\$18,476,170	19.5	\$11,119,585	46	\$29,595,756
133	Ashraf Morsi	Keller Williams Realty	17	\$13,630,756	20	\$15,901,426	37	\$29,532,182
134	Laura M Sacher	Compass	12	\$9,811,100	25.5	\$19,652,200	37.5	\$29,463,300
135	Angel Arturo Cruz Jr.	Keller Williams Realty	12	\$6,961,000	34	\$22,479,283	46	\$29,440,283
136	Micah A Corder	Washington Fine Properties, LLC	10	\$21,033,500	5.5	\$8,037,250	15.5	\$29,070,750
137	Ana Lucia Ron	ANR Realty, LLC	92	\$29,031,304	0	\$0	92	\$29,031,304
138	Candee Currie	Century 21 New Millennium	29	\$22,155,218	6	\$6,521,900	35	\$28,677,118
139	Fouad Talout	Long & Foster Real Estate, Inc.	7	\$15,958,500	10	\$12,647,500	17	\$28,606,000
140	Katherine D Colville	Century 21 Redwood Realty	27	\$15,007,740	23.5	\$13,596,245	50.5	\$28,603,984
141	Lisa E Thompson	Hunt Country Sotheby's International Realty	14	\$21,914,930	5	\$6,674,630	19	\$28,589,560
142	Jin Chen	Pearson Smith Realty, LLC	25	\$16,857,000	18	\$11,685,633	43	\$28,542,632
143	Linh T Aquino	Redfin Corporation	48.5	\$24,647,100	7	\$3,883,000	55.5	\$28,530,100
144	Jon B DeHart	Keller Williams Realty	20	\$14,359,500	21	\$14,039,400	41	\$28,398,900
145	Maria E Fernandez	Compass	9.5	\$6,361,000	27	\$21,995,000	36.5	\$28,356,000
146	Phillip B Brown	Property Collective	18.5	\$10,593,135	32.5	\$17,627,250	51	\$28,220,384
147	Deborah D Shapiro	TTR Sothebys International Realty	9	\$15,931,500	7.5	\$12,097,500	16.5	\$28,029,000
148	Ashley C Leigh	Linton Hall Realtors	45	\$27,327,876	2	\$680,000	47	\$28,007,876
149	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	22.5	\$11,024,850	32	\$16,981,852	54.5	\$28,006,700
150	John Eric	Compass	10.5	\$13,503,700	6	\$14,496,430	16.5	\$28,000,130
151	Gregory A Wells	Keller Williams Realty	25	\$19,933,026	9	\$8,013,800	34	\$27,946,826
152	Steven J Watson	Pearson Smith Realty, LLC	13	\$25,144,970	3	\$2,787,000	16	\$27,931,970
153	Tanya R Johnson	Keller Williams Realty	27	\$18,139,900	15.5	\$9,753,890	42.5	\$27,893,790
154	Dean P Yeonas	Yeonas & Shafran Real Estate, LLC	6.5	\$14,694,730	8	\$13,190,000	14.5	\$27,884,730
155	Andrew J Biggers	KW United	16	\$13,224,815	18.5	\$14,383,722	34.5	\$27,608,538

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
156	Mayura G Gupte	Realty2U Inc.	15	\$11,609,500	21	\$15,888,999	36	\$27,498,500
157	Charlet H Shriner	RE/MAX Premier	23	\$13,096,961	22.5	\$14,359,909	45.5	\$27,456,870
158	Robert W Caines	RE/MAX Distinctive Real Estate, Inc.	34	\$22,603,494	5.5	\$4,833,499	39.5	\$27,436,992
159	Roberto R Roncales	Keller Williams Realty	34.5	\$20,590,000	13	\$6,739,500	47.5	\$27,329,500
160	Andrea M Hayes	Living Realty, LLC.	27.5	\$14,105,262	18	\$13,170,560	45.5	\$27,275,822
161	Jacob Smith Hamilton	KW Metro Center	21	\$13,822,680	23.5	\$13,378,539	44.5	\$27,201,220
162	Albert D Pasquali	Redfin Corporation	9	\$5,679,000	30	\$21,511,990	39	\$27,190,990
163	Heeran Lee	NewStar 1st Realty, LLC	22	\$12,673,400	22	\$14,435,603	44	\$27,109,004
164	Jessica S Richardson	Compass	11	\$12,501,040	15	\$14,382,440	26	\$26,883,480
165	Kyung H Soung	Realty One Group Capital Properties	16	\$13,079,750	19	\$13,801,840	35	\$26,881,590
166	Anna Vidal	Keller Williams Realty	29.5	\$13,558,002	24	\$13,320,765	53.5	\$26,878,768
167	Brittany Lambrechts Camacho	Century 21 Redwood Realty	18	\$10,901,470	23	\$15,974,842	41	\$26,876,312
168	Lex Lianos	Compass	18	\$10,923,357	18	\$15,916,352	36	\$26,839,708
169	David Cabo	Keller Williams Realty	14	\$14,878,390	11	\$11,921,500	25	\$26,799,890
170	Manuwa S Eligwe	KW Metro Center	15	\$6,968,000	39	\$19,698,924	54	\$26,666,924
171	Jonathan J Fox	Compass	16.5	\$13,090,500	17	\$13,544,518	33.5	\$26,635,018
172	James P Andors	Keller Williams Realty	11.5	\$11,123,752	17	\$15,323,200	28.5	\$26,446,952
173	Mark R Sirianni	Compass	10	\$18,687,070	6	\$7,690,000	16	\$26,377,070
174	Claudia V Cornejo	Fairfax Realty of Tysons	16	\$5,525,250	58	\$20,826,996	74	\$26,352,244
175	Abel Aquino	Redfin Corporation	45	\$24,370,400	4	\$1,664,999	49	\$26,035,398



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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
176	Kamal Parakh	Customer Realty LLC	16	\$7,597,067	32	\$18,397,416	48	\$25,994,484
177	Nancy Sorensen - Willson	Long & Foster Real Estate, Inc.	14.5	\$12,956,750	15	\$12,599,090	29.5	\$25,555,840
178	Benjamin J Grouby	Redfin Corporation	33	\$18,471,300	11	\$7,062,412	44	\$25,533,712
179	Natalie H McArtor	Long & Foster Real Estate, Inc.	28	\$18,811,100	13	\$6,596,546	41	\$25,407,648
180	Christopher L Kroll	Houwzer, LLC	31	\$24,174,400	1	\$940,000	32	\$25,114,400
181	Kevin E LaRue	Century 21 Redwood Realty	22	\$16,811,840	9	\$8,265,056	31	\$25,076,896
182	Peter Pejacsevich	Middleburg Real Estate	7.5	\$11,074,300	6.5	\$13,958,375	14	\$25,032,676
183	Sue G Smith	Compass	21.5	\$14,598,651	13	\$10,407,301	34.5	\$25,005,952
184	William R Davis	Century 21 New Millennium	13.5	\$14,110,490	6.5	\$10,858,000	20	\$24,968,490
185	Dina R Gorrell	Redfin Corporation	43	\$24,453,142	2	\$485,000	45	\$24,938,142
186	Jay A D'Alessandro	Long & Foster Real Estate, Inc.	32.5	\$24,803,802	0	\$0	32.5	\$24,803,802
187	Heidi F Robbins	William G. Buck & Assoc., Inc.	10	\$8,445,075	19	\$16,313,900	29	\$24,758,976
188	Jennifer Mack	Pearson Smith Realty, LLC	15	\$9,239,252	18.5	\$15,443,225	33.5	\$24,682,476
189	LeAnne C Anies	Property Collective	30.5	\$17,892,850	11	\$6,699,140	41.5	\$24,591,990
190	Andrew Musser	KW United	15	\$12,679,000	14.5	\$11,906,107	29.5	\$24,585,108
191	Beth C Anspach	Pearson Smith Realty, LLC	15.5	\$14,440,000	10	\$10,136,860	25.5	\$24,576,860
192	Ellen F Patrick	Compass	14.5	\$13,345,150	12.5	\$11,211,611	27	\$24,556,760
193	Kelly K. Ettrich	Century 21 Redwood Realty	15	\$9,604,500	19	\$14,844,990	34	\$24,449,490
194	Viktar Kutsevich	Samson Properties	14	\$8,897,500	24	\$15,474,521	38	\$24,372,020
195	Robert J Chevez II	Keller Williams Realty	37	\$24,286,300	0	\$0	37	\$24,286,300
196	Katie E Wethman	Keller Williams Realty	14.5	\$8,233,264	21.5	\$15,924,980	36	\$24,158,244
197	Christine G Richardson	Weichert Company of Virginia	21	\$14,421,160	15.5	\$9,631,800	36.5	\$24,052,960

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
198	Dustin M Fox	Pearson Smith Realty, LLC	19.5	\$12,914,000	16.5	\$11,070,350	36	\$23,984,350
199	Sheri F Allen	Weichert, REALTORS	32	\$18,626,900	10	\$5,299,800	42	\$23,926,700
200	Mara D Gemon	Redfin Corporation	14.5	\$10,862,544	17	\$12,892,033	31.5	\$23,754,576
201	Matthew R Elliott	Keller Williams Realty	25.5	\$15,027,988	14	\$8,707,499	39.5	\$23,735,488
202	Michelle Walker	Redfin Corporation	18	\$9,607,500	22	\$14,122,699	40	\$23,730,200
203	Keith A Lombardi	Redfin Corporation	12	\$7,020,300	28	\$16,592,800	40	\$23,613,100
204	Ruijing F Hurwitz	Keller Williams Realty	9	\$6,143,100	24	\$17,415,100	33	\$23,558,200
205	Theresa Valencic	Long & Foster Real Estate, Inc.	6	\$12,782,500	6	\$10,735,500	12	\$23,518,000
206	Lorene Shafran	Yeonas & Shafran Real Estate, LLC	5.5	\$9,601,320	7	\$13,829,790	12.5	\$23,431,110
207	Ahmad T Ayub	Redfin Corporation	9	\$5,130,100	33	\$18,287,800	42	\$23,417,900
208	Victoria R Ro	Pearson Smith Realty, LLC	12	\$9,159,958	18	\$14,251,711	30	\$23,411,668
209	Danielle Wateridge	Berkshire Hathaway HomeSer- vices PenFed Realty	17	\$11,275,900	16	\$12,038,000	33	\$23,313,900
210	Tony O Yeh	United Realty, Inc.	13.5	\$7,169,099	21	\$15,993,000	34.5	\$23,162,100
211	Alexander J Bracke	Pearson Smith Realty, LLC	22	\$12,597,158	17	\$10,554,000	39	\$23,151,158
212	Kelly L Gaitten	Berkshire Hathaway HomeSer- vices PenFed Realty	23	\$18,780,300	7	\$4,308,069	30	\$23,088,368
213	Brian P Whritenour	Living Realty, LLC.	17	\$9,595,836	20	\$13,407,335	37	\$23,003,172
214	Conor Sullivan	KW Metro Center	15.5	\$14,404,250	8	\$8,598,200	23.5	\$23,002,450
215	Ann P McClure	McEneaney Associates, Inc.	18	\$10,023,750	20	\$12,946,338	38	\$22,970,088
216	Megan E Duke	Keller Williams Realty	13.5	\$11,799,199	12.5	\$11,017,500	26	\$22,816,700

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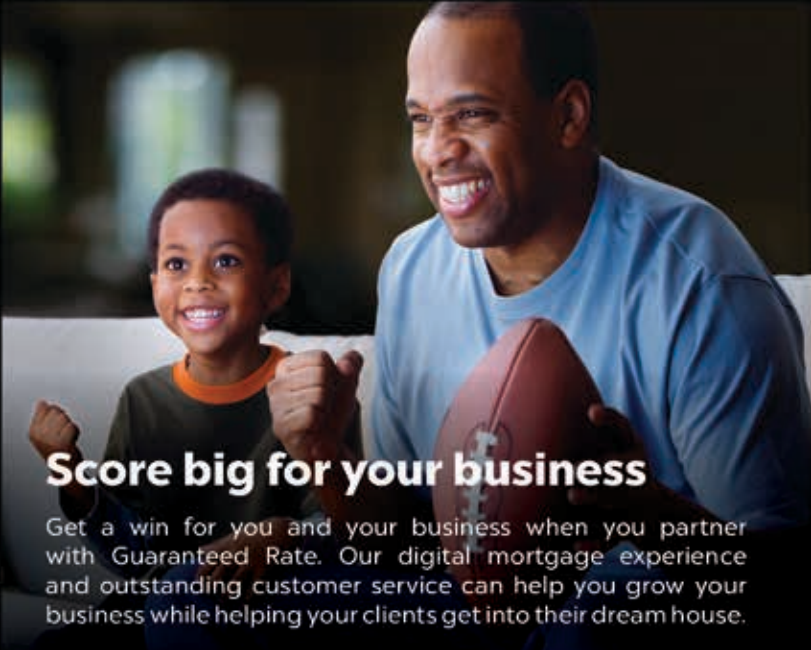
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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
217	To-Tam Le	Redfin Corporation	10	\$6,592,270	25	\$16,208,742	35	\$22,801,012
218	Gail Romansky	Pearson Smith Realty, LLC	19	\$16,483,622	7	\$6,302,900	26	\$22,786,522
219	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	22	\$17,329,770	7	\$5,368,500	29	\$22,698,270
220	Brad C Kintz	Long & Foster Real Estate, Inc.	40	\$18,338,506	8	\$4,294,800	48	\$22,633,306
221	Tracy M Dillard	Compass	8.5	\$16,469,625	5	\$6,150,000	13.5	\$22,619,624
222	Kara Chaffin Donofrio	Long & Foster Real Estate, Inc.	11.5	\$9,973,500	12	\$12,622,000	23.5	\$22,595,500
223	Ashton A Vessali	Compass	19	\$17,122,900	7	\$5,472,000	26	\$22,594,900
224	Cheryl L Hanback	Redfin Corporation	4	\$3,382,500	27	\$19,190,788	31	\$22,573,288
225	Diane P Schline	Century 21 Redwood Realty	12	\$11,045,456	10	\$11,463,700	22	\$22,509,156
226	Jamie Petrik	Long & Foster Real Estate, Inc.	29	\$22,485,964	0	\$0	29	\$22,485,964
227	Sandra Shimono	Redfin Corporation	20	\$10,690,590	19	\$11,662,400	39	\$22,352,990
228	Ann A Duff	McEneaney Associates, Inc.	11	\$10,229,500	8	\$12,123,000	19	\$22,352,500
229	Cheryl H Wood	Redfin Corporation	6	\$5,527,000	21	\$16,791,150	27	\$22,318,150
230	Michael C Rush	Long & Foster Real Estate, Inc.	15	\$10,871,300	16	\$11,340,456	31	\$22,211,756
231	Matthew David Ferris	Redfin Corporation	2	\$1,227,800	38	\$20,915,696	40	\$22,143,496
232	Steven P Cole	Redfin Corporation	13	\$8,870,980	19	\$13,234,990	32	\$22,105,970
233	Mary Ashley Zimmermann	Compass	14.5	\$12,650,000	11.5	\$9,349,639	26	\$21,999,640
234	Murugesan Vijayanand	Coldwell Banker Realty	5	\$3,372,500	27	\$18,547,480	32	\$21,919,980
235	Leah Knight	Long & Foster Real Estate, Inc.	11	\$6,313,875	24	\$15,559,840	35	\$21,873,716

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brandon.frye@rate.com
rate.com/brandonfrye

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
236	Brad Kiger	KW Metro Center	26.5	\$14,530,200	12.5	\$7,325,200	39	\$21,855,400
237	Paula Heard	KW Metro Center	8	\$2,975,000	39	\$18,770,464	47	\$21,745,464
238	Ann E Romer	Weichert, REALTORS	17	\$14,037,500	8	\$7,586,800	25	\$21,624,300
239	Janet Pearson	Pearson Smith Realty, LLC	25	\$21,616,296	0	\$0	25	\$21,616,296
240	Ruth Boyer O'Dea	TTR Sotheby's International Realty	9.5	\$14,399,500	6	\$7,215,000	15.5	\$21,614,500
241	Tolga M Alper	Keller Williams Realty	20	\$12,235,895	16	\$9,325,900	36	\$21,561,796
242	Margaret B Craig	Century 21 New Millennium	21	\$15,479,044	8	\$6,044,266	29	\$21,523,310
243	William S Gaskins	KW United	16.5	\$13,262,315	9	\$8,259,655	25.5	\$21,521,970
244	Candyce Astroth	Samson Properties	5	\$2,878,747	26	\$18,637,690	31	\$21,516,436
245	Danilo D Bogdanovic	Redfin Corporation	33	\$17,881,400	5	\$3,605,500	38	\$21,486,900
246	John Murdock	Keller Williams Realty	29	\$17,262,850	7	\$4,223,000	36	\$21,485,850
247	Geva G Lester	Keller Williams Realty	10	\$11,066,655	10	\$10,337,000	20	\$21,403,656
248	Raya Fridental	Redfin Corporation	29.5	\$16,638,400	6	\$4,762,254	35.5	\$21,400,654
249	Frank J Schofield	Summit Realtors	7	\$3,968,750	26	\$17,423,550	33	\$21,392,300
250	Mansoor Dar	Keller Williams Realty	6	\$11,170,000	10	\$10,179,000	16	\$21,349,000



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