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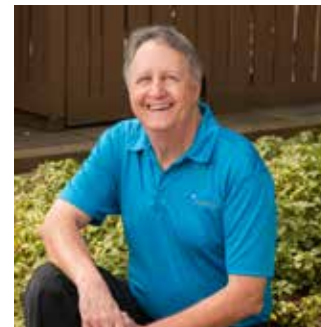
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A NOTE FROM THE PUBLISHER

Hello Real Producers family, hoomans ... and your pets!

This pets' edition has been heart-warming, and a great deal of fun. We humans love our animal babies! Thank you for sharing your families with our community. The social media contest brought out the competitive spirit, and hundreds of comments and likes for our fur babies, from donkeys to lizards to cats and dogs. People love their pets. Thank you to everyone who contributed to our pets' edition!

A woman and a child are standing on a paved path in a wooded area. The woman is holding a small black dog, and the child is holding a small white dog. Two large, shaggy dogs are sitting on the path in front of them.

A black dog is lying on a grassy area, wearing a pink bow around its neck.

A dog is standing on a wooden floor, wearing a purple dress with a white collar.

A black cat is sitting on a table next to a sunflower in a vase.

A brown chicken is hanging from a blue swing.

A dog is wearing a blue and white striped shirt.

A dog is wearing a blue and white striped shirt.

We are looking forward to our upcoming Magazine Release Celebration on October 20, where we will celebrate the October issue and reveal and release the upcoming November issue. This celebration is for the amazing agents and partners being featured in these issues. If you would like to be featured in *NOVA Real Producers* or would like to nominate someone we should feature, please don't hesitate to contact me.

We are super excited about our upcoming **VIP Game Day on November 14** — our big, joint event with *DC Metro Real Producers* at FedEx Field. Check out the details on the next page. I didn't know how many Tom Brady fans we have in our community!

See you soon!

A portrait of Kristin Brindley, the Owner/Publisher of NOVA Real Producers.

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A logo for Kristin Brindley, featuring a stylized 'KB' monogram and the text 'KRISTIN BRINDLEY ENTREPRENEUR, CONNECTOR, PUBLISHER'.

My family is no different in our own home. We love our herd of animals. We have had the privilege of owning horses, chickens, ducks, a hedgehog, and, currently, three dogs and two cats. It's a zoo here that I wouldn't trade for anything. Puffy Sue, my purrfect black cat, has been with me for 13 years and sleeps on my head. Our three dogs have us in stitches of laughter on a regular basis.

10 • October 2021

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NOVA Real Producers • 11



▶▶ special events

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AT FEDEX FIELD

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We will gather at FedEx field at 9:30 a.m. for exclusive access to the stadium, where we will have 500 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.

You won't want to miss this opportunity! Seats are limited, and with both NOVA and DC Metro Real Producers invited, they will go fast! Please watch your email for your exclusive invitation, and if you haven't received it, please reach out to Kristin Brindley for information at Kristin@kristinbrindley.com.

We can't wait! And hope to see you there!!



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What scary or spooky experience have you had while working in real estate?



IAN MCVEIGH
Samson Properties

Walking into a vacant home that had a group of teenagers in the basement up to no good.



MEGHAN WASINGER
Keller Williams Capital Properties

So many ... but most memorable was a naked guy who actually came to the door to open it as I was letting myself and my client in.



RAJ TAMANG
Green Valley Custom Builders

My partner and I went to see a vacant house in Maryland. Someone had written on the basement wall "YOU ARE NEXT" in red, blood-like ink. We ran away like it was the end of the world and never went back again.



NATALIE MCARTOR
Long & Foster Real Estate

Opening a garage door to have a large German Shepherd greet me, standing on his hind legs with a vicious bark.



KRISTIE ZIMMERMAN
Compass

Checking on a vacant house when the derecho came out of nowhere and cut the power off while I was in the basement by myself!



LAURIE MENSING
Long & Foster Real Estate

Spooky but funny too ... showing a townhome in the evening (when it was dark, anyway), I was walking down to a basement in the dark ahead of my clients. I couldn't find the light switch at the base of the stairs. Fumbling around for what seemed like hours I found it. As I switched it on, my chin and head naturally tilted upwards toward the ceiling where I saw a face. I screamed, my clients screamed, only to learn it was a mirrored ceiling and we were looking at ourselves.



SUE SMITH
Compass

Listing properties where squatters were living.



JON GRANLUND
Keller Williams Realty Dulles

A huge spider was on the other side of a room just sitting there. When I say huge, I mean cartoon-style huge. I was terrified. My client, an older lady, picked up a broom in the corner of the kitchen and ran at the spider. I was freaked out. She smacked what ended up being a rubber toy spider. True story.



SARAH PICOT
McEneaney Associates

I was showing a vacant property in a remote location. It had been a bit neglected, which was fine, but when we went into the basement, it looked like a scene from the movie *Saw*. It was all concrete and windowless. They had cages and trough sinks in one space, then a big open room with just a table and one light in another, and a third room with no windows and just a bare bulb. The three of us were completely spooked. It turns out they had a kennel ... but still! I would have been scared to have my dog there!



ASH MORSI
Keller Williams Realty

Knew a home inspector where a dead bat fell on his head. Bats in the attic snacking on a squirrel.



BRIAN SIEBEL
Compass

One of my most recent closings had a dead possum under the stairs. Listing agent had to be there. Great way to meet the neighbors. Went out the back and then two neighbors offered shovels and helped clean up.



DALLISON VEACH
The Veach Realty Group

When touring a home that was supposed to be empty, a previous tenant was in the home sitting in the dark. He remained silent when I announced myself as I opened the door. I had arrived a few minutes prior to my client and I had intended to turn on all the lights while I waited for him. When I entered the room with the tenant, I felt a presence. When I turned on the light, there he was sitting in the dark in a BarcaLounger watching me. Thankfully, my client arrived at just that time.



PIA TAYLOR
Compass

I was showing a buyer and her young son a rowhouse and we happened to be there during the open house. After chatting with the agent we headed down to the finished basement and it was immediately clear the seller was a *big* horror movie fan. Several masks on styro-foam heads, movie posters, and other "stuff." Thoroughly creeped out, we headed upstairs to check out the bedrooms. While standing in the hall, my client commented that she felt the house had really bad vibes. As soon as she said that, the door to the linen closet behind her, which had been closed, popped open! The three of us tore out of the house leaving the poor listing agent in the dust!



HANNAH WON
Pearson Smith Realty

I once showed a vacant property, only to run into a person who had been sleeping inside the home, presumably a squatter. I opened the door and heard a few noises, only to see the shadow of a figure appear towards the back of the house. I yelled for the person to leave, ran into my car, and called the listing agent who called the police. I also happened to be seven months pregnant at the time. Always knock and yell whenever you enter a home, just in case. You never know!



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▶▶ words by wade

By Wade Vander Molen

TOP 10 YouTube Facts

Every REALTOR® Needs to Know

If you have been reading my articles over the last few years, you will know I love video as a way to market yourself and your real estate business. More specifically, YouTube, as it is owned by Google and is the second largest search engine on the planet. I thought I would do a deeper dive and give you 10 great facts every Realtor should know.

1. Seventy-seven percent of adults in the U.S. say they use YouTube as a way to get information. This is compared to 68 percent who use Facebook. This makes YouTube the most used online platform in the U.S. The more great

content you have, the easier it is to be discovered and followed.

2. YouTube is killing cable TV. People are ditching cable and moving to other platforms to watch the content *they* want to watch. YouTube is 24/7, which means potential clients can be watching your content all the time. During primetime TV hours, more people are watching YouTube than the top 15 shows combined!

3. Eighty-five percent of buyers and sellers said they wanted to work with an agent who uses video in their business. Properties with video receive

around four times the engagement than homes that don't have it.

4. YouTube is owned by Google, so your videos can be indexed in Google searches along with YouTube searches.

5. Only 38 percent of Realtors use video as part of their marketing strategy and even less use YouTube, which is why it's important to have a presence where most agents don't.

6. The average YouTube watcher checks out nine channels a day. Most people don't go to YouTube to watch just one video. They hop around and

watch other related videos. Sound like you?

7. People watch more than 1 billion hours of video a day. That's a lot. Whether it is DIY home improvement projects before selling, what neighborhoods look like, or home tours of listings ... people are watching. Are you there?

8. Advertising on YouTube is very inexpensive. On a \$10 budget, each ad will cost anywhere from 10 cents to 30 cents per click. Overall, very few Realtors advertise on YouTube.

9. You can make money on YouTube. If your channel has over 1000 subscribers and 4,000-plus valid public watch hours in the last 12 months, you can qualify for their monetization

program. This means you start getting checks directly from YouTube.

10. YouTube is the most underutilized marketing platform by Realtors, for a variety of reasons. Primarily, there can be a reluctance to be on video or take the time to implement YouTube videos into an already extensive marketing program.

The statistics above show that having a presence on YouTube can get you the qualified eyes you need for your farm, niche, or where you conduct most of your business. The days of postcards are on the way out (like cable TV), and repositioning your marketing dollars and efforts to platforms like YouTube are going to be important. YouTube also allows you to leverage your marketing efforts

because you can garner video views to your real estate business 24/7.

Hopefully, these stats have been helpful and will get you to explore the great opportunity that is YouTube.



Wade Vander Molen is the director of sales/marketing for Stewart Title in the Northern Virginia/Washington, DC, 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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Dinora Chacon, Realtor, Keller Williams

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JOHN BECCI

AVANTI INSPECTIONS

PROGRESSING YOUR DEALS

►► partner spotlight

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

“Our goal is to provide a great home inspection at a reasonable cost, to be an integral part of the home buying or selling process, and to educate our clients.”

Avanti is Italian for progress, to move forward. When John Becci decided to create his own home inspection business, there was no better term in his mind that both captured his mission and background. “Our goal is to assist in the process to progress real estate deals,” says John.

To facilitate the progress of real estate deals, Avanti Inspections does a number of things to ensure their process is more efficient, effective, and beneficial for their clients. For instance, they try to have two inspectors on every inspection. As John explains, having two inspectors on every inspection ensures the inspections are completed faster, cutting down on the client’s time at inspection. In addition, the client can tour the property and ask questions of any inspector without having to run all around the home since they generally split up; the inspectors can also confer and discuss any items noted during the inspection and actually see any issues or possible issues in order to gain a better understanding or opinion.

...





John Becci's middle son, Jay, works with him at Avanti Inspections.

In addition to providing a fast, efficient, and educational experience to their clients, John says that Avanti Inspections provides a number of warranties (at no extra cost) on every inspection they complete, including a roof warranty against new leaks; mechanical coverage for plumbing, electrical and appliance; structural coverage involving home foundation; coverage on water and sewer lines; and mold protection. (Terms and limits apply.)

John's middle son, Jay Becci, works for Avanti Inspections along with his father. John and Jay make a great team and get numerous compliments from clients for their thorough work and professionalism.

Avanti Inspections is also a nod to John's Italian roots and entrepreneurial upbringing. John grew up in Vienna, VA, working with both of his grandfathers, his father, uncles, and cousins in residential and commercial construction. His Italian

At the end of the inspection, the inspector provides the client an overview of the inspection for the client via the tablets used during inspection and then sends the report to the client within hours, giving the client more time to make an informed decision about the property.

"We love our work!" says John. "A friend of mine recently pointed out to me that Avanti Inspections has a five-star review rating from our inspections. After reading a number of the reviews, I learned that people

really appreciate our professionalism, our eye for details, our willingness to make them feel comfortable and explain the home inspection to them."

"We derive great pleasure from educating our clients and REALTOR® partners about their home, future home, and home inspections in general," says John. "We are available seven days a week for whatever they need, and also provide classes for Realtors on what a home inspection includes and does not include, which has recently switched to online, due to COVID-19."



John and Jay with family dog, Aspen.

grandfather was a master stonemason and master mason, and his German grandfather was a master cabinetmaker and master carpenter.

"My entire life, I have been an entrepreneur, following in my family's footsteps," says John. "I am a people person at heart, love helping people, and believe in win-win situations. As my parents and grandparents taught me: you have to look in the mirror at yourself and like who is looking back at you. If you can do that, you will be successful."

John transitioned from construction to business and received his Bachelor of Business Administration from James Madison University with a double major in finance and accounting. He later earned his MBA from Queens University in Charlotte,

NC, with concentrations in finance and marketing.

After years of working in the corporate world, John's yearning to be his own boss became too great. He started many small businesses over the years, but eventually got into home inspections when he was given the opportunity to become a major shareholder of a home inspection company. After doing his due diligence and accepting the offer, John acquired his licensing in order to serve the DMV area. But when his partners wanted to focus on the Florida market, John wanted to remain in the DMV area, near his childhood home. Thus, Avanti Inspections was born, to specifically service the DMV area.

Avanti Inspections provides home and light commercial property

inspections, in addition to radon testing, termite (WDI/WDO) inspections, mold inspections, mold sampling, and air quality sampling.

Outside of work, John enjoys spending time with his family and friends. He also enjoys taking long walks, hikes, and communing with nature, which sometimes includes a canoe or kayak adventure. He loves to dance and enjoys most types of music, including opera, which he credits his Italian grandparents for.

To get John, Jay, and Avanti Inspection for your next home inspection, call 571-748-9591 or visit www.AvantInspections.com for more information.



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►► a cool life story

DENAE JUDD

By Chris Menezes
Photos by Ryan Corvello



Finding Power in the Past

“YOUR STRUGGLES ARE YOUR GIFTS. YOUR BACKGROUND AND LIFE EVENTS DO NOT DEFINE YOU NOR DO THEY LIMIT YOUR ABILITY TO SUCCEED,” SAYS DENAE JUDD.

For the longest time, Denae Judd, with Keller Williams Realty, believed the opposite. She believed success had to look a certain way and that it wasn’t for someone like her — a single-mom by the age of 17, two kids by 20, unable to finish college.

Denae grew up in the suburbs just south of Philadelphia, in Delaware County. She moved to Ocean City, Maryland, at age 11, after her parents divorced. Raised by a single mother, and being the only girl with three brothers, there was never any money to spare. So Denae began working at 12 years old, doing everything from passing out flyers in parking lots to scooping ice cream to ringing up groceries and waiting tables.

Finding herself a single mom at age 22 herself, living in Northern Virginia with no money, no college degree, no connections, and no self-esteem, Denae succumbed to her circumstances. She could

no longer afford to live and resigned to move back to Ocean City to get on her feet. Upon moving back, her mom’s friend convinced her to look into purchasing a home with no money down.

“This was the start of accidentally ‘flipping’ property as I worked to build a life for my boys, with the hope of getting back to Northern Virginia,” Denae explains. “Three homes and three years later, I was able to purchase an ugly home in Springfield, Virginia, and learned how to fix it up. That chain of events inspired me to get my real estate license to teach/help others with their goals, starting early on with bank-owned property and short sales to diving into renovation and design.”

Prior to jumping into real estate full-time, Denae spent a few years as a loan officer, which was where she met her now husband, Glenn. Although initially only doing it part-time, once Denae started seeing the effects she had on her clients, she became hooked.





“When I first heard the testimonies of my clients and how I was helping them change their lives, I knew this was what I was supposed to be doing,” she says.

Having experienced firsthand the life-changing effects of buying and selling real estate, Denae does not view herself as merely helping people buy or sell homes. Rather, she says, she helps people

create a change in their life that impacts their future, opening possibilities they never knew existed. “I love making that kind of impact for

people,” she says. “Much of what I advise on are things I’ve actually walked through or experienced, so I’m always sharing wisdom. I love helping clients find their vision and then helping them bring it to life. I love helping my clients see the potential in a home, showing little things you can change to make a big impact, and helping them see the potential in a home to maximize their net worth. I love helping people realize what’s possible while thinking out of the box to solve big, complex problems.”

“ I LOVE HELPING CLIENTS FIND THEIR VISION AND THEN HELPING THEM BRING IT TO LIFE. ”

“I often say real estate is a lot like people,” she continues. “It just takes that right person to see past the mess and see the potential in what it could be and bring it to life a bit. It all starts with a vision, a vision for life, for business, for home, for family. Then, it just takes someone to help empower you to see your vision through.”

While Denae has been in real estate now for 16 years, she has spent the past few years really focused on making an impact on people in a much deeper and wider way. The desire to dive deeper began building about six years ago, after she lost her younger brother. He had just passed his real estate exam and was waiting on his license to arrive when it happened. “He was supposed to come join me in real estate, and we had a goal to sell \$20 million, more than I ever had previously. So I met that goal in honor of him. Two years later, I lost another brother. From the pain, I started sharing more personally online and realized how many people struggle with their sense of self-worth,” Denae explains.



Denae Judd went from near-poverty as a young, single mom struggling with self-worth to a near-millionaire through real estate and is passionate about sharing her story to help others overcome similar obstacles and achieve their own success.

“My brothers had struggled with the same feelings. Since that time, I have spent the past few years being more focused and purposeful about sharing vulnerably, speaking, coaching. I started asking myself different questions and started to change my narrative on what success meant.”

For the longest time, Denae viewed success as an outward image of what other people were going to perceive — something that looked good to other people. “I’ve come to realize that success is inner peace and happiness,” Denae shares. “It really doesn’t look like a number on a board, and it doesn’t look like any of the monetary things you have. It’s really how you are feeling. Not just, ‘Do I Like Myself?’ but, ‘Am I at peace? Do I feel joy?’”

Part of Denae’s mission to reach people on a deeper level includes the recent launch of her new website, www.denaejudd.com, where she shares business and life advice for anyone who is interested. She

is also in the process of writing a book and has started a blog and podcast as free resources that people will be able to find on her new site as well. “I have learned it’s the stories we spend so much time hiding that are the ones that help us grow the most because others relate to them, and not enough people are willing to share them. You build trust and connection in vulnerable authenticity,” Denae says.

“Real estate took me from near poverty, as a young, non-college-educated, single teenage mom working overtime for \$9 per hour to make ends meet, to near millionaire,” she continues. “Real estate has changed the trajectory of my entire family, and now my son and stepdaughter are both REALTORS®. It is the thing in my life that connects everything else. It’s my struggle and my success story. It intertwines every area of my life, and I am passionate about sharing more of my stories to help people overcome their own obstacles to find hope and establish deeper connections with each other.”



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Just
Announced



MaxHousePrice

Win-Win Home Selling System

Tom Parmentier is the CEO and co-founder of MaxHousePrice. For many years now, Tom Parmentier has earned the respect and admiration of many in the real estate world. Tom and his long-time friend, Bryan Felder, became business partners when they launched MaxHousePrice in January 2019. MaxHousePrice all began as Tom desired to develop a new, more sensible option for when it is time to sell a home in need of pre-sale renovation. Tom wanted this option to benefit homeowners, real estate agents, and all the communities they serve.

Tom began his career in the exterior home-improvement industry. After several years, Tom made a changeover to the real estate investment world. He began as a home-buying specialist at one of the largest real estate investment companies in the area, where he worked his way up to become the COO of the company. After more than a decade with the company, Tom began to brainstorm about a new business model that could truly provide greater benefit to the entire local real estate market.

Typically, a homeowner's options would be to sell the home in need of repairs "as-is," sell to an investor, or try to manage stressful repairs on their own. Sometimes, there are even homeowners who ask their real estate agent to take over this overwhelming task. Unfortunately, these options can leave lots of money on the table and become stressful and time-consuming, and, ultimately, they may not even achieve the desired result.

With MaxHousePrice, the sensible business model and their "Win-Win

...



Tom Parmentier (right) and long-time friend Bryan Felder (left) co-founded MaxHousePrice in 2019.



The MaxHousePrice team (From left to right: Natasha Morris, Matt Hiley, Kristen Harlow, Nicole Parmentier, Mathieu Nguyen, Bryan Felder, Tom Parmentier, Rhonda Freeman, Dave Schroeder).

...

Home Selling System,” there is a solution to all these problems. With the “Win-Win Home Selling System,” MaxHousePrice helps real estate agents and their clients by paying for and managing all pre-sale renovations to a home before the home gets listed for sale. The ultimate goal is to net the homeowner more money at sale, hence their tagline, “We NET you MORE!”

How does this system really work? MaxHousePrice begins the process by discussing with the agent and their clients a list of the most reasonable renovations to be completed before the home is listed for sale. MaxHousePrice is always cognizant of, and only recommends, renovations that will yield a high return on investment. Once that scope is refined and agreed upon,

then MaxHousePrice pays for all the renovations and manages the project from start to finish. Best of all, MaxHousePrice doesn’t get paid until the home sells.

“We NET you MORE!”

What sets MaxHousePrice apart from other renovation companies? MaxHousePrice wants both the real estate agent and their client to feel like their job is a top priority for them ... because it is! MaxHousePrice keeps the real estate agent

and their client informed about the work that is taking place, gets input on the selections, updates everyone regarding the project progress, and makes sure both progress and quality are being maintained throughout the entire project. An additional advantage is that MaxHousePrice is a local, small

business that genuinely cares for those they are serving. Tom says referrals are the greatest compliment they can ever receive.

The benefits of MaxHousePrice are in the data that speaks for itself. Using the “Win-Win Home Selling System,” sellers gain, on average, an increase of \$45,856 in net proceeds at sale, the average days on market stands at just 6 days ... and, of course, higher commissions for the real estate agent.

In order to best meet the needs of real estate agents and their clients, Tom and the MaxHousePrice team continuously refine their processes. Back in 2019, Tom began the company as the only employee and he handled all of the day-to-day operations, went on all the consultations, managed the projects, and everything else in between. With all the growth and demand for MaxHousePrice, the team is growing faster than they ever could have imagined!

At MaxHousePrice, their core values — Family First, Decisive, All-In, and Lead by Example — stand as

a top priority. The MaxHousePrice construction team is now led by Dave, who brings over 30 years of construction expertise in the DMV. Matt assists Dave in day-to-day project management and helps consult on appointments. Natasha, MaxHousePrice’s client relations manager, keeps agents and their clients informed throughout the renovation process. To assist with the growing demand for consultations, Rhonda and Mathieu are there to lend a hand. Kristen assists with numerous administrative tasks and helps make parts of the process run smoothly. Last, but not least, Nicole, Tom’s wife, has been helping out behind the scenes since day 1 and is MaxHousePrice’s connections manager.

Check out MaxHousePrice’s real-time project updates on Facebook and Instagram. To learn more about their process, visit [MaxHousePrice.com](https://www.maxhouseprice.com) or call/text 703-215-2144 and they’d be happy to chat!



MaxHousePrice identifies reasonable renovations in advance of a sale that will yield a high return on investment, then pays for all the renovations and manages the project from start to finish.





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NOVA REAL PRODUCERS' 2021

Pet Contest

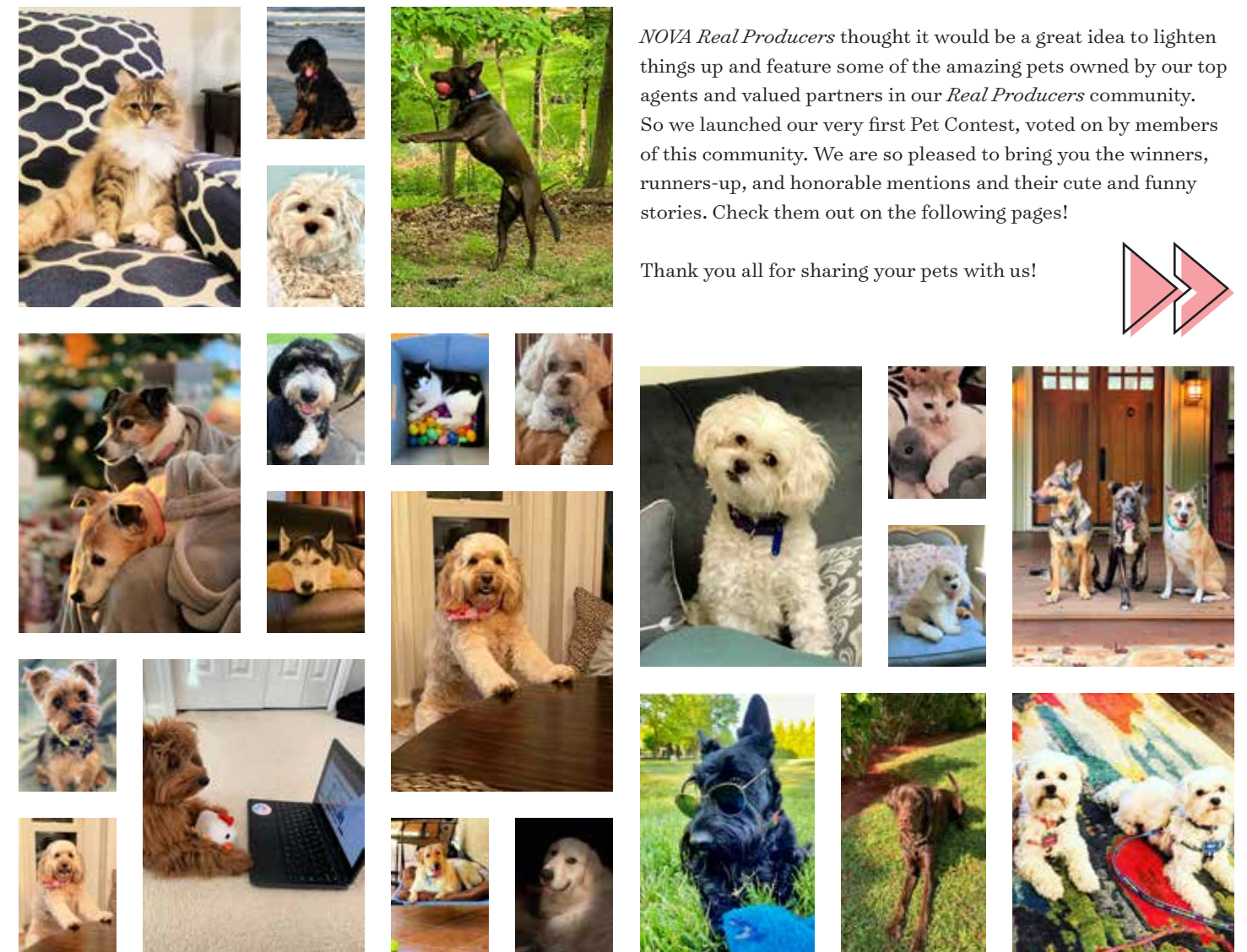
Winners & Honorable Mentions

There's one thing that almost everyone can agree on: we all love our pets. With the challenges of the last year and many people working from home, pets have become even more central to our world.

Our pets provide us with unconditional love. Every person has a unique relationship with their pets. To some of us, our pets are best friends. To others, they are like a child. But if there is one thing we all have in common, it's that our pets are precious and loved members of the family.

NOVA Real Producers thought it would be a great idea to lighten things up and feature some of the amazing pets owned by our top agents and valued partners in our *Real Producers* community. So we launched our very first Pet Contest, voted on by members of this community. We are so pleased to bring you the winners, runners-up, and honorable mentions and their cute and funny stories. Check them out on the following pages!

Thank you all for sharing your pets with us!





The Zook boys, Brayden, Landon, and Reid, with their best friend Mikey, a Red Fox Labrador Retriever.

MAN'S BEST FRIEND

In the fall of 2020, Ryan Zook began the hunt for a family dog. With three boys at home, ages 8, 10, and 12, Ryan had hopes of bringing home a “Christmas dog.” By September, Ryan found a breeder to work with, and the family officially took Mikey home in early December.

...



Ryan Zook added our Pet Contest winner, Mikey, to his family at Christmastime, 2020.

...

“Now, getting a Christmas puppy is fun for the kids, but having a puppy around a Christmas tree — not so fun,” Ryan quips. “So much so that we took the Christmas tree down on Christmas Day. She broke a handful of ornaments and tried eating the Christmas tree all day long. It was a great concept, but it was also a lot of work!”

Mischief aside (and with a puppy, there’s sure to be plenty of it), Mikey has made herself right at home in the Zook family. She is named after Ryan’s father, Mike, who passed away four years ago. So while her name leads to a bit of gender confusion, it’s special to Ryan and his family.

Mikey is a Red Fox Labrador Retriever. She has a coat similar to a Rhodesian Ridgeback — another breed that Ryan was drawn to — but the demeanor of a lab. “We originally thought about getting a Rhodesian Ridgeback, but I read that they won’t play fetch,” Ryan says. Mikey, on the other hand, will joyously play fetch all day. She hangs out with the family at baseball games, outdoor restaurants, the golf course, enjoys hiking, and was even part of one of their latest real estate videos. “My next thing is to try to get her to wake surf with me. If I can get that to happen, it’ll be awesome,” Ryan smiles.

After almost a year in the Zook household, Mikey is fitting right in. She brings unmatched joy to Ryan and his sons, always ready to play or cuddle.

“Dogs are a big responsibility, but they bring so much joy to life. They are always there. They always want to hang out and spend time. They’re always happy. The concept of man’s best friend, it’s a true statement,” Ryan explains.



A native of Fairfax, Virginia, Ryan Zook started his real estate career shortly after graduating from the University of Virginia. In 2012, he launched the Dwellus brand. Today, Ryan is the CEO of The Dwellus Group, a Keller Williams Realty team. They closed over \$110 million in 2020 and were ranked as a top 10 Virginia mega-team by RealTrends.

“Dwellus is all about the people, and we operate as a family. But we also offer a unique value proposition in that we create virtual walk-throughs, video, 3D floor plans, drones, etc., for every single property,” Ryan explains. “We also create a unique property web page for that seller.”

At home, Ryan has three sons. If he’s not traveling for their baseball games, you can find him wakeboarding, coaching, shooting photography, and exploring the magic of the world around him through travel.

Q&A with Mikey

REAL Producers: Tell me about your idea of a perfect day.

Mikey: The perfect day would be hanging out with my dad for morning coffee, going out with my brothers on a walk or to catch the yellow ball, and then an afternoon nap. Maybe Dad will feed me some steak for dinner if we go out to eat.

REAL Producers: What’s one thing that most humans just don’t get about you?

Mikey: When I come over to you, don’t be scared. Even if I don’t know you, I just want to give you a hug and play with you.

REAL Producers: What are your goals and dreams for the future?

Mikey: I want to travel with my family and explore new places ... and make some new puppy friends along the way. I’m also planning to become a service dog someday for my brother, who has Type 1 diabetes.

REAL Producers: If you could give humans one piece of advice, what would it be?

Mikey: Don’t take life too seriously. Today is another beautiful day to play!

Hudson

FIRST RUNNER-UP
2021 PET CONTEST



Owner: Annie Murphy, Cinch

Real Producers: Does your pet have any tricks or funny habits?

Annie: He plays "blanket ball." He hides his tennis balls in his blankets.

Real Producers: Does your pet's name have any significant meaning to you?

Annie: Hudson for the Hudson River. I'm from a town in NY on the Hudson.

Real Producers: What is your favorite thing to do together with your pet?

Annie: Walks. He loves to walk! We do what I call "Hudson walks," which means he dictates where we go. I love to let him explore new trails and neighborhoods and different smells.

Real Producers: What is the most rewarding thing about being a pet owner?

Annie: Just watching him grow and enjoy his little life!



SECOND RUNNERS-UP: 2021 PET CONTEST

Fifi, Sunshine, Sam & Roxy

► special feature
> pet contest

Owner: Nicole Canole,
East and Ivy

Real Producers: What do you love most about your pets?

Nicole: Our four babies are retired professional athletes and, in retirement, active blood donors. Fun fact: Greyhounds represent the bulk of blood donors because they typically have a universal blood type that any dog can receive. Fifi actually was called into the e-vet for a live transfer so she could save someone whose parents couldn't afford a transfusion from a blood bank. She's so stoic; she just stood there while they were able to do the transfer. Greyhounds are really the coolest creatures. Watching these athletes transition into house pets is one of the joys of our lives. All of their personalities are so different. They are just like people. Sam is a Velcro Dog and needs to be with people 24/7. His eyes are so soulful, you can't help but give him everything he wants (pets, treats, the bed ... literally anything); Fifi is regal and not to be bothered. She knows she is the queen and lets everyone know her requirements; kind of like Mariah Carey, total diva. Sunshine has the sweetest demeanor. She's delicate, nerdy, and funny. She's like the Jennifer Lawrence of dogs. Loves everyone and has the softest fur you just want to snuggle. Roxy ... well ... Rox is a potato. You can pick her up, put her on her back and rock her like a big baby. She will just look at you longingly

like you're the only person on the planet.

Real Producers: How do you bribe your pets (i.e., what is their favorite treat)?

Nicole: Sam ... meat and snuggles; Sunshine ... she's a good girl and actually listens. No bribery necessary; Fifi ... you have to reason with her like a human. If your sacrifice is not sufficient, she will remain in her constitution until adequately compensated. Roxy ... she just wants to be outside. So you promise her a walk and she'll do whatever you want.

Real Producers: What makes your pets special?

Nicole: Greyhounds make excellent blood donors due to the frequency of negative DEA 1.1 blood type, which can be donated to almost every single canine blood type. And temperament and disposition from their training make them very comfortable with being handled. Their lean, muscular build and prominent veins make blood collection even easier.

Real Producers: What is the naughtiest thing your pets have ever done?

Nicole: Sam broke into a Christmas present and ate chocolate-covered espresso beans one night while we were at dinner. We didn't know who did it at the time, so we had to get everyone's stomachs pumped. Needless to say, everyone was so mad at Sam as no one else had touched anything.



Fifi



Sunshine



Sam



Roxy

2021 Pet Contest

special feature
> pet contest

Honorable Mentions



Tucker

Owner: Charlet Shriner, RE/MAX Premier

Real Producers: What do you love most about your pet?

Charlet: He never leaves my side! He brings gifts to everyone — he is a laundry thief. He's a goofball and is excited about everything. He is a great little brother to his big sis. He loves to swim, pose by my real estate signs, and he can do lots of tricks to keep us amused!

Real Producers: What makes your pet special?

Charlet: He is an English Cream and almost white. His hair is flowy and his personality is so big! He's not afraid of a thing! He jumps on the boat, flies off the dock, airborne, to swim. He is a wonderful runner by my side. He is the most loyal and literally never leaves my side!

Real Producers: Do you have any funny nicknames for your pet?

Charlet: "Tuckaroo," "Tuckster," "Tucky," "Goofball."

Real Producers: What is your pet's favorite game to play or toy to play with?

Charlet: Tucker loves to swim and search for fish in the lake. He never met a sock, underwear, or bra that he didn't love to leave in the front yard!

Mistletoe

Owner: Christine Richardson, Weichert, REALTORS®

Real Producers: What do you love most about your pet?

Christine: She is 10 years old and still looks and acts like a puppy!

Real Producers: What makes your pet special?

Christine: All she wants to do is be with us. She greets us warmly whenever we come home and then just glues herself to us. We *love* that!

Real Producers: Does your pet have any tricks or funny habits?

Christine: We play a game with her every night before we go to bed

where we hide one of her favorite dog treats somewhere on the top floor of our house. She runs around sniffing for it and usually finds it in under five minutes. She loves that game and so do we!

Real Producers: Does your pet's name have any significant meaning to you?

Christine: She was a Christmas puppy in 2010 and my 12-year-old daughter picked the name Mistletoe for her.



Archie

Owner: Dilyara Daminova, Samson Properties

Real Producers: How do you bribe your pet (i.e., what is their favorite treat)?

Dilyara: Chicken sticks.

Real Producers: What makes your pet special?

Dilyara: He is a family member and best friend.

Real Producers: What is the most rewarding thing about being a pet owner?

Dilyara: You definitely get a best friend that is always loyal to you.

Real Producers: What is your pet's favorite game to play or toy to play with?

Dilyara: Lord Archibald loves to play "Catch Me If You Can"!



Lola Mae

Owners: Heather and Michael
Huling, Coldwell Banker Realty

Real Producers: Does your pet have any tricks or funny habits?
Heather and Michael: She “talks.” It’s not barking ... she makes a noise that sounds like “roar, roar, roar” to talk to you. If you don’t understand what she’s saying, she kicks her back leg out as if to file a grievance. She’s hysterical!

Real Producers: What do you love most about your pet?
Heather and Michael: She has so much personality!

She has expressions and is an excellent communicator!

Real Producers: What makes your pet special?
Heather and Michael: Her personality. She waits on the kitchen bay window every day for a squirrel or chipmunk to come to the bird feeder on the deck. She is so happy to have their company!

Real Producers: What is your pet’s favorite game to play or toy to play with?
Heather and Michael: Any stuffed toy ... she carries them around like they are her babies.



Zander

Owner: Jaime Lane, Kristin Brindley Team

Real Producers: What do you love most about your pet?
Jaime: The personality is almost human.

Real Producers: Does your pet have any tricks or funny habits?
Jaime: He comes when called (like a dog).

Real Producers: What is your favorite thing to do together with your pet?
Jaime: He loves to sleep on your lap. Will stay there for hours.

Real Producers: What is your pet’s favorite game to play or toy to play with?
Jaime: He will steal any hair tie and play zoomies with it (all night).



Charlie

Owner: Jason Richardson, Dynamic Fastener

Real Producers: What do you love most about your pet?
Jason: Her love of her family! She loves everyone but isn’t needy, and just being around us is enough. Never met a tennis ball she couldn’t catch.

Real Producers: Does your pet have any tricks or funny habits?
Jason: Catch, spin, sit, down, speak, whisper.

Real Producers: What is your pet’s favorite game to play or toy to play with?
Jason: Tennis balls and cuddles with her sister.

Real Producers: What is your favorite thing to do together with your pet?
Jason: Playing fetch!

Ron

Owner: Jeffrey Ross, Continental Automotive

Real Producers: Does your pet have any tricks or funny habits?
Jeff: He thinks he’s a dog and plays with dog squeaky toys and carries around shoes.

Real Producers: What is your pet’s favorite game to play or toy to play with?
Jeff: A squeaky cheeseburger dog toy.

Real Producers: What is the naughtiest thing your pet has ever done?
Jeff: Pulled the power button out of a very expensive gaming computer.

Real Producers: Does your pet’s name have any significant meaning to you?
Jeff: No! My kids thought it would be a funny name and, sure enough, everyone laughs at it.



Bruno

Owners: Joanne and Dave Adams, Coldwell Banker Realty

Real Producers: How do you bribe your pet (i.e., what is their favorite treat)?

JoAnne and Dave Adams: He likes cut-up apples or dried cranberries.

Real Producers: What makes your pet special?

JoAnne and Dave Adams: We adopted him from TSA. He was medically retired.

Real Producers: What makes your pet special?

JoAnne and Dave Adams: He loves being with us and smiles all the time when we take him on walks.

Real Producers: What is the naughtiest thing your pet has ever done?

JoAnne and Dave Adams: Chewed up his stuffed duck and had the cotton stuffing all over the floor. We tried to fix the duck in emergency surgery; however, that did not last.



Jaeger, Freya, and Caico

Owner: Karen Hall, At Home Real Estate

Real Producers: What do you love most about your pets?

Karen: That all three are rescues with their own different stories, not only of their lives before that we hope we have helped erase but also adventures of finding and bringing them home.

Real Producers: Do you have any funny nicknames for your pets?

Karen: “Jaegy-Bear,” “Jaegs,” “Jaeger Caics” (together), “Caiky-Do,” “Princess,” “Freyadoodle,” “Poodle,” “Freys.”

Real Producers: What is the naughtiest thing your pets have ever done?

Karen: Caico ate a client appreciation gift one time — almost an entire cherry pie. But she left the box and even bow intact.

Real Producers: What are your pets’ favorite games to play, or toys to play with?

Karen: There is this one specific stuffed bear toy, with ropes inside it, they all love above all others and we have to stay stocked up on.



Gemma

Owner: Kelly Katalinas, Fairway Independent Mortgage Corp.

Real Producers: What do you love most about your pet?

Kelly: Super affectionate, smart, and friendly.

Real Producers: How do you bribe your pet (i.e., what is their favorite treat)?

Kelly: Totally motivated by treats.

Real Producers: What is your favorite thing to do together with your pet?

Kelly: Play fetch and take walks.

Real Producers: What is your pet’s favorite game to play or toy to play with?

Kelly: She loves to steal socks and have you chase her!



Bailey

Owner: Kristina Richardson, Kristin Brindley Team

Real Producers: What makes your pet special?

Kristina: She’s become my constant companion. No matter where I am, she’s right beside me.

Real Producers: Does your pet have any tricks or funny habits?

Kristina: She delivers the mail as well as anything you want her to take to someone. Just give her the item and tell her

who to take it to and she will happily deliver it.

Real Producers: What is the naughtiest thing your pet has ever done?

Kristina: Pulls stuffing out of toys and tears up boxes.

Real Producers: What is your pet’s favorite game to play or toy to play with?

Kristina: Water bottles, babies (miniature stuffed animals), tennis balls. Favorite thing to do is swim and she will jump, dive, swim with or without her people there!





Earl

Owner: Lori Witmer-Kluge, Long & Foster Real Estate

Real Producers: Does your pet have any tricks or funny habits?
Lori: He is very smart, but common sense is *not* his forte, which makes him even more special!

Real Producers: Does your pet’s name have any significant meaning to you?
Lori: My husband wanted to name our first son Earl. I was horrified! Couldn’t imagine looking at a cute baby and calling him Earl. It’s such an adult name. So when I surprised him

with his dog that seemed like the right name.
Real Producers: What is your favorite thing to do together with your pet?
Lori: Going to the dog park and seeing him play with his select group of other dog friends.

Real Producers: What is the naughtiest thing your pet has ever done?
Lori: Laying in a mud puddle at midnight and refusing to come inside while it rained on him. He was out there for 30 minutes enjoying every raindrop.



Lucchese

Owner: Mark Laing, Berkshire Hathaway HomeServices PenFed Realty

Real Producers: What do you love most about your pet?
Mark: Full of character, loving, and simply adorable.

Real Producers: Does your pet have any tricks or funny habits?
Mark: Brings toys to you to play and sits and stares at you until you give in.

Real Producers: Does your pet’s name have any significant meaning to you?
Mark: Yes. My spouse and I met at a rodeo and we have had three Scottish Terriers, each of which has had a name to do with a rodeo. Our first was named Rodeo, second was named Levi, and our newest addition is Lucchese (“Cowboy Boots”).

Real Producers: What is your pet’s favorite game to play or toy to play with?
Mark: Playing fetch the ball or playing with his stuffed monkey toy.



Salt and Pretzel

Owner: Matt Plumer, FinancialFit Ventures

Real Producers: What do you love most about your pets?
Matt: They both run to the front door and play with each other. It truly brings us joy watching them play.

Real Producers: Do your pets have any tricks or funny habits?
Matt: Salt rocks out the tricks. He can sit, shake, roll over. Since Pretzel loves her ball, she can catch it on the bounce pretty easily.

Real Producers: Do your pets’ names have any significant meaning to you?
Matt: We named our second dog Salt after we lost our first dog, Pepper. He was a perfect addition to our family once the sadness of losing Pepper lessened. Pretzel was either going to be Cashew or Pretzel. We ultimately went with Pretzel because who doesn’t like salted pretzels? As the pandemic was proving to be around for a while, we took the opportunity to get a new puppy, Pretzel.

Real Producers: What is the most rewarding thing about being a pet owner?
Matt: Every time, without fail ... they meet you at the door. All they want is your attention and will give you all the affection you can handle, and then some. The joy these two bring each day is so rewarding.

Cosmo

Owner: Megan Fass, FASS Results LLC

Real Producers: What do you love most about your pet?
Megan: He greets us at the door every time we come home, as well as follows us and hangs out in whichever room we are in. He is more like a dog than a cat.

Real Producers: What makes your pet special?
Megan: He is hyper-allergenic yet *very* furry. Anyone who is allergic to cats isn’t bothered!

Real Producers: Does your pet have any tricks or funny habits?
Megan: 1) He likes to play and chase us around the house every night...literally running, 2) He has his own chair in our family room, 3) He sleeps upside down a lot.

Real Producers: Do you have any funny nicknames for your pet?
Megan: Our son has about 20. Here are a few: “Mushy,” “Mr. Man,” “Smoozers,” “Fluffers.”





Laddie

Owner: Melissa Shelby, Compass

Real Producers: What do you love most about your pet?

Melissa: He is love. Nothing but!

Real Producers: What makes your pet special?

Melissa: He literally looks and feels like a Gund stuffed animal. For real.

Real Producers: Does your pet’s name have any significant meaning to you?

Melissa: We have Scottish roots and family used the terms “laddie” and “lassie” growing up. Just fit!

Real Producers: What is the naughtiest thing your pet has ever done?

Melissa: After three months of no naughty puppy behavior ... surprise ... he chewed off the corners of the skirt on my *only* expensive, upholstered chair — the first thing you see when you enter my home. Oh, well. It’s just stuff.



Elphie

Owner: Nicole Demiglio, Fulcrum Properties Group

Real Producers: What do you love most about your pet?

Nicole: She is the funniest person in our family. She makes us laugh, and it’s hard to be in a bad mood around her.

Real Producers: What makes your pet special?

Nicole: She is extremely loving. If we are hugging or kissing each other, she barks to be let in on the love!

Real Producers: Does your pet have any tricks or funny habits?

Nicole: She smiles when she gets excited to see you. It is a funny, toothy grin. She also pees on only three legs. She’s a trip.

Real Producers: Does your pet’s name have any significant meaning to you?

Nicole: Yes! We are a musical theater family and she is named for the main character, Elphaba, in our favorite musical, *Wicked*.



Oliver

Owner: Nora Ahlijanian, Samson Properties

Real Producers: What do you love most about your pet?

Nora: He is the sweetest dog who came into our lives at the perfect time during COVID! What I love most is that he snuggles.

Real Producers: What makes your pet special?

Nora: Oliver is cuddly yet playful and loves to lay in the sun and play fetch.

Real Producers: Does your pet have any tricks or funny habits?

Nora: He loves ripping paper into shreds any chance he gets!

Real Producers: Do you have any funny nicknames for your pet?

Nora: “Lovebugs,” “Ollie,” “Big Dog,” “Lug.”

Harry

Owner: Peter Leonard-Morgan, Hunt Country Sotheby’s International Realty

Real Producers: How do you bribe your pet (i.e., what is their favorite treat)?

Peter: Harry’s favorite treat is some turkey meatloaf! He goes ballistic.

Real Producers: Does your pet have any tricks or funny habits?

Peter: Harry will turn on his back and wait to have his tummy rubbed.

Real Producers: Does your pet’s name have any significant meaning to you?

Peter: Harry was a rescue who had had two previous names that did not suit him, but when we adopted him, it quickly became clear he was either a Harry or a Charlie.

Real Producers: What is your favorite thing to do together with your pet?

Peter: After a walk, when we get back to our quiet road, we will take his leash off and he’ll run from one of us to the other and repeat!



Lexie and Bella

Owner: Sue Smith, Compass

Real Producers: What do you love most about your pets?

Sue: Their personalities. They are one year apart, same parents. Bella is the older sister. Their father, Tucker, was the winning dog in the Gold Cup Terrier races. These dogs are fast!

Real Producers: How do you bribe your pets (i.e., what are their favorite treats)?

Sue: They love to eat — fruit, veggies (carrots), grass, grain. They grew up on a horse property, so for a while, they thought they were horses.

Real Producers: Do your pets have any tricks or funny habits?

Sue: They are both avid hunters. My gardens are beautiful because they keep the small animals (rabbits, mice, snakes, chipmunks) off the property.

Real Producers: What are your pets’ favorite games to play, or toys to play with?

Sue: They both *love* the squeezey toys that look like animals.



Mavis

Owner: Wendy Ross, Kristin Brindley Team

Real Producers: What makes your pet special?

Wendy: She has to argue about *everything*.

Real Producers: Does your pet have any tricks or funny habits?

Wendy: She talks and has full conversations with us.

Real Producers: Does your pet’s name have any significant meaning to you?

Wendy: *Hotel Transylvania*. We love Halloween.

Real Producers: What is the naughtiest thing your pet has ever done?

Wendy: She ate our couch. Literally, the entire couch was destroyed and missing chunks.

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► marketing matters
By Todd Lebowitz

Print Marketing Is the Solution

to Digital Fatigue in Real Estate Marketing

The real estate industry is constantly evolving, and this past year has been full of changes for agents, clients, lenders, and just about everyone else. We've had to adapt to a new way of business, focused heavily on virtual home showings, online listings, and video calls.

When you can't rely on in-person meetings, those virtual methods are reliable and adaptive, allowing you to help your clients keep up with how fast the market is moving. While they have their benefits, many of us are experiencing digital fatigue after so many virtual interactions.

What Is Digital Fatigue?

Anyone can experience digital fatigue, especially after they've spent too much time "plugged in" or online. You may notice a lack of motivation, a decrease in energy, and an inability to focus on whatever is on your screen.

Digital Fatigue in Real Estate

In the real estate industry, digital fatigue can lead to fewer interested eyes on your online home listings, fewer interactions with your digital marketing and advertising, and a decrease in how effective your virtual interactions with clients are.

How to Fight Digital Fatigue

As an agent, you need your marketing to be memorable, effective, and eye-catching. If your message is getting lost in the digital landscape, it's time to make a change. To fight digital fatigue, try reaching out to your clients in a non-digital format. Consider meeting with your clients in person or talking to them on the phone. These methods allow you to connect with your clients away from a screen, limiting how much digital fatigue they may be feeling. In addition to more in-person or face-to-face interactions, it's time to re-introduce print marketing as a crucial part of your overall marketing strategy.

Use Print Marketing to Stand Out

To make sure your marketing is heard above all the digital noise, focus on more tangible marketing campaigns, like postcards, flyers, direct-mail campaigns, door hangers, and other print marketing materials.

Since print marketing is often held in someone's hand and isn't on a screen, you benefit from receiving their undivided attention while they read your marketing materials. Print marketing also has one of the highest ROI of marketing strategies and is often more memorable than digital advertisements.



With more than 25 years of experience, Todd Lebowitz is CEO and owner at My Marketing Matters, which he runs with his business partner

Ram Devaguptapu. Together, they have grown the company to be a recognized leader in real estate marketing with more than 20,000 clients locally, regionally, and nationwide.

ABOUT MY MARKETING MATTERS
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Year-End Giving

By Shauna Osborne and Elizabeth McCabe

As the year comes to a close (but before too much holiday madness descends), it is the perfect time to think about year-end giving. Particularly in the midst of a lingering pandemic, we can help those in need – important every year but now crucial for many nonprofits struggling to balance increased demand and decreased support – and, meanwhile, save on taxes. Year-end giving is a win-win!

Support Nonprofit Organizations

Charities and nonprofit organizations often rely solely on donations to fund their missions. Interestingly, half of all nonprofits in the U.S. receive the bulk of their funding during the last quarter of the year, according to Charity Navigator. Make the final months of the year count through giving; resolve to help feed the hungry, find cuddly animals new homes, or support unhoused populations ... whatever cause is near and dear to your heart.

When you do, be sure to keep a record of your donation. Taxpayers are required to have a bank record or some sort of written receipt from the charity, which has the name of the organization, the date, and the amount of the contribution. Other acceptable records include bank statements, credit card statements, or canceled checks. Even payroll deductions can be used (just keep your pay stub or W-2 wage statement).

Additionally, the 2020 CARES Act allows you to take a \$300 deduction for cash donations to qualifying organizations, which must have a charitable, educational, religious, literary, or scientific purpose and be classified by the Internal Revenue Service as tax-exempt, even if you don't itemize.



Donate Clothing and Household Items

Take time to clear out the clutter and give to others this holiday season. Do you have gently worn clothes or functional household appliances, furniture, furnishings, or electronics that you no longer use and that could benefit someone else? Why not donate them? If your charitable donation is worth \$250 or more, be sure to include a receipt (or written acknowledgment) from the charity, with a description of the items.

Don't let this holiday season pass you by without giving to those less fortunate. After all, **'tis the season to be generous!** In doing so, you will help others and help yourself when April 15 rolls around.



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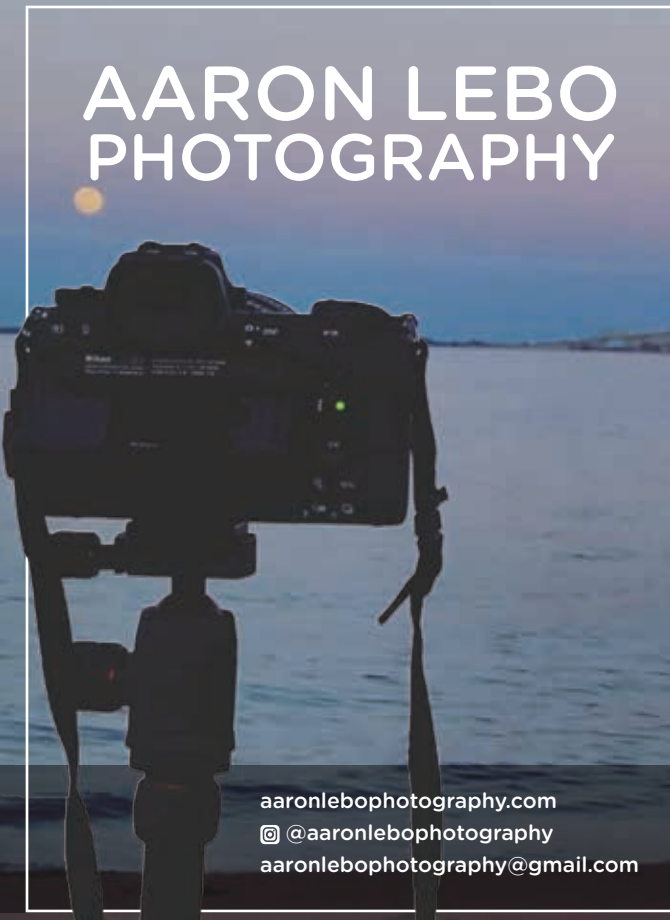
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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	194	\$125,552,504	434.5	\$289,799,456	628.5	\$415,351,968
2	Sarah A. Reynolds	Keller Williams Chantilly Ventures LLC	465	\$262,245,056	180	\$95,137,224	645	\$357,382,272
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	216.5	\$126,817,536	114.5	\$65,930,468	331	\$192,748,004
4	Debbie J Dogrul	Long & Foster Real Estate, Inc.	129.5	\$91,292,688	84.5	\$56,440,388	214	\$147,733,072
5	Phyllis G Patterson	TTR Sotheby's International Realty	65	\$66,392,140	42	\$43,962,360	107	\$110,354,504
6	Akshay Bhatnagar	Virginia Select Homes, LLC.	43	\$31,391,000	100	\$71,652,056	143	\$103,043,056
7	Jennifer L Walker	McEneaney Associates, Inc.	64.5	\$54,627,520	51.5	\$44,453,476	116	\$99,080,992
8	Sue S Goodhart	Compass	50	\$49,808,160	40	\$43,665,808	90	\$93,473,968
9	Jason Cheperdak	Samson Properties	40.5	\$25,499,320	95.5	\$61,214,972	136	\$86,714,288
10	Jean K Garrell	Keller Williams Realty	61	\$52,110,748	41.5	\$28,094,570	102.5	\$80,205,320
11	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	38.5	\$53,564,020	17	\$22,175,450	55.5	\$75,739,472
12	Daan De Raedt	RE/MAX Allegiance	59	\$40,142,400	46	\$33,076,802	105	\$73,219,202
13	Casey C Samson	Samson Properties	57	\$55,300,248	13	\$12,995,000	70	\$68,295,248
14	Cynthia Schneider	Long & Foster Real Estate, Inc.	70	\$41,968,048	33	\$24,121,864	103	\$66,089,912
15	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	106	\$62,247,152	2	\$886,350	108	\$63,133,504
16	Christopher J White	Long & Foster Real Estate, Inc.	55	\$44,223,208	22	\$17,596,950	77	\$61,820,156
17	Bic DeCaro	EXP Realty, LLC	20	\$16,672,461	62.5	\$43,823,876	82.5	\$60,496,336
18	James W Nellis II	Keller Williams Fairfax Gateway	58	\$34,370,300	48	\$26,109,856	106	\$60,480,156
19	Khalil Alexander El-Ghoul	Glass House Real Estate	33	\$27,345,440	36	\$31,183,390	69	\$58,528,832
20	Kimberly A Spear	Keller Williams Realty	42	\$25,662,156	44	\$32,842,192	86	\$58,504,352
21	Michael I Putnam	RE/MAX Executives	40.5	\$20,655,650	64	\$37,514,232	104.5	\$58,169,884
22	Barbara G Beckwith	McEneaney Associates, Inc.	20.5	\$40,655,000	11	\$17,155,600	31.5	\$57,810,600
23	Raymond A Gernhart	RE/MAX Executives	34.5	\$25,025,462	45	\$30,166,058	79.5	\$55,191,520
24	Patricia E Stack	Weichert, Realtors	39.5	\$42,173,164	11.5	\$12,230,375	51	\$54,403,540
25	Kay Houghton	KW Metro Center	53	\$25,224,700	46	\$28,300,900	99	\$53,525,600
26	Nikki Lagouros	Property Collective	31	\$17,421,250	67.5	\$36,036,332	98.5	\$53,457,580
27	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	29.5	\$29,106,500	26	\$23,496,876	55.5	\$52,603,376
28	Steven C Wydler	Compass	22	\$31,397,000	13	\$19,667,110	35	\$51,064,112
29	Bruce A Tyburski	RE/MAX Executives	34	\$26,218,422	33.5	\$24,253,280	67.5	\$50,471,700
30	Laura C Mensing	Long & Foster Real Estate, Inc.	20.5	\$26,726,020	21	\$23,137,750	41.5	\$49,863,768
31	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	27	\$15,506,400	61	\$34,107,900	88	\$49,614,300
32	Timothy D Pierson	KW United	20	\$16,746,400	37	\$30,384,200	57	\$47,130,600
33	Erin K Jones	KW Metro Center	38.5	\$19,799,028	43.5	\$25,422,300	82	\$45,221,328
34	Victoria (Tori) McKinney	KW Metro Center	26	\$21,183,004	29	\$23,745,652	55	\$44,928,656

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Tom Francis	Keller Williams Realty	22	\$36,618,352	9	\$7,855,000	31	\$44,473,352
36	Irina Babb	RE/MAX Allegiance	49	\$34,677,592	10	\$8,602,520	59	\$43,280,112
37	Sherif Abdalla	Compass	19	\$25,641,900	7	\$17,205,750	26	\$42,847,648
38	Diane V Lewis	Washington Fine Properties, LLC	18	\$25,396,300	10.5	\$16,720,250	28.5	\$42,116,552
39	Kendell A Walker	Redfin Corporation	27	\$15,067,427	39	\$26,393,058	66	\$41,460,484
40	Paul Thistle	Take 2 Real Estate LLC	43	\$25,599,600	24	\$15,162,150	67	\$40,761,752
41	Nathan Daniel Johnson	Keller Williams Capital Properties	44.5	\$22,853,272	34.5	\$17,882,610	79	\$40,735,880
42	Venugopal Ravva	Maram Realty, LLC	9	\$5,261,050	58	\$35,341,616	67	\$40,602,664
43	Megan Buckley Fass	FASS Results, LLC.	18	\$20,942,068	16.5	\$19,344,050	34.5	\$40,286,120
44	Eve M Weber	Long & Foster Real Estate, Inc.	35	\$32,329,000	13	\$7,840,600	48	\$40,169,600
45	Lisa Dubois-Headley	RE/MAX West End	34	\$26,607,536	13.5	\$13,438,985	47.5	\$40,046,520
46	Michelle A Sagatov	Washington Fine Properties	11	\$15,465,000	16.5	\$24,386,120	27.5	\$39,851,120
47	Jennifer H Thornett	Washington Fine Properties, LLC	11.5	\$27,065,000	8.5	\$12,662,200	20	\$39,727,200
48	Anthony H Lam	Redfin Corporation	19	\$14,263,850	35	\$25,455,280	54	\$39,719,128
49	Dinh D Pham	Fairfax Realty Select	18	\$9,767,700	55.5	\$29,748,900	73.5	\$39,516,600
50	Josh Dukes	KW Metro Center	28.5	\$16,521,440	45	\$22,942,376	73.5	\$39,463,816
51	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	10.5	\$22,579,000	10	\$16,600,000	20.5	\$39,179,000
52	Mercy F Lugo-Struthers	Casals, Realtors	10.5	\$5,384,080	79.5	\$33,767,632	90	\$39,151,712
53	Ryan Rice	Keller Williams Capital Properties	29	\$20,587,380	27.5	\$18,151,130	56.5	\$38,738,512
54	Gitte Long	Redfin Corporation	55	\$30,941,260	10	\$7,786,000	65	\$38,727,260
55	Debbie P Kent	Cottage Street Realty LLC	59	\$37,712,072	1	\$1,000,000	60	\$38,712,072
56	Lenwood A Johnson	Keller Williams Realty	56	\$29,430,136	17	\$9,268,500	73	\$38,698,636
57	Kristina S Walker	KW United	23	\$15,717,500	32.5	\$22,883,616	55.5	\$38,601,116
58	Piper Gioia Yerks	Washington Fine Properties, LLC	9	\$25,875,296	5	\$12,680,000	14	\$38,555,296
59	Damon A Nicholas	Coldwell Banker Realty	29	\$19,659,032	28	\$17,330,692	57	\$36,989,724
60	Marianne K Prendergast	Washington Fine Properties, LLC	12.5	\$19,713,778	9.5	\$17,200,700	22	\$36,914,476
61	Joan M Reimann	McEneaney Associates, Inc.	20.5	\$20,544,500	17	\$15,490,500	37.5	\$36,035,000
62	Margaret J Czapiewski	Keller Williams Realty	48	\$25,306,952	19.5	\$10,727,550	67.5	\$36,034,504
63	Irene M deLeon	Redfin Corporation	57	\$31,948,700	6	\$4,034,651	63	\$35,983,352
64	Lilian Jorgenson	Long & Foster Real Estate, Inc.	21.5	\$33,549,000	3	\$2,109,999	24.5	\$35,659,000
65	Jillian Keck Hogan	McEneaney Associates, Inc.	21.5	\$17,972,450	21	\$17,631,938	42.5	\$35,604,388
66	Rheema H Ziadeh	Redfin Corporation	53	\$31,082,562	6	\$4,356,000	59	\$35,438,560
67	Kristen K Jones	McEneaney Associates, Inc.	14	\$18,519,500	10	\$16,898,900	24	\$35,418,400
68	Laura R Schwartz	McEneaney Associates, Inc.	19	\$15,154,333	20	\$20,114,120	39	\$35,268,456

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
69	Martin K Alloy	SM Brokerage, LLC	39	\$21,417,356	24	\$13,330,490	63	\$34,747,848
70	Joan Stansfield	Keller Williams Realty	22.5	\$17,693,800	19	\$16,917,406	41.5	\$34,611,208
71	Jill Judge	Samson Properties	14.5	\$11,734,800	35	\$22,190,100	49.5	\$33,924,900
72	Lauren A Bishop	McEneaney Associates, Inc.	10.5	\$15,450,000	11	\$18,432,500	21.5	\$33,882,500
73	David L Smith	Coldwell Banker Realty	6	\$3,623,000	36.5	\$30,037,616	42.5	\$33,660,616
74	Lisa T Smith	Pearson Smith Realty, LLC	36	\$26,426,000	9	\$7,043,740	45	\$33,469,740
75	Jack D Work	RE/MAX Allegiance	23	\$16,228,080	23	\$17,139,059	46	\$33,367,140
76	Abuzar Waleed	RE/MAX Executives LLC	28.5	\$14,675,673	39	\$18,357,000	67.5	\$33,032,672
77	Sridhar Vemuru	Aragami, LLC	10	\$5,470,800	35	\$27,389,260	45	\$32,860,060
78	Viktorija Piano	Keller Williams Realty	23	\$22,487,550	9	\$9,791,999	32	\$32,279,548
79	Lizzie A Helmig	KW United	18	\$7,562,650	47	\$24,473,422	65	\$32,036,072
80	Christopher Craddock	EXP Realty, LLC	45.5	\$17,983,756	26.5	\$14,040,586	72	\$32,024,340
81	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	7	\$3,967,800	39	\$27,940,226	46	\$31,908,026
82	Robert T Ferguson Jr.	RE/MAX Allegiance	20	\$15,615,300	22	\$15,979,100	42	\$31,594,400
83	William B Prendergast	Washington Fine Properties, LLC	11.5	\$14,983,778	10.5	\$16,592,700	22	\$31,576,478
84	Kristin M Francis	KW Metro Center	27	\$18,252,650	19.5	\$13,256,325	46.5	\$31,508,976
85	Angela Allison	Houwzer, LLC	39	\$30,904,680	1	\$575,000	40	\$31,479,680
86	Elizabeth Kline	RE/MAX 100	31.5	\$20,731,328	16.5	\$10,523,505	48	\$31,254,832
87	Paramjit K Bhamrah	Redfin Corporation	46	\$29,292,948	2	\$1,615,000	48	\$30,907,948

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
88	Betsy A Twigg	McEneaney Associates, Inc.	23	\$25,361,920	7	\$5,523,000	30	\$30,884,920
89	Scott A MacDonald	RE/MAX Gateway, LLC	39.5	\$26,303,968	5	\$4,482,500	44.5	\$30,786,468
90	Shaun Murphy	Compass	14	\$8,481,025	25	\$22,273,316	39	\$30,754,340
91	Roy Kohn	Redfin Corporation	47	\$28,923,650	2	\$1,785,000	49	\$30,708,650
92	Eli Tucker	RLAH Real Estate	23	\$19,979,150	10.5	\$10,683,973	33.5	\$30,663,124
93	Lauryn E Eadie	Keller Williams Realty	20	\$12,154,300	26	\$18,478,416	46	\$30,632,716
94	Sri H Meka	Franklin Realty LLC	17	\$12,691,700	23	\$17,673,440	40	\$30,365,140
95	William F Hoffman	Keller Williams Realty	13.5	\$19,851,550	9	\$10,218,900	22.5	\$30,070,450
96	Katharine R Christo-fides	Century 21 New Millennium	9.5	\$7,668,150	33.5	\$22,301,536	43	\$29,969,688
97	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	13	\$20,434,284	7	\$9,313,930	20	\$29,748,216
98	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	16.5	\$25,614,400	2	\$3,970,000	18.5	\$29,584,400
99	Janet A Callander	Weichert, Realtors	16.5	\$16,142,178	16	\$13,437,181	32.5	\$29,579,360
100	Blake Davenport	RLAH Real Estate	2	\$1,021,750	43.5	\$28,483,324	45.5	\$29,505,076
101	Jeremy G Browne	TTR Sotheby's International Realty	19	\$14,885,800	14.5	\$14,549,800	33.5	\$29,435,600
102	Christina M O'Donnell	RE/MAX West End	14	\$13,611,628	16.5	\$15,818,930	30.5	\$29,430,558
103	Brian D MacMahon	Redfin Corporation	14	\$8,359,400	35	\$20,940,700	49	\$29,300,100
104	Deyi S Awadallah	D.S.A. Properties & Investments LLC	53	\$29,199,760	0	\$0	53	\$29,199,760
105	Elizabeth W Conroy	Keller Williams Realty	15	\$17,089,500	7	\$11,972,388	22	\$29,061,888
106	Dilyara Daminova	Samson Properties	13	\$5,152,900	52	\$23,829,100	65	\$28,982,000
107	Benjamin D Heisler	Pearson Smith Realty, LLC	29	\$18,452,476	15	\$10,482,993	44	\$28,935,468
108	David A Moya	KW Metro Center	16	\$13,674,050	15	\$15,175,500	31	\$28,849,550
109	Lyssa B Seward	TTR Sotheby's International Realty	17.5	\$16,592,542	15	\$12,225,560	32.5	\$28,818,102
110	Danielle C Carter	Redfin Corporation	57	\$27,309,448	3	\$1,415,000	60	\$28,724,448
111	Branden L Woodbury	Redfin Corporation	54	\$25,206,598	7	\$3,514,900	61	\$28,721,498
112	Candee Currie	Redfin Corporation	29	\$22,155,218	6	\$6,521,900	35	\$28,677,118
113	Matias Leiva	Keller Williams Chantilly Ventures LLC	34	\$24,375,900	4	\$4,257,500	38	\$28,633,400
114	Cathy V Poungmalai	Frankly Real Estate Inc.	34	\$21,573,276	8	\$6,806,000	42	\$28,379,276
115	Yony Kifle	KW Metro Center	11	\$4,376,659	54.5	\$23,858,150	65.5	\$28,234,808
116	Ashraf Morsi	Keller Williams Realty	17	\$13,630,756	19	\$14,401,426	36	\$28,032,182
117	Maria E Fernandez	Compass	8.5	\$6,026,000	27	\$21,995,000	35.5	\$28,021,000
118	Aarti Sood	Redfin Corporation	7	\$4,245,000	36	\$23,694,750	43	\$27,939,750
119	Karen E Close	Century 21 New Millennium	14.5	\$16,836,000	8	\$10,902,639	22.5	\$27,738,640
120	Scott C Shawkey	Keller Williams Realty	14	\$24,298,750	4	\$3,216,000	18	\$27,514,750
121	Karen A Briscoe	Keller Williams Realty	17	\$19,127,250	9.5	\$8,382,500	26.5	\$27,509,750

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
122	Dean P Yeonas	Yeonas & Shafran Real Estate, LLC	6	\$14,234,230	8	\$13,190,000	14	\$27,424,230
123	Katherine D Colville	Century 21 Redwood Realty	24	\$13,825,740	23.5	\$13,596,245	47.5	\$27,421,984
124	Deborah D Shapiro	TTR Sothebys International Realty	9	\$15,931,500	6.5	\$11,482,500	15.5	\$27,414,000
125	Patricia Ammann	Redfin Corporation	8	\$4,499,400	26	\$22,890,020	34	\$27,389,420
126	Ana Lucia Ron	ANR Realty, LLC	87	\$27,355,404	0	\$0	87	\$27,355,404
127	Nikki Nabi	Samson Properties	15.5	\$10,751,400	14	\$16,370,692	29.5	\$27,122,092
128	Carolyn A Young	RE/MAX Premier	24	\$16,755,368	17	\$10,204,585	41	\$26,959,952
129	Elizabeth L Kovalak	Keller Williams Realty	19	\$14,363,150	16	\$12,543,731	35	\$26,906,880
130	Angel Arturo Cruz Jr.	Keller Williams Realty	11	\$6,401,000	31	\$20,317,783	42	\$26,718,783
131	Rajesh Cheruku	Ikon Realty - Ashburn	11	\$6,409,500	31	\$20,226,900	42	\$26,636,400
132	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	8	\$10,841,500	12	\$15,725,000	20	\$26,566,500
133	Micah A Corder	Washington Fine Properties, LLC	9.5	\$19,096,000	5	\$7,469,750	14.5	\$26,565,750
134	Thomas R Moffett Jr.	Redfin Corporation	33	\$19,687,450	11	\$6,712,800	44	\$26,400,250
135	Lex Lianos	Compass	17	\$10,693,357	17	\$15,671,352	34	\$26,364,708
136	Michael McConnell	Redfin Corporation	25	\$12,533,500	20	\$13,710,576	45	\$26,244,076
137	Jon B DeHart	Keller Williams Realty	19	\$13,360,500	19	\$12,844,400	38	\$26,204,900
138	Keith K Howard	Keller Williams Realty	22	\$18,009,300	9	\$8,100,900	31	\$26,110,200
139	Roberto R Roncales	Keller Williams Realty	33	\$20,097,500	11	\$5,977,000	44	\$26,074,500
140	Robert W Caines	RE/MAX Distinctive Real Estate, Inc.	33	\$22,183,494	4.5	\$3,853,499	37.5	\$26,036,992
141	Phillip B Brown	Property Collective	15	\$8,790,635	31.5	\$17,204,250	46.5	\$25,994,884
142	James P Andors	Keller Williams Realty	11	\$10,671,252	17	\$15,323,200	28	\$25,994,452
143	Heather E Heppe	RE/MAX Distinctive Real Estate, Inc.	28	\$21,534,760	5	\$4,352,881	33	\$25,887,640
144	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	20	\$9,554,850	31	\$16,306,851	51	\$25,861,700
145	Sarah Harrington	Long & Foster Real Estate, Inc.	16.5	\$14,964,510	14	\$10,813,900	30.5	\$25,778,410
146	Jin Chen	Pearson Smith Realty, LLC	24	\$16,007,000	15	\$9,578,025	39	\$25,585,024
147	Linh T Aquino	Redfin Corporation	43.5	\$21,612,100	7	\$3,883,000	50.5	\$25,495,100
148	Tanya R Johnson	Keller Williams Realty	26	\$17,589,900	11.5	\$7,904,990	37.5	\$25,494,890
149	Jessica S Richardson	Compass	10	\$11,441,040	14	\$13,967,440	24	\$25,408,480
150	Heeran Lee	NewStar 1st Realty, LLC	20	\$11,568,400	21	\$13,729,603	41	\$25,298,004
151	Albert D Pasquali	Redfin Corporation	7	\$4,529,000	28	\$20,606,990	35	\$25,135,990
152	Steven J Watson	Pearson Smith Realty, LLC	12	\$23,137,910	2	\$1,952,000	14	\$25,089,910
153	Gregory A Wells	Keller Williams Realty	22	\$17,633,026	8	\$7,419,900	30	\$25,052,926
154	Manuwa S Eligwe	KW Metro Center	14	\$6,456,000	36	\$18,487,024	50	\$24,943,024
155	Andrew J Biggers	KW United	14.5	\$12,404,815	16.5	\$12,440,718	31	\$24,845,532

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156	Sreedhar Maram	Maram Realty, LLC	7	\$4,761,002	31	\$20,055,250	38	\$24,816,252
157	Brittany Lambrechts Camacho	Century 21 Redwood Realty	17	\$10,151,480	21	\$14,500,801	38	\$24,652,280
158	Ellen F Patrick	Compass	14.5	\$13,345,150	12.5	\$11,211,611	27	\$24,556,760
159	Charlet H Shriner	RE/MAX Premier	19	\$10,726,961	21.5	\$13,799,909	40.5	\$24,526,870
160	Anna Vidal	Keller Williams Realty	29.5	\$13,558,002	20	\$10,965,765	49.5	\$24,523,768
161	John Eric	Compass	9	\$10,868,750	5	\$13,421,430	14	\$24,290,180
162	Jonathan J Fox	Compass	16	\$12,473,000	15	\$11,802,018	31	\$24,275,018
163	Kamal Parakh	Customer Realty LLC	15	\$7,436,067	29	\$16,702,416	44	\$24,138,484
164	Sheri F Allen	Weichert, Realtors	32	\$18,626,900	10	\$5,299,800	42	\$23,926,700
165	Kyung H Soung	Realty One Group Capital Properties	13.5	\$12,026,000	17	\$11,854,340	30.5	\$23,880,340
166	Katie E Wethman	Keller Williams Realty	13.5	\$7,892,264	21.5	\$15,924,980	35	\$23,817,244
167	Kelly K. Ettrich	Century 21 Redwood Realty	15	\$9,604,500	18	\$14,194,990	33	\$23,799,490
168	Wes W Stearns	M. O. Wilson Properties	29	\$16,891,332	11	\$6,771,500	40	\$23,662,832
169	Beth C Anspach	Pearson Smith Realty, LLC	15	\$14,070,000	9	\$9,491,860	24	\$23,561,860
170	Ashley C Leigh	Linton Hall Realtors	37.5	\$22,816,090	2	\$680,000	39.5	\$23,496,090
171	Pamela A Yerks	Washington Fine Properties, LLC	7.5	\$21,145,296	1	\$2,350,000	8.5	\$23,495,296
172	Ahmad T Ayub	Redfin Corporation	9	\$5,130,100	33	\$18,287,800	42	\$23,417,900
173	David Cabo	Keller Williams Realty	14	\$14,878,390	8	\$8,536,500	22	\$23,414,890
174	Heidi F Robbins	William G. Buck & Assoc., Inc.	10	\$8,445,075	17	\$14,964,900	27	\$23,409,976
175	Christopher L Kroll	Houwzer, LLC	28	\$22,464,400	1	\$940,000	29	\$23,404,400

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
176	Andrew Musser	KW United	14	\$12,374,000	13.5	\$11,021,107	27.5	\$23,395,108
177	Claudia V Cornejo	Fairfax Realty of Tysons	15	\$5,175,250	51	\$18,031,696	66	\$23,206,944
178	Viktar Kutsevich	Samson Properties	13	\$8,417,500	22	\$14,695,521	35	\$23,113,020
179	Laura M Sacher	Compass	9	\$8,342,500	19.5	\$14,753,400	28.5	\$23,095,900
180	Lisa E Thompson	Hunt Country Sotheby's International Realty	11	\$16,383,930	5	\$6,674,630	16	\$23,058,560
181	Dina R Gorrell	Redfin Corporation	40	\$22,553,142	2	\$485,000	42	\$23,038,142
182	Conor Sullivan	KW Metro Center	15.5	\$14,404,250	8	\$8,598,200	23.5	\$23,002,450
183	Andrea M Hayes	Living Realty, LLC.	25.5	\$12,842,250	15	\$10,099,400	40.5	\$22,941,650
184	To-Tam Le	Redfin Corporation	10	\$6,592,270	25	\$16,208,742	35	\$22,801,012
185	Mayura G Gupte	Realty2U Inc.	11	\$9,077,000	18	\$13,722,450	29	\$22,799,450
186	Christine G Richardson	Weichert Company of Virginia	19	\$13,679,160	14.5	\$9,046,800	33.5	\$22,725,960
187	Dustin M Fox	Pearson Smith Realty, LLC	17.5	\$11,696,500	16	\$10,945,350	33.5	\$22,641,850
188	Victoria R Ro	Pearson Smith Realty, LLC	11	\$8,724,958	17	\$13,806,711	28	\$22,531,668
189	Jennifer Mack	Pearson Smith Realty, LLC	14	\$8,401,252	17	\$14,045,725	31	\$22,446,976
190	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	21	\$17,039,770	7	\$5,368,500	28	\$22,408,270
191	Natalie H McArtor	Long & Foster Real Estate, Inc.	25	\$16,926,100	11	\$5,461,546	36	\$22,387,648
192	Sue G Smith	Compass	20	\$13,561,151	11	\$8,794,801	31	\$22,355,952
193	Mara D Gemond	Redfin Corporation	13	\$10,068,544	15	\$12,224,533	28	\$22,293,076
194	Gail Romansky	Pearson Smith Realty, LLC	19	\$16,483,622	6	\$5,712,900	25	\$22,196,522
195	Kara Chaffin Donofrio	Long & Foster Real Estate, Inc.	10.5	\$9,538,000	12	\$12,622,000	22.5	\$22,160,000

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
196	Robert J Chevez II	Keller Williams Realty	35.5	\$22,084,050	0	\$0	35.5	\$22,084,050
197	Abel Aquino	Redfin Corporation	39	\$20,405,500	4	\$1,664,999	43	\$22,070,498
198	Nancy Sorensen - Willson	Long & Foster Real Estate, Inc.	14.5	\$12,956,750	12	\$8,954,090	26.5	\$21,910,840
199	Jay A D'Alessandro	Long & Foster Real Estate, Inc.	28.5	\$21,878,914	0	\$0	28.5	\$21,878,914
200	Ann A Duff	McEneaney Associates, Inc.	11	\$10,229,500	7	\$11,583,000	18	\$21,812,500
201	George S Koutsoukos	Long & Foster Real Estate, Inc.	13	\$14,138,960	6	\$7,645,661	19	\$21,784,620
202	Diane P Schline	Century 21 Redwood Realty	10.5	\$10,171,600	10	\$11,463,700	20.5	\$21,635,300
203	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	20	\$17,275,400	7	\$4,308,069	27	\$21,583,468
204	Mark R Sirianni	Compass	8	\$15,842,070	5	\$5,640,000	13	\$21,482,070
205	Fouad Talout	Long & Foster Real Estate, Inc.	6	\$10,983,500	7	\$10,429,500	13	\$21,413,000
206	Keith A Lombardi	Redfin Corporation	12	\$7,020,300	25	\$14,374,000	37	\$21,394,300
207	Jamie Petrik	Long & Foster Real Estate, Inc.	27.5	\$21,380,964	0	\$0	27.5	\$21,380,964
208	Mansoor Dar	Keller Williams Realty	6	\$11,170,000	10	\$10,179,000	16	\$21,349,000
209	Benjamin J Grouby	Redfin Corporation	26	\$14,687,100	9	\$6,457,512	35	\$21,144,612
210	Matthew R Elliott	Keller Williams Realty	22.5	\$13,542,988	12	\$7,590,499	34.5	\$21,133,488
211	Cheryl H Wood	Redfin Corporation	5	\$4,827,000	20	\$16,287,150	25	\$21,114,150
212	Jacob Smith Hamilton	KW Metro Center	16	\$10,474,641	18	\$10,607,539	34	\$21,082,180
213	Tony O Yeh	United Realty, Inc.	12.5	\$6,734,099	18	\$14,301,000	30.5	\$21,035,100
214	Mary Ashley Zimmermann	Compass	13.5	\$11,660,000	11.5	\$9,349,639	25	\$21,009,640
215	Alexander J Bracke	Pearson Smith Realty, LLC	20	\$11,492,168	15	\$9,509,000	35	\$21,001,168

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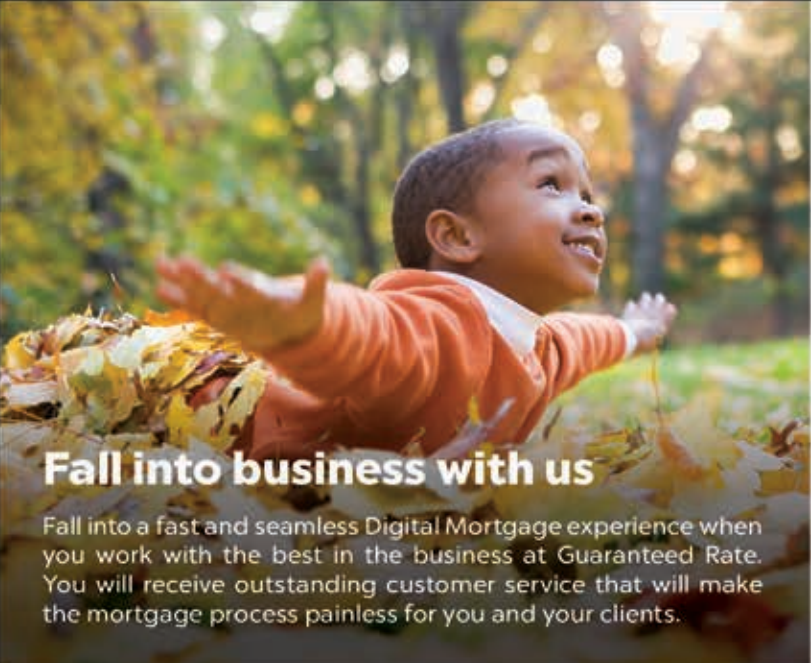
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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
216	Kevin E LaRue	Century 21 Redwood Realty	18	\$13,591,840	8	\$7,340,056	26	\$20,931,896
217	Danielle Wateridge	Berkshire Hathaway HomeServices PenFed Realty	15	\$9,740,900	15	\$11,173,000	30	\$20,913,900
218	Leah Knight	Long & Foster Real Estate, Inc.	10	\$5,955,625	23	\$14,889,840	33	\$20,845,464
219	Sandra Shimon	Redfin Corporation	17	\$9,124,490	19	\$11,662,400	36	\$20,786,890
220	Frank J Schofield	Summit Realtors	6	\$3,520,250	24.5	\$17,191,150	30.5	\$20,711,400
221	Susan Tull O'Reilly	McEneaney Associates, Inc.	10	\$9,595,000	14	\$11,022,021	24	\$20,617,020
222	Ashton A Vessali	Compass	17	\$15,142,900	7	\$5,472,000	24	\$20,614,900
223	Ruth Boyer O'Dea	TTR Sotheby's International Realty	8.5	\$13,304,500	6	\$7,215,000	14.5	\$20,519,500
224	Ruijing F Hurwitz	Keller Williams Realty	8	\$5,727,100	21	\$14,724,800	29	\$20,451,900
225	Brad Kiger	KW Metro Center	24.5	\$13,630,200	11.5	\$6,795,300	36	\$20,425,500
226	Lorene Shafran	Yeonas & Shafran Real Estate, LLC	5.5	\$9,601,320	6	\$10,729,790	11.5	\$20,331,110
227	Murugesan Vijayanand	Coldwell Banker Realty	3	\$2,331,000	26	\$17,982,480	29	\$20,313,480
228	George M Mrad	KW Metro Center	12.5	\$13,897,270	4.5	\$6,391,130	17	\$20,288,400
229	Pia Taylor	Compass	12	\$7,005,100	18	\$13,223,429	30	\$20,228,528
230	Brad C Kintz	Long & Foster Real Estate, Inc.	36	\$16,573,705	7	\$3,604,800	43	\$20,178,504
231	Juliet Mayers	Keller Williams Realty/Lee Beaver & Assoc.	23.5	\$13,006,996	12.5	\$7,164,775	36	\$20,171,772
232	Janet Pearson	Pearson Smith Realty, LLC	23	\$20,091,680	0	\$0	23	\$20,091,680
233	Cheryl L Hanback	Redfin Corporation	3	\$2,732,500	23	\$17,346,900	26	\$20,079,400
234	Natalie U Roy	KW Metro Center	10	\$8,541,550	11	\$11,399,000	21	\$19,940,550
235	Coral M Gundlach	Compass	9	\$6,639,688	12	\$13,126,500	21	\$19,766,188

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
236	Jean T Beatty	McEneaney Associates, Inc.	9	\$9,922,000	10	\$9,787,700	19	\$19,709,700
237	Julia Rice	KW United	1.5	\$591,000	24.5	\$19,046,972	26	\$19,637,972
238	Danilo D Bogdanovic	Redfin Corporation	29	\$16,018,900	5	\$3,605,500	34	\$19,624,400
239	Michael Gallagher	Redfin Corporation	32.5	\$18,797,916	1	\$783,000	33.5	\$19,580,916
240	Megan E Duke	Keller Williams Realty	11.5	\$10,432,199	9.5	\$9,142,500	21	\$19,574,700
241	Tolga M Alper	Keller Williams Realty	18	\$11,005,900	15	\$8,550,900	33	\$19,556,800
242	Daniel MacDonald	TTR Sotheby's International Realty	14.5	\$14,583,500	4	\$4,886,000	18.5	\$19,469,500
243	Angela M Kaiser	Redfin Corporation	9.5	\$5,362,500	18	\$14,104,900	27.5	\$19,467,400
244	Ashley H Tauzier	Berkshire Hathaway HomeServices PenFed Realty	10	\$6,452,000	24	\$13,012,514	34	\$19,464,514
245	Ann E Romer	Weichert, Realtors	14	\$11,866,400	8	\$7,586,800	22	\$19,453,200
246	LeAnne C Anies	Property Collective	24	\$13,238,350	10	\$6,199,140	34	\$19,437,490
247	Deliea F Roebuck	Berkshire Hathaway HomeServices Pen-Fed Realty	21	\$14,065,406	11	\$5,303,700	32	\$19,369,106
248	William S Gaskins	KW United	14	\$11,102,315	9	\$8,259,655	23	\$19,361,970
249	Gina M Tufano	Keller Williams Realty	16.5	\$11,592,500	10	\$7,683,560	26.5	\$19,276,060
250	Kathryn R Loughney	Compass	9	\$6,296,500	16	\$12,951,950	25	\$19,248,450

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