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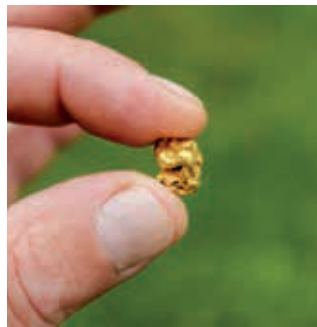
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MANNY MALHOTRA

Senior Vice President of Residential Lending
Reston, VA
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A NOTE FROM THE PUBLISHER

Dear NOVA Real Producers,

We were so fortunate to be able to throw four events in four months (April-July), coming out of quarantine. Check out the photos of our July event at Topgolf on pg 48!

Throughout COVID, we threw mini masterminds that were a hit. We decided, after surveying the community, to start doing magazine release celebrations — smaller events every other month to celebrate that month's features! The first one will be held on October 20th.



Our next big joint event, with the *DC Metro Real Producers* community, will be on November 14th. Save the date!

Gathering this group of highly successful, dedicated, great humans together is a joy that we are grateful for. Everything we do is through the lens of Connecting, Informing, Inspiring, and Elevating this community. Our industry partners are only by referral from our Real Producers. They are the reason our events, being featured, and our publication are free to the elite, top 500 producers in our service area. We highly recommend these partners to the Real Producers. They are dedicated to the level of service Real Producers need on their team.

Our Realtor®-Partner Platform

We have also been busy working on fine-tuning our preferred partner list. These businesses support *NOVA Real Producers* in an array of different ways. I have gotten some great feedback from agents and partners about the relationships formed from our *Real Producers* platform. They've shared that it has provided more opportunities and different ways to close more deals. Please check out our excellent and valued industry partners on our Preferred Partners Index on page 6. They are here to help in any way possible and

are looking forward to meeting you in the near future!

The last four events have been magical, as our Real Producers have missed *each other* and ... well ... PEOPLE! I heard so many times, "We have done several deals together and had never met!" That always makes my heart sing. I've also witnessed partners who have been serving REALTORS® for years meet for the first time, and connect on another level.

Thank you all for being an inspiration to the entire real estate community. This group raises the bar simply by how they conduct themselves. See you soon!!!

With Gratitude,



Kristin Brindley

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►► we ask...you tell!

What was the first major thing you bought with your own money?



IAN MCVEIGH
Samson Properties
Car.



MEGHAN WASINGER
Wasinger & Co Properties
Cruise tickets for my whole family and cash for a new car.



RAJ TAMANG
Green Valley Custom Builders
Car when I was in college working part-time.



PAUL THISTLE
Take 2 Real Estate
I was playing in a band and making good money in college so I purchased a car that I really wanted — a Honda Civic Si with a 5-speed manual and a kick-ass stereo system.



KRISTIE ZIMMERMAN
Compass
A car and a condo.



SHANE GABOURY
Property Collective
Probably my first condo (3BR/2BA in Fairfax).



LAURIE MENSING
Long & Foster Real Estate
As a very young child earning pocket money from my grandparents, probably a piece of candy was bought at the drugstore! As a pre-teen/teenager, it was definitely a piece of clothing.



SUE SMITH
Compass
My first home at age 21.



ARTURO CRUZ
Keller Williams Realty
Green 1978 Chevy Chevelle. Lasted about six months and was sold. A lemon. It went fast for about four months.



KRISTIN FRANCIS
KW Metro Center
House or BMW. Probably BMW 2001c3 (still have it).



STEPHEN KARBELK
CENTURY 21 Commercial New Millennium
A house!



LEXY BROUSSARD
ProTec Inspection Services
I bought a brand new Subaru Impreza the year I graduated from high school!



STEVEN WYNANDS
Samson Properties
I've always been into gadgets and totally geeked out over a laser pointer watch I saw in a SkyMall catalog. I saved up well over \$100 to buy it, which was a huge deal for me in grade school!



PETER LEONARD-MORGAN
Hunt Country Sotheby's International Realty
I'll never forget it — the first big thing I bought with my own money at age 17 was a 2-year-old Kawasaki Z650 motorcycle, which was my pride and joy! I rode it around my hometown, London, and out to the countryside, as well as on jaunts to France, in an era before the existence of speed cameras and radar! Good times...



ANDREA VACCARELLI
Pearson Smith Realty
My first paycheck ever, I bought this huge, gorgeous stand-alone mirrored jewelry case. It was over \$500 and I wanted it so bad. I was 20! I still have it!



NATALIE MCARTOR
Long & Foster Real Estate
A desktop.



SARAH PICOT
McEneaney Associates
My first big purchase with my own money was furniture for my tiny studio apartment in NYC. I look back and think that it wasn't that expensive, but for a dancer struggling to live in Manhattan, an IKEA couch, dining table, and shelves were a very big deal to me. I was so proud to handle rent and furniture on my own. I ate very simply for a few months after that!



DIANE NORTHERN
Coldwell Banker Realty
Twenty years ago, I bought myself a pretty diamond necklace that I still wear regularly. I also bought my husband a Rolex because he is awesome!



CARL CRAIG
Home Team Inspection Service
When I was 15, I bought a 1972 Gibson Les Paul Deluxe (\$2,700) and a 1962 Valiant Station Wagon (first car) for \$45.



NIKKI LAGOUROS
Property Collective
My Porsche Panamera. First expensive thing I was ever able to buy with my own money. My dad had a Porsche and so I bought it as sort of a memento to him. Still have it eight years later, and won't sell it because it reminds me of when I "made it." Hopefully, my dad is looking down on me proudly.



DEBBIE MEIGHAN
Washington Fine Properties
The first major thing I bought with my own money was a horse!



JON GRANLUND
Keller Williams Realty Dulles
Sadly, a transmission. The beater car my parents gave me when I was 16's transmission went out at the end of the summer. The \$2,000 it took me months to save at my summer job was gone instantly.



MARC WILTSHIRE
Kensington Vanguard National Land Services
The first thing I bought with my own money was an engagement ring. A year earlier, I thought I would be single for several years to come. But once I met my wife, I couldn't wait to start building our life together. Seven and a half months later, I sat with a jeweler to design her ring and made final payment when I picked it up five weeks later. Coincidentally, that first expenditure is also the best investment I've ever made.



CHRISTINE RICHARDSON
Weichert REALTORS®
The first "big" thing I remember buying with my own money was a Singer sewing machine. My mom sewed all of the time and made a lot of our clothes (and clothes for my dolls!) growing up. So I really wanted one of my own when I got out of college. I paid \$175 for it, making payments on it over six months. I remember not sleeping for three nights after signing the contract for it because it was SO much money! But I still have that beautiful sewing machine today and, in fact, used it to make hundreds of face-masks over the past year.



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By Shauna Osborne

The 2021 Housing Bubble



Is the wildly booming real estate market of 2021 yet another “unprecedented” phenomenon brought about by the coronavirus pandemic? It’s truly a perfect storm: home prices and homes sold above asking prices are at a record high, while average time on market and inventory are at a record low. With home values in the U.S. up by 17% to a median home price of \$329,000, according to *Forbes*, and more than half of all houses “pending” within a week of entering the market, the real estate scene is starting to look suspiciously familiar. Great Recession, anyone?

Before panic sets in, rest assured, real estate and finance experts agree that this bubble will likely have more of a slow leak than a burst. Today’s market is markedly different from 2008’s. The population of the U.S. has grown by 25 million in the last 13 years, with the median age rising from 36 to 38, which means household size is shrinking. Tens of millions of millennials have entered the housing market for the first time in the last decade, exacerbating a nationwide housing supply shortage that’s been worsening for years, while baby boomers are downsizing and renting at record rates. Additionally, the present lack of housing supply has been compounded by interruptions in the labor market and inflated home-building material costs.

Just like in 2008, there are too many people who need housing and too few places for them to go. However, unlike in 2008, this real estate rush cannot be blamed on historically low interest rates (rates have stayed at record lows through three successive presidential administrations) or predatory lending practices. Though experts say it may take five to 10 years for supply to catch up with demand this time around, this boom will be more sustainable as the home-building industry bounces back and millennials continue to explore remote work options and seek out and invest in homes with more space and privacy.

Trying to buy a home in the middle of this burgeoning seller’s market? Hold on to your hat. Experts have likened the process to learning a complicated sport before the game begins. A hopeful buyer needs to “train” extensively and hit the field running. As NerdWallet proclaims, success in this year’s market “requires understanding how you stack up against lender qualifications, preparing to compete with other buyers.” In short, have credit scores and pre-approvals standing by and strategize for bidding wars and seller negotiations. May the odds be ever in your favor.



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It's no secret that video is a great way to not only market your real estate business, but grow and gain an interested audience. The best place to do this (in my opinion) is YouTube. Not only because it is owned by Google, but it is the second most visited website in the world. The problem I mostly see dealing with my REALTOR® clients is how to get started with growing your video presence and getting views to your YouTube channel. Here are some tips to grow your channel quickly, even if you don't have any subscribers!

Focus on your Title and Thumbnail to Boost Clickthrough Rate

If you can't get people to click on your videos, then you aren't going to get any views. Plain and simple. Having a great title for your video is important. Create something that intrigues the viewer and makes them want to watch your video. Your thumbnail should complement the title of your video. You can go to Canva.com, which will allow you to create custom thumbnails for your videos. For instance, if you create a video on "How to Sell Your Home in 5 Easy Steps," have a picture of a house in your thumbnail, with you next to it holding up five fingers. This will get more clicks to your videos faster and it will promote your business.

Create Relevant Videos About Niche Topics

This is important because it helps you to create an audience that isn't just interested in one or two of your videos, but many others around the same topic. For example, if you work in McLean, create videos about living in McLean, interviews with business owners in McLean, the best park for kids in McLean, etc. This will keep someone who wants to live in McLean on your videos and channel, and hopefully will yield an organic lead to purchase a home.

The longer someone stays on your channel and clicks to other videos within is an SEO dream, and will help get your channel noticed in other related searches.

Embed Your Videos on Platforms that Already Have Traffic

Having a great video on YouTube and on your real estate website is great, but to grow your audience and channel, post your videos on forums and platforms that already have traffic. Specifically, places where people are talking about or asking questions, where your video could have the answer. These can be Facebook groups, LinkedIn groups, Quora.com, and Stackoverflow.com. Put your videos on other relevant real estate-related websites, especially where you do business. These high-traffic sites will allow your YouTube videos to be seen by lots of people who could become clients or referrals down the road.

Email Your Videos to Your Database

Lastly, it's important to syndicate your video content to the people who will most watch and share it with others ... your database! Doing this will help to maximize video views to your YouTube channel. Don't forget to tell your interested audience to *Subscribe* to your channel so they can start receiving your videos in their email inbox. You will find the more value-added content you create, the more views you will receive. Following these important steps should help your real estate business grow by gaining organic referrals from people who are looking to buy or sell where you work. Good Luck!



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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Introduce Yourself to a NEW FARM

► marketing matters

By Todd Lebowitz

Call Today!

I CAN SELL YOUR HOME!

Introducing yourself to a new farm may seem daunting, but it doesn't have to be. There are a few key things you can do to make the process easier and less intimidating.

Send out a postcard with your name and face prominently displayed.

There are many ideas for what to include on a postcard, but none of the information is as important as your name, contact information, and a photo. Make sure this information is listed clearly and prominently so potential clients won't forget it.

For an initial outreach, introduce yourself, tell this new farm about your experience, and let

them know why you're interested in working with this new neighborhood. Your message should be brief and engaging to keep them interested.

Show your clients you're serious about their business by sending out an offer.

Offer your potential clients a free consultation or information session about how to prepare for selling or buying a home.

Let potential clients know what you have to offer.

Your experience and knowledge are your most valuable assets. Show these off by explaining your qualifications, detailing properties you've sold in the past, and letting them know how you can help them find their dream home or sell their current one quickly.

WIIFM

What's In It For Me (WIIFM). Every consumer looks at advertising for information that helps them in some way. Make sure you provide timely and relevant information for their situation. Neighborhood market reports are a great way to provide analysis on what matters most to potential home buyers and sellers.

A personal note is a great way to gain familiarity.

If your new farm is on the smaller side, you can send a handwritten note to the residents. If the new farm is on the larger side, you can focus on sending a letter to residents who have lived in their homes for over ten years. Don't push them to sell their homes, but let them know that you

will be there when they are ready to do so. They will remember the personal note and appreciate the effort. The better they know you and the more they know you care, the more likely they will be to work with you.

Introduce yourself!

When it's safe to do so, walk around the neighborhood and attend community events to get to know people. People will see you invest in the community and appreciate working with someone familiar with the area. Be sure to carry business cards or flyers with you to share your contact information with people you meet easily.



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

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

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

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WORDS OF WISDOM FROM THIS MONTH'S FEATURES



IRINA BABB
RE/MAX Allegiance

"Develop your brand, don't skip on marketing, and try to concentrate on a farm area you like which makes the most sense for you. I was once taught that it's better to be a bigger fish in a smaller pond. It's more than possible if you concentrate in an area where your name and face is what people

see when they think of selling their house. Also, the trust you build in a community helps with referrals."



**WADE VANDER
MOLEN**

Stewart Title and Escrow, Inc.

"Success isn't money. It's happiness and the feeling inside knowing your work ethic and actions turned into income that supports and helps your family. It's also earning respect, not only from clients but from others in your industry who recognize your value."



ANNIE CEFARATTI & NIKKI RYAN

The Busy Blondes at Keller Williams Realty

"I think it is so important to give where you live. Give back to where you gain! My business is strong because of my participation in the community. I like to get involved!" —Annie

"Connecting with the people in our community is what drives us. We have both been a part of this community for 20-plus years and are here to facilitate events and connect people who may have similar causes to accomplish big things, all while serving our clients' real estate needs." —Nikki



RAJ TAMANG

Green Valley Custom Builders

"I believe if we focus on doing business the right and honest way, we will make money. Seeing our customers happy and excited is our goal. Success is not just about making money. It is about doing the right thing, being fair to everyone, and living a peaceful, meaningful family life."



WADE VANDER MOLEN

▶ partner spotlight
Photos by Ryan Corvello

STEWART
TITLE AND
ESCROW, INC.

BRINGING NATIONAL TITLE EXPERTISE TO THE LOCAL MARKET

From left to right: Sherry Paylor (Assistant Escrow Officer), Wade Vander Molen (Director of Sales and Marketing), Janet McIntosh (Office Manager/Attorney), and Joseph Sellers (Attorney).

The story of how Wade Vander Molen got started in the title insurance business and ultimately landed in the Northern Virginia/Washington, D.C., market is not conventional. After graduating from college, Wade moved to Phoenix, Arizona, and worked for Child Protective Services. Removing children from battered homes and spending half of his week in courtrooms had its rewards but also its pitfalls. After working in the social work field for three years, he transitioned, with the urging of a friend, to selling FHA refinance mortgages. During this time, he would see nicely dressed people come to his office and provide lunch and ask for their business. These were the sales reps from the title company. He wasn't sure what these people actually did, but it looked better than sitting in an office all day.

After doing some homework regarding title company "marketing" jobs available in the Phoenix area, Wade was hired to work for a local company, called Capital Title Agency — a title company that was later transitioned, through acquisition, into Lawyers Title of Arizona, after the downturn of 2008. When the downturn came, it hit the Phoenix market very hard. REALTORS® and lenders had to learn new skills to market properties or identify clients. With a large inventory of short sales and foreclosures, things were challenging. During this time, many people left the business and cuts were made. Only the most valuable people in each industry stayed and fought through the rough market.

At this time and after, the role of the title company sales rep changed.

Wade went from bringing bagels to bringing real value. He helped his clients target short-sale candidates, receive introductions to asset managers, and learn how to use the internet to get "found" online. His mission was to find more innovative ways to help his clients market their offline real estate business online. As the market recovered, Wade honed his skills to help his clients with social media marketing, website training, and more.

After seven years in the Phoenix market, he met his wife, Valerie, on a spring trip to Las Vegas in 2010. There was one issue: Valerie lived in Washington, D.C., which was 2,000 miles away! Regardless of the distance, a relationship grew, and after lots of traveling across the country, in May of 2012, a decision was made. Wade



• • •

moved to the Washington, D.C., area and started his career over in the title insurance business at Stewart Title. There was one big difference: he was in a brand new market with zero clients.

Starting over in anything can be scary, but Wade knew with hard work and innovation, he could be successful. The first thing he did was build a website, DCTitleGuy.com. As most people search for information online, Wade wanted to be that resource for all things real estate marketing, technology, and title insurance for his clients. The next thing he did was start a YouTube channel and start shooting educational and marketing videos. As video is one of the best conduits to convey a value message, he wanted to cast a large net. Wade felt that having places where his clients could go to get educational content 24/7 was, and still is, important.

As his business started to expand and grow, Wade got engaged to Valerie, and they were married in October of 2014. In May of 2016, they had a daughter, named Isla, and in 2019, another daughter, Aria, was born.

Wade says that joining Stewart Title was the best thing that could have happened for his business. Under the leadership of President Elizabeth Brantley and Vice President Mark Fitzgerald, Wade was put in a great position to succeed. With longstanding employees who have perfected their craft, Wade knows that once he brings in a client, they are



Wade Vander Molen authors "Words by Wade," a regular column in *NOVA Real Producers* that offers expert tips for real estate professionals to take their online marketing efforts to new levels.

going to be well taken care of. Also, working for a national title insurance underwriter, the title policies Stewart Title provides to homebuyers is ultimate protection.

After almost nine years in the Washington, D.C., area and sixteen years in the title insurance business, Wade has learned that leading with value and helping your clients is a must. Having a top-notch Realtor®-lender marketing department is great, but more important is having the processing and closing staff that makes clients shine and creates a great customer experience. Stewart Title knows they are literally nothing without their clients, so they do all they can to help grow their real estate business.

With a loving and supportive family at home, and another supportive family at work, Wade is happy to call Northern Virginia and Stewart Title his home.

To learn more about Wade or Stewart Title, please call 480-203-6452, email wwander@stewart.com, or visit Wade online at DCTitleGuy.com.

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ANNIE CEFARATTI & NIKKI RYAN

▶▶ making a difference

By Chris Menezes
Photos by Ryan Corvello



Annie Cefaratti



Nikki Ryan

The Busy Blondes... *Busy Giving*

When we met Annie Cefaratti a couple of years ago and shared her story, we learned just how important community was to her, both personally and professionally. While a lot has changed in her business since then, including partnering with friend, colleague, and fellow community activist, Nikki Ryan, her passion for contributing to her community has remained constant.

In fact, now that Nikki has joined Annie as a partner at The Busy Blondes of Keller Williams Realty, they are able to give more than ever, both to their clients and the community. It's how they each built their separate businesses in the past and how they do so together. "Connecting with the people in our community is what drives us," Nikki explains. "We have both been a part of this community for 20-plus years and are here to facilitate events and connect people who may have similar causes to accomplish big things, all while serving our clients' real estate needs."

Coming Together as The Busy Blondes

Although Annie and Nikki worked as colleagues in the same Keller Williams office for 10 years, they really got to know each other through their philanthropic efforts and involvement in committees like the Agent Leadership Council. The more they worked together, the more they realized just how similar they were both personally and professionally. "We got very close during that time and saw how well our business visions aligned — which is 'Doing the right thing all the time and giving back to our community,'" says Nikki.

Nikki and Annie often spoke of the concept of working together, based on collaboration, which was key for them. When the pandemic hit, it made a lot of sense for them to merge. "We can accomplish more together," explains Annie. "In this real estate environment, collaboration includes dividing tasks to our team, which multiplies success for our clients. Two heads are better than one!"

...

While they individually had a slower start to 2020, prior to the merger and comparatively to previous years, once they partnered and developed a new business plan and strategy, they ended up selling \$18 million together last year. Having reframed the infrastructure and branding of The Busy Blondes, which included hiring a transaction manager and a virtual assistant, and creating new branding, they were definitely a couple of BUSY BLONDES!

“We chose to focus on the color pink for our branding because we think that now is the time for women,” Nikki explains. “We want our business to show the female business entrepreneur can be feminine too. Women are very detail-oriented and are good at dealing with the emotional process of the transaction as well as the contractual and legal angles that are so critical to bringing a transaction to closing.”

Annie and Nikki emphasize that they are always available to their clients for whatever support is needed throughout the process, whether resolving HOA issues/violations, necessary contractor work, financing questions, legal questions and more. They work with a team of professionals that includes title attorneys, lenders, and contractors, who are at the ready to find solutions for their clients. Partnering has allowed Annie and Nikki to elevate their business to go above and beyond for their clients and offer the “white glove service” on which they pride themselves. Most importantly, however, it has given them more time — time to help balance their lives and focus on the things that truly matter to them.

Annie and Nikki are both actively involved in their adult children’s lives and continue to look to the future with positivity. They are not only business partners, but close friends who like to spend time traveling, and having fun together and with their children. Annie’s son, who has cystic fibrosis, is thriving and recently purchased his own home — a proud mama moment for Annie! She is hoping to split her time between here, in Reston, and the beach, where she has a little getaway spot.

Time became a more serious focus when Nikki was diagnosed with a brain tumor in December 2020, causing her to reevaluate her future and what that looked like for her. “That was a real curveball,” says Annie, “but we solidified our business together, cared for each other first, managed through the process and became closer through it.” Many people rallied around Nikki and offered their support, including Nikki’s adult children, friends, and the real estate community. Support flowed in the form of flowers, notes, meals, gifts, and rides, allowing Nikki to heal and their business to continue to thrive. “Everyone wanted to help!” Annie and Nikki emphasize. “We are ever so grateful to everyone who lent their support!”

“

We are grateful that the success of our partnership has allowed for us to give back more to our community.

Thankfully, Nikki’s tumor was successfully removed at The John Hopkins Hospital, where Nikki started her nursing career before working in real estate. Having spent so many years caring for people

as a nurse, Nikki found her transition into real estate and caring for her clients a natural evolution.

Coming from Contribution

The Busy Blondes’ true passion is coming from contribution, whether that be philanthropically or helping clients through their real estate transactions. “We realize that when it comes to buying or selling homes, while we do this every day, it is an infrequent process for the client, so we carefully walk our clients through every step.”

Their desire to help food insecure families in their local community, which they do frequently through food drives, is of great importance to Annie and Nikki. “We are grateful that the success of our partnership has allowed for us to give back more to our community,” says Nikki.

As a united front in business, as well as in philanthropy now, it will be exciting to see all that Annie and Nikki will achieve together.



Nikki Ryan (left) and Annie Cefaratti (right) frequently run food drives to help food-insecure families in their local community.

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▶ partner spotlight

By Chris Menezes
Photos by Ryan Corvello

RAJ TAMANG

Green Valley Custom Builders

PLACING PEOPLE FIRST

If you were to ask Raj Tamang what he would want to do on vacation, he would say work. That's how much he loves helping people build their custom dream home with Green Valley Custom Builders.

...



“I love getting involved with home-owners in designing and building their dream home. When I see my customers happy, it pleases me the most, both professionally and personally. My personal goal and purpose in life is to be a decent human being, live a meaningful and purposeful life and help others in need. I feel like I do that every day with Green Valley Custom Builders,” says Raj.

Green Valley Custom Builders is a one-stop-shop firm that offers a full suite of services and an in-house team of professionals, including designers, architects and engineers that work directly with their clients from the beginning to end, for any size project, so that they don’t have to deal with multiple companies.

Raj says their contracting terms and pricing are completely transparent so that the relationship and trust can start from day one. Honesty, integrity and having a giver’s heart are very important to Raj. “I believe if we focus on doing the business right and honest way, we will make money,” says Raj. “Seeing our customers happy and excited is our goal. Success is not just about making money. It is about doing the right thing, being fair to everyone, and living a peaceful, meaningful family life without worrying about paying bills.”

“It is Mahatma Gandhi who said, ‘There is enough on Earth for everyone’s need, but not enough for everyone’s greed.’ I am never worried about competition. I truly believe there is enough on Earth for everyone’s need,” Raj continues.

Much of running an honest, people-first business boils down to communication. Raj says they work to educate real estate agents and their customers about their

entire process early on, outlining the total budget, home specifications (items included and not included), and allowances for each item, to avoid or minimize change orders and future misunderstandings.

Raj places people’s well-being above everything. He says that at Green Valley Custom Builders, they are always emphasizing the “why” of their work, and not the “what” of it, which always comes back to helping people. “I truly believe that whatever we think we do (construction, engineering services, retail, consulting services, and so on), we are in the business of

dealing with people. We are in the people business. Therefore, it is very important that we treat people with respect and dignity if we wish to succeed in our business, professionally and/or personally as well,” he says. “We always strive to provide the best possible services to our customers in the residential, custom home industry. At the end of the day, when our customers are happy with our services, and we can also pay our staff, subs, and vendors on time on a regular basis, that’s a win-win for me,” says Raj.

Although Raj loves working and is always running around, he loves

spending time with his family whenever he gets the chance. He and his wife, Kabita, have two children, Norah (11) and Nolan (5), who are both very active in soccer. Raj also loves playing soccer in his free time and enjoys watching sports.

To get Raj and Green Valley Custom Builders on your next custom build, visit www.greenvalleycustombuilders.com or call 703-865-5440.



Raj Tamang with his wife Kabita Lama, and their children, Nolan and Norah.

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IRINA BABB

Heart & Soul

►► cover story

By Zachary Cohen
Photos by Ryan Corvello



From left to right: Irina Babb, Jud Crowe, Krissy Shellenberger, Andrea Foushanji.

“A home purchase is generally one of the most significant and memorable milestones in people’s lives and something they will remember for a long time. **I put my heart, soul, and tireless hours into what I do to make sure my clients always look back fondly on their experience.** Meeting new people from all walks of life, learning their life stories, and turning our professional relationships into friendships is my favorite part of the job.”

...



Irina Babb with boyfriend Jud Crowe and Yorkies Lucy and Jenna.

...

Irina Babb's husband, Wayne, was a longtime real estate agent and top producer with RE/MAX. He often encouraged Irina to join him in the business and, in 2005, she did just that. Wayne mentored Irina and fostered her growth. He inspired her to get as many professional designations as possible, learn from the best, and keep growing. The couple worked side by side until Wayne passed away in 2012.

"I had to deal with the personal sorrow, but I've also had to figure out how to run all aspects of the business on the fly all by myself," Irina reflects. "Taking over the entire business was very overwhelming. I am a perfectionist. I am very hands-on and want to do everything myself."

Irina eventually learned to delegate, understanding that she couldn't do it all herself. She refocused on working directly with clients and hiring a top-notch support team. "Luckily, I've got the best team in the business," Irina smiles.

Reaping the Rewards

Irina has found being a real estate agent to be an enriching experience. She has watched her hard work produce happiness for her clients, gained

innumerable friends along the way, and connected deeply with her community.

"I've been doing this for over sixteen years now. That's almost six thousand days! I can tell you with a great degree of confidence, none of those days were the same. I never stop learning. There's always something new to discover. I meet incredible people. Did I mention I get to see some incredible homes? What's not to love about this career?"

Irina recognizes that success is a process driven by small wins every day. Seemingly trivial accomplishments have helped her build momentum and a solid foundation for her current success. "Success is being able to make a positive impact no matter where you are. I leave my desk feeling successful when I know I made someone's life even a little bit easier. It's the biggest reward of all."

"To be honest, I'm living my dream. I am so fortunate and grateful, but I have worked hard to get here. I'm not just making money; I'm doing something useful, important, and meaningful. I have the freedom to spend time with my family. I am a part of a wonderful community in Alexandria, Virginia. What more could I ask for?"

...



Irina Babb's son, Mikhail (Misha) Kolyadov, who helped her rebrand, ordered wraps for her Toyota RAV and Ford Transit 150 cargo van from Six Half Dozen in Old Town, choosing green to represent the peace and tranquility Irina wants to bring her clients during the homebuying experience. She offers clients use of the cargo van free as another way to thank them.



...

TEAM HIGHLIGHTS

Krissy Shellenberger, who runs Real Advantage Transaction Management, is Irina's transaction manager. She started working with Irina in 2018 and they have closed over 200 transactions together. Prior to starting Real Advantage TM, Krissy sold real estate in both Virginia and Alaska, gaining essential first-hand experience with real estate transactions. Since its founding in 2015, Real Advantage TM has closed over 5,000 transactions.

Andrea Foushanji has been Irina's listing manager since 2019. She designs all marketing materials and assists with the listing process, from the initial walk-through, managing the listing for market, brochure design, and social media posts. Andrea has been a graphic designer and marketer

for 13 years. She and her husband, a custom home builder, moved from Michigan to Northern Virginia in 2016.

Jud Crowe has worked closely with Irina since 2014 as a buyer and tenant representation specialist, as well as contract support. Before becoming a real estate agent, Jud was a senior project engineer/program manager with Lockheed Martin for 13 years. You can frequently catch him around Cameron Station, helping with staging, buyers, and tenants.

Beatriz Correa and Israel Lopez have helped Irina keep her listings in tip-top shape for over 10 years. Irina believes that curb appeal is everything, so they assist her with sign installation and getting properties ready for sale.

"Last but not least, my heart and soul is my son, **Mikhail (Misha) Kolyadov**, who lives in Brooklyn, New York," Irina smiles. Misha has been Irina's copywriter and branding expert since she began her real estate career. Misha is a systems engineer by trade. He started a real estate company with a friend in his college town of Harrisonburg, Virginia, at the age of 21 and currently works for the New York City Transit Authority.

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► special events

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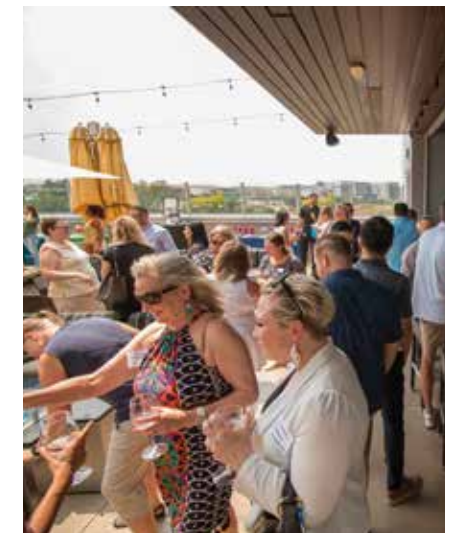


NOVA REAL PRODUCERS'
**JULY EVENT AT
TOPGOLF**



July 22, 2021

It was an honor to have you at our July event at Topgolf in Ashburn, the last *NOVA Real Producers* event of Summer 2021! We had an awesome time, and the feedback from all who attended has been overwhelmingly positive. Our photographers took amazing photos at the event. Check them out on Facebook today and be sure to tag your friends' pictures. In addition, please remember to join our private Facebook group if you haven't already! www.facebook.com/groups/127107808135298



...



Once again, we could not have put on this fantastic event without the support of our phenomenal partners: **TruPlace, Stewart Title Co., Curbio, Eastern Title & Settlement, Town & Country Movers, MBH Settlement, and Old Republic Home Protection.** Thank you! And a big thank-you to our media sponsors too: **HDBros, Ryan Corvello Photography and Aaron Lebo Photography.** We appreciate you!

Be on the lookout for your exclusive invitation to attend the big *NOVA* and *DC Metro Real Producers* joint event, scheduled for November 14th (details to follow). This is one event you do not want to miss!

Thank you again for being part of our *NOVA Real Producers* community. We appreciate you and can't wait to see you again at our next event!



For more information on all *NOVA Real Producers* events, please email us at events@novarealproducers.com.



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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	161	\$106,496,768	373.5	\$250,107,184	534.5	\$356,603,968
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	407.5	\$231,785,568	148	\$78,959,944	555.5	\$310,745,504
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	189	\$111,280,248	94.5	\$55,498,068	283.5	\$166,778,312
4	Debbie J Dogrul	Long & Foster Real Estate, Inc.	111	\$78,204,408	71	\$47,501,468	182	\$125,705,872
5	Akshay Bhatnagar	Virginia Select Homes, LLC.	38	\$27,645,000	92	\$65,243,776	130	\$92,888,776
6	Jennifer L Walker	McEneaney Associates, Inc.	60.5	\$51,259,120	45	\$41,154,976	105.5	\$92,414,096
7	Phyllis G Patterson	TTR Sotheby's International Realty	53	\$51,963,532	32	\$33,578,520	85	\$85,542,048
8	Sue S Goodhart	Compass	45	\$45,450,660	37	\$39,446,808	82	\$84,897,472
9	Jason Cheperdak	Samson Properties	33	\$21,744,420	86.5	\$54,744,520	119.5	\$76,488,944
10	Jean K Garrell	Keller Williams Realty	54	\$46,044,648	32.5	\$21,429,288	86.5	\$67,473,936
11	Daan De Raedt	Property Collective	49	\$35,240,500	43	\$31,833,914	92	\$67,074,414
12	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	35.5	\$48,199,020	13.5	\$18,515,950	49	\$66,714,968
13	Casey C Samson	Samson Properties	50.5	\$48,765,248	13	\$12,995,000	63.5	\$61,760,248
14	Cynthia Schneider	Long & Foster Real Estate, Inc.	58.5	\$35,201,200	29.5	\$21,799,540	88	\$57,000,740
15	Christopher J White	Long & Foster Real Estate, Inc.	50	\$41,697,708	19	\$14,797,000	69	\$56,494,708
16	Khalil Alexander El-Ghoul	Glass House Real Estate	30.5	\$25,192,192	34	\$30,383,390	64.5	\$55,575,580
17	James W Nellis II	Keller Williams Fairfax Gateway	52	\$30,992,300	45	\$24,314,856	97	\$55,307,156
18	Bichlan N DeCaro	EXP Realty, LLC	16	\$13,884,361	53.5	\$38,842,876	69.5	\$52,727,240
19	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	94	\$51,216,256	2	\$886,350	96	\$52,102,604
20	Michael I Putnam	RE/MAX Executives	36	\$17,230,650	61	\$34,427,232	97	\$51,657,884
21	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	29	\$28,966,500	24	\$22,141,876	53	\$51,108,376
22	Kay Houghton	KW Metro Center	46	\$22,764,800	43	\$27,250,900	89	\$50,015,700
23	Barbara G Beckwith	McEneaney Associates, Inc.	17.5	\$31,155,000	11	\$17,155,600	28.5	\$48,310,600
24	Steven C Wydler	Compass	19	\$28,627,000	12	\$18,642,110	31	\$47,269,112
25	Raymond A Gernhart	RE/MAX Executives	30	\$21,833,462	38	\$25,318,058	68	\$47,151,520
26	Patricia E Stack	Weichert, REALTORS	35.5	\$36,487,164	9.5	\$10,537,875	45	\$47,025,040
27	Nikki Lagouros	Property Collective	27	\$15,281,250	59	\$31,639,932	86	\$46,921,180
28	Bruce A Tyburski	RE/MAX Executives	29.5	\$23,669,472	30	\$22,776,780	59.5	\$46,446,252
29	Laura C Mensing	Long & Foster Real Estate, Inc.	19.5	\$25,126,000	19	\$21,136,750	38.5	\$46,262,752
30	Kimberly A Spear	Keller Williams Realty	32	\$17,872,156	38	\$26,132,308	70	\$44,004,464
31	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	24	\$13,383,900	54	\$30,473,556	78	\$43,857,456
32	Timothy D Pierson	KW United	19	\$16,367,650	31	\$26,264,200	50	\$42,631,848
33	Tom Francis	Keller Williams Realty	21	\$34,643,352	9	\$7,855,000	30	\$42,498,352
34	Diane V Lewis	Washington Fine Properties, LLC	17	\$24,746,400	10.5	\$16,720,250	27.5	\$41,466,648
35	Irina Babb	RE/MAX Allegiance	45	\$32,198,190	9	\$7,857,520	54	\$40,055,712

Disclaimer: Information based on MLS closed data as of August 6, 2021, for residential sales from January 1, 2021, to July 31, 2021, in Virginia, Maryland, and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Sherif Abdalla	Compass	17	\$23,066,900	6.5	\$16,708,250	23.5	\$39,775,152
37	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	10.5	\$22,579,000	10	\$16,600,000	20.5	\$39,179,000
38	Erin K Jones	KW Metro Center	35	\$17,758,528	37	\$21,356,300	72	\$39,114,828
39	Victoria (Tori) McKinney	KW Metro Center	22	\$18,312,540	26	\$20,493,352	48	\$38,805,892
40	Megan Buckley Fass	FASS Results, LLC.	16	\$18,501,068	16.5	\$19,344,050	32.5	\$37,845,120
41	Jennifer H Thornett	Washington Fine Properties, LLC	11	\$26,150,000	6.5	\$10,722,250	17.5	\$36,872,248
42	Kristina S Walker	KW United	21	\$15,069,500	29.5	\$21,077,616	50.5	\$36,147,116
43	Venugopal Ravva	Maram Realty, LLC	8	\$4,619,050	51	\$31,282,124	59	\$35,901,176
44	Michelle A Sagatov	Washington Fine Properties	9	\$11,475,000	16.5	\$24,386,120	25.5	\$35,861,120
45	Paul Thistle	Take 2 Real Estate LLC	41	\$24,656,600	19	\$11,086,750	60	\$35,743,352
46	Eve M Weber	Long & Foster Real Estate, Inc.	31	\$28,754,000	12	\$6,930,600	43	\$35,684,600
47	Laura R Schwartz	McEneaney Associates, Inc.	19	\$15,154,333	19	\$19,902,120	38	\$35,056,456
48	Nathan Daniel Johnson	Keller Williams Capital Properties	35.5	\$18,532,022	30.5	\$15,849,610	66	\$34,381,632
49	Lenwood A Johnson	Keller Williams Realty	47	\$25,165,136	16	\$8,883,500	63	\$34,048,636
50	Anthony H Lam	Redfin Corporation	14	\$11,541,850	31	\$22,503,280	45	\$34,045,128
51	Gitte Long	Redfin Corporation	47	\$25,955,260	10	\$7,786,000	57	\$33,741,260
52	Kendell A Walker	Redfin Corporation	22	\$12,038,555	33	\$21,567,258	55	\$33,605,812
53	Mercy F Lugo-Struthers	Casals, Realtors	9	\$4,684,080	68	\$28,716,126	77	\$33,400,206
54	Josh Dukes	KW Metro Center	23.5	\$12,627,190	40.5	\$20,546,876	64	\$33,174,064
55	Debbie P Kent	Cottage Street Realty LLC	51	\$32,050,572	1	\$1,000,000	52	\$33,050,572
56	Marianne K Prendergast	Washington Fine Properties, LLC	10.5	\$16,293,778	9	\$16,650,700	19.5	\$32,944,478
57	Margaret J Czapiewski	Keller Williams Realty	42	\$22,641,952	18	\$9,997,550	60	\$32,639,502
58	Ryan Rice	Keller Williams Capital Properties	21	\$14,898,380	26.5	\$17,669,130	47.5	\$32,567,510
59	Jillian Keck Hogan	McEneaney Associates, Inc.	18.5	\$16,017,450	19	\$16,246,938	37.5	\$32,264,388
60	Dinh D Pham	Fairfax Realty Select	13	\$6,640,700	47	\$25,534,900	60	\$32,175,600
61	Christopher Craddock	EXP Realty, LLC	45.5	\$17,983,756	26.5	\$14,040,586	72	\$32,024,340
62	Piper Gioia Yerks	Washington Fine Properties, LLC	8.5	\$22,975,296	4	\$8,930,000	12.5	\$31,905,296
63	Viktorija Piano	Keller Williams Realty	22.5	\$22,097,550	9	\$9,791,999	31.5	\$31,889,548
64	Damon A Nicholas	Coldwell Banker Realty	23	\$14,856,000	27	\$16,795,692	50	\$31,651,692
65	Lauren A Bishop	McEneaney Associates, Inc.	9.5	\$14,807,500	10	\$16,832,500	19.5	\$31,640,000
66	Joan M Reimann	McEneaney Associates, Inc.	19.5	\$19,194,500	13	\$12,073,000	32.5	\$31,267,500
67	David L Smith	Coldwell Banker Realty	6	\$3,623,000	33	\$27,552,716	39	\$31,175,716
68	Rheema H Ziadeh	Redfin Corporation	45	\$26,290,562	6	\$4,356,000	51	\$30,646,562
69	Joan Stansfield	Keller Williams Realty	19.5	\$14,743,800	17	\$15,742,406	36.5	\$30,486,206
70	Lisa Dubois-Headley	RE/MAX West End	26	\$20,140,632	11.5	\$10,322,485	37.5	\$30,463,116

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
71	Martin K Alloy	SM Brokerage, LLC	34	\$18,275,340	22	\$11,999,010	56	\$30,274,350
72	Irene M deLeon	Redfin Corporation	47	\$26,736,700	5	\$3,424,651	52	\$30,161,350
73	Kristin M Francis	KW Metro Center	25	\$17,195,750	19	\$12,868,825	44	\$30,064,576
74	Abuzar Waleed	RE/MAX Executives LLC	23.5	\$11,946,773	38	\$18,024,500	61.5	\$29,971,272
75	Jack D Work	RE/MAX Allegiance	19	\$13,813,080	20	\$16,134,559	39	\$29,947,640
76	William F Hoffman	Keller Williams Realty	12.5	\$19,571,550	9	\$10,218,900	21.5	\$29,790,450
77	Lilian Jorgenson	Long & Foster Real Estate, Inc.	17.5	\$27,447,000	3	\$2,109,999	20.5	\$29,557,000
78	Shaun Murphy	Compass	14	\$8,481,025	23	\$20,803,416	37	\$29,284,440
79	Paramjit K Bhamrah	Redfin Corporation	43	\$27,297,948	2	\$1,615,000	45	\$28,912,948
80	Jeremy G Browne	TTR Sotheby's International Realty	18	\$14,335,800	14.5	\$14,549,800	32.5	\$28,885,600
81	Elizabeth Kline	RE/MAX 100	27	\$18,083,728	16.5	\$10,523,505	43.5	\$28,607,232
82	Bhavani Ghanta	Bhavani Ghanta Real Estate Com-pany	5.5	\$3,165,300	35	\$25,170,226	40.5	\$28,335,526
83	Lisa T Smith	Pearson Smith Realty, LLC	31	\$22,958,000	7	\$5,280,000	38	\$28,238,000
84	Candee Currie	Redfin Corporation	28	\$21,631,218	6	\$6,521,900	34	\$28,153,118
85	Angela Allison	Houwzer, LLC	35	\$27,915,000	0	\$0	35	\$27,915,000
86	Lizzie A Helmig	KW United	15	\$6,450,650	40	\$21,448,122	55	\$27,898,772
87	Sri H Meka	Franklin Realty LLC	16	\$12,061,700	20	\$15,356,341	36	\$27,418,040
88	William B Prendergast	Washington Fine Properties, LLC	9.5	\$11,563,778	9.5	\$15,597,700	19	\$27,161,478
89	Deborah D Shapiro	TTR Sothebys International Realty	9	\$15,931,500	5.5	\$11,177,500	14.5	\$27,109,000
90	Jill Judge	Samson Properties	11.5	\$9,484,800	28	\$17,430,100	39.5	\$26,914,900
91	Scott A MacDonald	RE/MAX Gateway	35.5	\$23,140,474	4	\$3,482,500	39.5	\$26,622,974
92	Cathy V Pongmalai	Frankly Real Estate Inc	30	\$19,793,776	8	\$6,806,000	38	\$26,599,776

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
93	Elizabeth W Conroy	Keller Williams Realty	13	\$15,469,500	6	\$11,086,500	19	\$26,556,000
94	Roy Kohn	Redfin Corporation	40	\$24,728,650	2	\$1,785,000	42	\$26,513,650
95	Benjamin D Heisler	Pearson Smith Realty, LLC	27	\$17,485,476	13	\$8,917,512	40	\$26,402,988
96	Betsy A Twigg	McEneaney Associates, Inc.	19	\$20,876,920	7	\$5,523,000	26	\$26,399,920
97	Sridhar Vemuru	Aragami, LLC	8	\$4,170,900	30	\$22,204,260	38	\$26,375,160
98	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	7	\$10,616,500	12	\$15,725,000	19	\$26,341,500
99	Katherine D Colville	Century 21 Redwood Realty	21	\$12,496,740	23.5	\$13,656,245	44.5	\$26,152,984
100	Lauryn E Eadie	Keller Williams Realty	18	\$11,188,300	21	\$14,825,660	39	\$26,013,960
101	Maria E Fernandez	Compass	8.5	\$6,026,000	24	\$19,811,000	32.5	\$25,837,000
102	Katharine R Christofides	Century 21 New Millennium	8	\$7,046,150	27.5	\$18,754,840	35.5	\$25,800,992
103	Branden L Woodbury	Redfin Corporation	47	\$22,463,588	6	\$3,255,000	53	\$25,718,588
104	Lyssa B Seward	TTR Sotheby's International Realty	15	\$14,598,042	13.5	\$11,103,810	28.5	\$25,701,852
105	Micah A Corder	Washington Fine Properties, LLC	9	\$18,181,000	5	\$7,469,750	14	\$25,650,750
106	Elizabeth L Kovalak	Keller Williams Realty	17	\$13,067,150	16	\$12,543,731	33	\$25,610,880
107	Brian D MacMahon	Redfin Corporation	12	\$7,366,900	30	\$18,218,700	42	\$25,585,600
108	Blake Davenport	RLAH Real Estate	2	\$1,021,750	37	\$24,403,576	39	\$25,425,326
109	Danielle C Carter	Redfin Corporation	49.5	\$23,944,448	3	\$1,415,000	52.5	\$25,359,448
110	Deyi S Awadallah	D.S.A. Properties & Investments LLC	45	\$25,303,458	0	\$0	45	\$25,303,458
111	David A Moya	KW Metro Center	14	\$11,334,150	13	\$13,947,000	27	\$25,281,150
112	Robert T Ferguson Jr.	RE/MAX Allegiance	16	\$12,164,400	19	\$13,025,100	35	\$25,189,500
113	Thomas R Moffett Jr.	Redfin Corporation	32	\$19,257,450	9	\$5,796,900	41	\$25,054,350
114	Gregory A Wells	Keller Williams Realty	22	\$17,633,026	8	\$7,419,900	30	\$25,052,926
115	Dilyara Daminova	Samson Properties	12	\$4,797,900	44	\$20,057,200	56	\$24,855,100
116	Yony Kifle	KW Metro Center	11	\$4,376,659	47	\$20,408,150	58	\$24,784,808
117	Ana Lucia Ron	ANR Realty, LLC	78	\$24,764,804	0	\$0	78	\$24,764,804
118	Karen A Briscoe	Keller Williams Realty	15	\$17,507,250	6.5	\$6,991,750	21.5	\$24,499,000
119	Keith K Howard	Keller Williams Realty	20	\$16,364,300	9	\$8,100,900	29	\$24,465,200
120	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	10.5	\$17,693,070	5	\$6,592,400	15.5	\$24,285,470
121	Karen E Close	Century 21 New Millennium	12.5	\$14,776,000	7	\$9,502,639	19.5	\$24,278,640
122	Dean P Yeonas	Yeonas & Shafran Real Estate, LLC	5.5	\$10,883,725	8	\$13,190,000	13.5	\$24,073,724
123	Ellen F Patrick	Compass	13.5	\$12,830,150	12.5	\$11,211,611	26	\$24,041,760
124	Kristen K Jones	McEneaney Associates, Inc.	12	\$14,994,500	6	\$9,009,000	18	\$24,003,500
125	Sarah Harrington	Long & Foster Real Estate, Inc.	15	\$13,955,510	13	\$9,996,400	28	\$23,951,910
126	Janet A Callander	Weichert, REALTORS	13.5	\$12,939,928	13	\$10,932,160	26.5	\$23,872,088

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
127	Scott C Shawkey	Keller Williams Realty	12	\$20,588,750	4	\$3,216,000	16	\$23,804,750
128	Heather E Heppe	RE/MAX Distinctive Real Estate, Inc.	26	\$19,960,800	4	\$3,737,381	30	\$23,698,180
129	Aarti Sood	Redfin Corporation	5	\$2,845,000	34	\$20,744,760	39	\$23,589,760
130	Manuwa S Eligwe	KW Metro Center	12	\$5,396,000	35	\$18,097,024	47	\$23,493,024
131	Lex Lianos	Compass	14.5	\$8,632,957	16	\$14,798,852	30.5	\$23,431,808
132	James P Andors	Keller Williams Realty	9	\$8,833,252	16	\$14,540,700	25	\$23,373,952
133	Jessica S Richardson	Compass	10	\$11,441,040	12	\$11,872,440	22	\$23,313,480
134	Ashraf Morsi	Keller Williams Realty	14	\$11,382,756	15	\$11,491,426	29	\$22,874,182
135	Albert D Pasquali	Redfin Corporation	5	\$3,097,000	25	\$19,710,990	30	\$22,807,990
136	Andrew Musser	KW United	14	\$12,374,000	13	\$10,408,607	27	\$22,782,608
137	Jon B DeHart	Keller Williams Realty	18	\$12,810,500	17	\$9,962,400	35	\$22,772,900
138	Andrew J Biggers	KW United	13	\$11,529,315	14.5	\$11,226,208	27.5	\$22,755,522
139	Christina M O'Donnell	RE/MAX West End	11	\$10,625,900	13.5	\$12,067,930	24.5	\$22,693,830
140	Eli Tucker	RLAH Real Estate	21	\$17,249,150	5.5	\$5,350,500	26.5	\$22,599,650
141	Laura M Sacher	Compass	9	\$8,342,500	19	\$14,228,400	28	\$22,570,900
142	Brittany Lambrechts Camacho	Century 21 Redwood Realty	16	\$9,266,480	19	\$13,290,801	35	\$22,557,280
143	Rajesh Cheruku	Ikon Realty - Ashburn	7	\$3,936,500	27	\$18,607,900	34	\$22,544,400
144	Jin Chen	Pearson Smith Realty, LLC	21.5	\$14,400,000	12	\$7,992,025	33.5	\$22,392,024
145	Robert W Caines	RE/MAX Distinctive Real Estate, Inc.	29	\$19,503,500	3	\$2,821,344	32	\$22,324,844
146	Jonathan J Fox	Compass	15	\$11,223,000	14	\$11,072,018	29	\$22,295,018
147	Lisa E Thompson	Hunt Country Sotheby's International Realty	10	\$15,218,930	5.5	\$6,984,630	15.5	\$22,203,560
148	Steven J Watson	Pearson Smith Realty, LLC	11	\$20,997,910	1	\$1,152,000	12	\$22,149,910
149	Tanya R Johnson	Keller Williams Realty	23	\$14,364,900	11	\$7,692,490	34	\$22,057,390
150	Angel Arturo Cruz Jr.	Keller Williams Realty	8	\$4,970,000	26	\$17,082,783	34	\$22,052,783
151	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	17	\$8,317,400	26	\$13,649,851	43	\$21,967,252
152	Michael McConnell	Redfin Corporation	22	\$11,206,500	17	\$10,746,075	39	\$21,952,576
153	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	20	\$16,564,770	7	\$5,368,500	27	\$21,933,270
154	Nikki Nabi	Samson Properties	13	\$9,383,900	11	\$12,495,792	24	\$21,879,692
155	Heidi F Robbins	William G. Buck & Assoc., Inc.	7.5	\$6,765,075	17	\$14,964,900	24.5	\$21,729,976
156	Phillip B Brown	Property Collective	12	\$6,814,385	27.5	\$14,732,250	39.5	\$21,546,636
157	Roberto R Roncales	Keller Williams Realty	28.5	\$17,152,500	9	\$4,325,000	37.5	\$21,477,500
158	Wes W Stearns	M. O. Wilson Properties	26	\$14,661,333	11	\$6,771,500	37	\$21,432,832
159	Anna Vidal	Keller Williams Realty	27.5	\$12,508,002	16	\$8,880,765	43.5	\$21,388,768
160	Patricia Ammann	Redfin Corporation	7	\$3,694,400	21	\$17,678,120	28	\$21,372,520

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
161	Andrea M Hayes	Living Realty, LLC.	21.5	\$11,241,750	15	\$10,099,400	36.5	\$21,341,150
162	Matias Leiva	Keller Williams Chantilly Ventures LLC	26.5	\$18,198,500	3	\$3,142,500	29.5	\$21,341,000
163	Linh T Aquino	Redfin Corporation	36.5	\$17,916,200	6	\$3,418,000	42.5	\$21,334,200
164	Kara Chaffin Donofrio	Long & Foster Real Estate, Inc.	8.5	\$8,670,000	12	\$12,622,000	20.5	\$21,292,000
165	Dustin M Fox	Pearson Smith Realty, LLC	16.5	\$11,084,000	14	\$9,606,850	30.5	\$20,690,850
166	Dina R Gorrell	Redfin Corporation	37	\$20,147,242	2	\$485,000	39	\$20,632,242
167	Kyung H Soung	Realty One Group Capital Properties	10.5	\$9,255,000	16	\$11,372,340	26.5	\$20,627,340
168	Pamela A Yerks	Washington Fine Properties, LLC	7	\$18,245,296	1	\$2,350,000	8	\$20,595,296
169	George S Koutsoukos	Long & Foster Real Estate, Inc.	13	\$14,138,960	4	\$6,455,000	17	\$20,593,960
170	Carolyn A Young	RE/MAX Premier	18.5	\$12,964,005	13	\$7,600,585	31.5	\$20,564,590
171	Mansoor Dar	Keller Williams Realty	6	\$11,170,000	9	\$9,254,000	15	\$20,424,000
172	Nancy Sorensen - Willson	Long & Foster Real Estate, Inc.	12.5	\$11,425,550	12	\$8,954,090	24.5	\$20,379,640
173	Ahmad T Ayub	Redfin Corporation	8	\$4,275,100	30	\$16,084,801	38	\$20,359,900
174	Matthew R Elliott	Keller Williams Realty	21	\$12,749,988	12	\$7,590,499	33	\$20,340,488
175	Beth C Anspach	Pearson Smith Realty, LLC	12	\$10,835,000	9	\$9,491,860	21	\$20,326,860
176	Lorene Shafran	Yeonas & Shafran Real Estate, LLC	5.5	\$9,591,320	6	\$10,729,790	11.5	\$20,321,110
177	Kevin E LaRue	Century 21 Redwood Realty	17	\$12,851,840	8	\$7,340,056	25	\$20,191,896
178	Jennifer Mack	Pearson Smith Realty, LLC	12.5	\$7,456,252	15	\$12,695,725	27.5	\$20,151,976
179	Robert J Chevez II	Keller Williams Realty	32	\$20,149,000	0	\$0	32	\$20,149,000
180	Jamie Petrik	Long & Foster Real Estate, Inc.	26	\$20,071,464	0	\$0	26	\$20,071,464

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
181	David Cabo	Keller Williams Realty	11	\$11,400,390	8	\$8,536,500	19	\$19,936,890
182	Mary Ashley Zimmermann	Compass	12.5	\$11,045,000	11	\$8,885,785	23.5	\$19,930,784
183	Claudia V Cornejo	Fairfax Realty of Tysons	11	\$3,580,250	45.5	\$16,293,695	56.5	\$19,873,944
184	Jay A D'Alessandro	Long & Foster Real Estate, Inc.	26	\$19,828,720	0	\$0	26	\$19,828,720
185	Leah Knight	Long & Foster Real Estate, Inc.	10	\$5,955,625	21	\$13,824,840	31	\$19,780,464
186	Coral M Gundlach	Compass	9	\$6,639,688	12	\$13,126,500	21	\$19,766,188
187	George M Mrad	KW Metro Center	11.5	\$13,357,270	4.5	\$6,391,130	16	\$19,748,400
188	Mara D Gemond	Redfin Corporation	13	\$10,068,544	12	\$9,664,533	25	\$19,733,076
189	Charlet H Shriner	RE/MAX Premier	16	\$8,538,401	17.5	\$11,166,699	33.5	\$19,705,100
190	Gail Romansky	Pearson Smith Realty, LLC	17	\$14,918,622	5	\$4,747,900	22	\$19,666,522
191	Conor Sullivan	KW Metro Center	13.5	\$11,067,250	8	\$8,598,200	21.5	\$19,665,450
192	Mark R Sirianni	Compass	7	\$13,942,070	5	\$5,640,000	12	\$19,582,070
193	Christine G Richardson	Weichert Company of Virginia	14	\$10,513,660	14.5	\$9,046,800	28.5	\$19,560,460
194	Heeran Lee	NewStar 1st Realty, LLC	15	\$8,042,400	17	\$11,510,490	32	\$19,552,890
195	Katie E Wethman	Keller Williams Realty	12.5	\$7,217,764	16.5	\$12,278,980	29	\$19,496,744
196	To-Tam Le	Redfin Corporation	7	\$4,321,270	23	\$15,153,742	30	\$19,475,012
197	Brad Kiger	KW Metro Center	24	\$13,380,200	10.5	\$6,070,300	34.5	\$19,450,500
198	Kamal Parakh	Customer Realty LLC	10	\$5,055,067	26	\$14,382,816	36	\$19,437,884
198	Jason Walder	Compass	4	\$2,413,000	10	\$10,402,000	14	\$12,815,000

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
199	Ashley C Leigh	Linton Hall Realtors	32	\$18,731,090	2	\$680,000	34	\$19,411,090
200	Sue G Smith	Compass	18	\$11,514,151	9	\$7,828,900	27	\$19,343,052
201	Mayura G Gupte	Realty2U Inc.	10	\$8,457,000	15	\$10,852,900	25	\$19,309,900
202	Viktar Kutsevich	Samson Properties	12	\$7,972,500	17	\$11,232,621	29	\$19,205,120
203	Ruijing F Hurwitz	Keller Williams Realty	7	\$4,938,100	20	\$14,149,800	27	\$19,087,900
204	Daniel MacDonald	TTR Sotheby's International Realty	14	\$14,146,000	4	\$4,886,000	18	\$19,032,000
205	Abel Aquino	Redfin Corporation	33	\$17,808,800	3	\$1,129,999	36	\$18,938,798
206	Fouad Talout	Long & Foster Real Estate, Inc.	5.5	\$9,483,500	6	\$9,444,500	11.5	\$18,928,000
207	Brad C Kintz	Long & Foster Real Estate, Inc.	35	\$16,045,700	6	\$2,866,800	41	\$18,912,500
208	Keith A Lombardi	Redfin Corporation	10	\$5,954,300	22	\$12,855,000	32	\$18,809,300
209	Juliet Mayers	Keller Williams Realty/Lee Beaver & Assoc.	22	\$12,246,775	11.5	\$6,539,775	33.5	\$18,786,550
210	Jacob Smith Hamilton	KW Metro Center	13	\$9,054,440	16	\$9,730,539	29	\$18,784,980
211	Janet Pearson	Pearson Smith Realty, LLC	22	\$18,754,770	0	\$0	22	\$18,754,770
212	Ashley H Tauzier	Berkshire Hathaway HomeServices PenFed Realty	9	\$5,692,000	24	\$13,012,514	33	\$18,704,514
213	John Murdock	Keller Williams Realty	24	\$14,377,850	7	\$4,223,000	31	\$18,600,850
214	Ruth Boyer O'Dea	TTR Sotheby's International Realty	7.5	\$11,279,500	6	\$7,215,000	13.5	\$18,494,500
215	Sheri F Allen	Weichert, REALTORS	25	\$14,595,900	8	\$3,819,800	33	\$18,415,700
216	Natalie H McArtor	Long & Foster Real Estate, Inc.	22	\$14,886,101	7	\$3,431,646	29	\$18,317,748
217	Theresa Valencic	Long & Foster Real Estate, Inc.	5	\$9,582,500	4	\$8,697,500	9	\$18,280,000
218	Julia Rice	KW United	1	\$458,500	22.5	\$17,813,972	23.5	\$18,272,472
219	Jean T Beatty	McEneaney Associates, Inc.	8	\$8,457,000	10	\$9,787,700	18	\$18,244,700
220	Tony O Yeh	United Realty, Inc.	10	\$4,830,099	16	\$13,401,000	26	\$18,231,100
221	Gina M Tufano	Keller Williams Realty	15.5	\$10,972,500	9	\$7,258,560	24.5	\$18,231,060
222	William R Davis	Century 21 New Millennium	12.5	\$11,847,990	4.5	\$6,333,000	17	\$18,180,990
223	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	12	\$18,146,900	0	\$0	12	\$18,146,900
224	Michael Gallagher	Redfin Corporation	29.5	\$17,334,380	1	\$783,000	30.5	\$18,117,380
225	Heidi D Jerakis	Berkshire Hathaway HomeServices PenFed Realty	25.5	\$12,911,163	8	\$5,183,878	33.5	\$18,095,040
226	Hala N Adra	Compass	3	\$3,770,000	7	\$14,255,000	10	\$18,025,000
227	Christopher L Kroll	Houwzer, LLC	22	\$17,081,000	1	\$940,000	23	\$18,021,000
228	Tolga M Alper	Keller Williams Realty	17	\$10,718,900	13	\$7,285,900	30	\$18,004,800
229	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	16.5	\$14,577,900	6	\$3,409,069	22.5	\$17,986,968
230	Shannon Lamb	Pearson Smith Realty, LLC	13	\$9,629,500	12	\$8,255,000	25	\$17,884,500
231	Victoria R Ro	Pearson Smith Realty, LLC	8	\$6,117,958	14	\$11,759,711	22	\$17,877,668

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TOP 250 STANDINGS

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

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232	Cheryl L Hanback	Redfin Corporation	2	\$1,947,500	21	\$15,908,400	23	\$17,855,900
233	Candyce Astroth	Samson Properties	5	\$2,878,747	21	\$14,962,700	26	\$17,841,448
234	Alexander J Bracke	Pearson Smith Realty, LLC	16	\$9,464,168	12	\$8,354,000	28	\$17,818,168
235	John E Grzejka	Pearson Smith Realty, LLC	18	\$16,223,700	2	\$1,581,010	20	\$17,804,710
236	Megan E Duke	Keller Williams Realty	10	\$9,461,199	8.5	\$8,342,500	18.5	\$17,803,700
237	Susan Tull O'Reilly	McEneaney Associates, Inc.	10	\$9,595,000	11	\$8,197,021	21	\$17,792,020
238	Cheryl H Wood	Redfin Corporation	5	\$4,827,000	16	\$12,825,400	21	\$17,652,400
239	Marion Gordon	KW Metro Center	17.5	\$13,855,400	5	\$3,766,000	22.5	\$17,621,400
240	LeAnne C Anies	Property Collective	21	\$11,364,350	10	\$6,199,140	31	\$17,563,490
241	Dilara Juliana-Daglar Wentz	KW United	14	\$6,206,000	22	\$11,218,820	36	\$17,424,820
242	Danilo D Bogdanovic	Redfin Corporation	24	\$13,616,500	5	\$3,605,500	29	\$17,222,000
243	Frank J Schofield	Summit Realtors	5.5	\$2,945,250	20	\$14,217,150	25.5	\$17,162,400
244	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	22	\$14,267,657	4.5	\$2,825,850	26.5	\$17,093,508
245	Jeffrey A Jacobs	Compass	9	\$4,555,000	18	\$12,526,050	27	\$17,081,050
246	Diane P Schline	Century 21 Redwood Realty	9	\$9,151,100	7	\$7,906,700	16	\$17,057,800
247	Diane C Basheer	Diane Cox Basheer Real Estate, Inc.	10	\$11,842,444	5	\$5,212,251	15	\$17,054,696
248	Kristie A Zimmerman	Compass	9.5	\$6,863,250	18	\$10,180,224	27.5	\$17,043,474
249	Matt D Boyer	Keller Williams Realty	16.5	\$9,564,170	12	\$7,456,480	28.5	\$17,020,650
250	Alexander J Osborne	KW Metro Center	19.5	\$12,981,000	6.5	\$4,024,500	26	\$17,005,500

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