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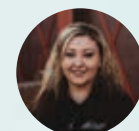
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If you are interested in contributing or nominating REALTORS® for certain stories, please email the publisher at [Kristin@kristinbrindley.com](mailto:Kristin@kristinbrindley.com).

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# A NOTE FROM THE PUBLISHER

Hello, NOVA Real Producers,

Spring is here! Check out the event photos from our February Magazine Celebration party on page 20. We gathered the recent features and upcoming features to celebrate them and their stories.

We give voice to our Real Producers' stories, and your stories of success leave clues for our entire community. Our in-person quarterly events offer our Real Producers an opportunity to meet each other in an ever-growing virtual world. Odds are, you have or will work with them,

and be in multiple-offer situations. Relationships are key.

We are gathering the whole community together on May 12th for our Mastermind. Would you like to have more listings? Check out our events section. Contributors at this event include Jason Cheperdack, Jennifer Young, Dustin Fox, Dilyara Daminova, Erik Van Horn, Irina Babb, Bic DeCaro, and more. Don't miss it!!

Be on the lookout for upcoming event invites! These are amazing opportunities for you to network with your friends and colleagues, as

well as meet with preferred partners within the local industry. Our Casino Royale event is coming up on the evening of July 13th. This event is going to be a very good time!! I look forward to meeting each of you at our upcoming events!

Remember, this publication is for you. We want your opinion! What topics and/or columns would help you achieve your 2022 goals?

Without our Preferred Partners, none of this would be possible! We are thankful for their participation, and all they do for our community.

## HONORING ADMINISTRATIVE PROFESSIONALS

This month we celebrate our behind-the-scenes heroes — the special people who make their offices flow and their agents' businesses grow. Check out our special feature on page 57 celebrating several of the fabulous administrative professionals in our community!

Here at *NOVA Real Producers*, our operations and administrative crew are the backbone of our organization. I'd like to take a moment to highlight them here as well. We do a superpowers exercise at our big, annual team summits. We talk about each person on the team's superpowers and appreciate what they bring individually to the team. Each person has unique talents to be celebrated. Our team has a lot of heart and cares about this community. Here are some of the things other team members say about them!

**Wendy Ross:** Empathy – Wendy picks up on the needs and emotions of everyone around her. She's always willing to help, even if that means putting more on her plate! Multitasking magic, Lead Generator. Why? Look at those non-stop calls! Grit and focus to finish the work. Knowledge - Knows almost everything. Resource Wizard. Wendy can talk to anyone, loves the people and the data. That combo is amazing sauce. Focus to finish the right task.

**Jennifer Jelic:** great upbeat personality/fast learner. Jen is super fun and outgoing at the events and is fun to have on the calls. When I trained her, she went right to doing everything in a week. Upbeat, Sales Machine Energetic, lively every day. Brings energy to work every day. Goalie

— sets goals and achieves them, competitive. Positive energy, and quick. Has vision, and grit.

**Jaime Lane:** Systems Thinking – Jaime manages all the parts. She is always thinking four steps ahead and knows how to prep for possible fires! Without Jaime keeping things in order, and all systems in place, we'd be all over the map! Jaime is the project management/organization/multitasker. We would not have Asana in place or all the processes in place without Jaime. She is an Uber-organizer, 9999 RAM. Why? The way she multi-tasks! Systems Girl Wonder – get into shape and focus, willing to take on more. Jaime is the organization queen. Takes our chaos and creates order.

**Ellen Buchanan:** Insightful. Ellen's articles and edits are extremely insightful! Always giving great advice and guidance so our pubs are top notch! Ellen is super smart/great attention to detail/wealth of RP knowledge, Eagle eyes, Word-Master, she is Grammarly, The wordsmith/architect of the pub. Ellen always sees things others don't.

**Yhan Rivera:** When given rough video footage, he sees the vision and makes me look and sound better than I am! Yhan is a multitasker, amazing

with video editing, helps everyone and never says no to anyone. He is a true team player. Digital Wizard, our computer geek, knows the tech stuff. Tech Master — can do anything tech-related or help figure it out. Tech Guru — capable with tech stuff, picks things up quickly. Yhan is adaptable to any tech needed. All the businesses, he has always figured it out.

**Narciso ("Ciso") Ramos:** Positive – He is always smiling and asking for more ways to help the team! Cisco is super lightning-fast, a fast learner and willing to help everyone. Team Player! Lightning-fast data entry. Speedy and Mr. Clean. Why? Look how detail-oriented he is! Ciso is capable and flexible. Ciso is like lightning and accurate!

**Jess Wellar:** Observant – Her proof-reading and edits! Good luck trying to get a typo past her! She is a great proofreader/writer. Jess is Grammar Hawkeyes — she can pick out what needs to be fixed. She is passionate about reading. Excellence Expediter — an eye to detail. Jess loves words and has wonderful curiosity. Loves people and wants to share their story with the world.

Our team is made up of some amazing, wonderful people. It's an honor to spend my time with them each day.

With gratitude,



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For more information about our publication, partners, and future events, check out [www.KristinBrindley.com](http://www.KristinBrindley.com), our private Facebook group, or email us at [info@NovaRealProducers.com](mailto:info@NovaRealProducers.com).



# 2021

## BY THE NUMBERS

HERE'S WHAT NOVA'S TOP 500 AGENTS SOLD...

26,398



TOTAL TRANSACTIONS



18.8B

SALES VOLUME

13,926

LISTING SIDE  
TRANSACTIONS



12,472

BUYING SIDE  
TRANSACTIONS



\$37.6  
MILLION

AVERAGE  
SALES VOLUME  
PER AGENT



52.8

AVERAGE  
TRANSACTIONS  
PER AGENT

Information is based on 2021 residential sales in Virginia, Maryland, and Washington, D.C., by the top 500-producing agents licensed in Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County.

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# What is your morning routine?



**BRITTANY DIXON**  
**Keller Williams Realty**

I don't set an alarm, and I'm not a morning person. I will set an alarm for appointments. I wake up at 7:30–8, take the dog for a walk, do a workout class, eat breakfast, go to set appointments or do lead generation, roam social media for business, and follow up with contacts in the database or touch base with friends. I take breaks and take walks, and try to keep plans with friends to network.



**KEYSHA WASHINGTON**  
**Pearson Smith Realty**

My day starts at 4:30 a.m. with two Great Dane puppies barking to go out. I lay around till 6 a.m. and then make coffee, wait for my daughter to get ready, pack her lunch, take her to school, and then come home and start the day. I do admin work, and social media is a big part of my life.



**FELIX OTCHERE**  
**Pearson Smith Realty**

I wake up at 5:30–6 to feed the dogs. I get back in bed for an hour and I am on the phone or on Homesnap, checking emails. At around 7:10, I get out of bed and sit on the couch.



**DAN MCNIEL**  
**Pearson Smith Realty**

Not a morning person. Get up, put my daughter on the bus. Take the dog for a run and start the day.



**PEGGY RICHARDSON**  
**Washington Fine Properties**

I get up around 6:30 a.m.. Alexa wakes me up every morning with a song. I have coffee and go to the gym. (Emails before gym to get settled.) I used to meditate, now I get on the computer.



**YON CHUNG**  
**Keller Williams Realty**

Get up around 6:30 a.m., catch up on emails, make breakfast for two boys, send them off to school, then start work.



**LAREE MILLER**  
**KW Metro Center**

I get up and I have five kids, so I get the kids ready, get them out the door, and drive them to school. I listen to a podcast on the way home and when I get home, I dive right into the day.



**IAN MCVEIGH**  
**Samson Properties**

Waking up around 6 a.m. and slowly processing the day's tasks and responsibilities.



**EMILY MARENTETTE**  
**Keller Williams Loudoun Gateway**

I wake up and check emails and play with my daughter. I lay in the playpen with her and play. I follow up on emails and lead generation during her naps. I block afternoons for showings and consultations.



**HANNAH WON**  
**Pearson Smith Realty**

Up at 5 a.m. to exercise, meditate, and make breakfast. *Reality*: Drag myself out of bed around 6:30 a.m. when kids start yelling and try to get them fed before the chaos of the day begins.



**ARTURO FERREIRA**  
**Best Side Story Media**

My toddlers charge into my room and I ignore them until their patience and nonviolence runs out. I follow them to the basement and acquiesce to their demands. We watch an episode of the age-inappropriate show "Rick & Morty," I make them breakfast, then drive them to Montessori.



**DANE WORK**  
**RE/MAX Allegiance**

I have a cup of coffee, walk the dogs, and get on the computer. I've told my daughter that you do know I have had three full days off in 15 years.



**(TWIN SISTERS) ERIN JONES & KELLY WYATT**  
**Keller Williams Realty**

Not morning people!! (Erin did a retreat with Josh Dukes' team. Rented a house in Lake Anna. Drinks at night and mastermind sessions during the day. Fiancé had to wake her up in 5 minutes to teach a class. Luckily, Erin can get ready in 5 minutes!) Kelly's kids get ready and on the bus before she gets up.



**PEDRO PAUCAR**  
**Keller Williams Capital Properties**

New year, new me... trying something new and reading *Miracle Morning*. I am on a three-day stretch right now. Waking up between 5 and



**KELLY GAITTEN**  
**Berkshire Hathaway PenFed Realty**

Wake up at 6 a.m. and walk two miles with my dog ... rain, shine, snow, or heat! The exercise and fresh air gets my brain moving. Back at my desk with coffee by 7:30 to check email and go over the calendar for my productive day while it's still quiet. I get so much done in the early morning!



**LYNDSEY DAIGLE**  
**Weichert, REALTORS®**

My morning routine usually begins with me begging my alarm for five more minutes, but begrudgingly getting up anyway! On school days, I begin my day with waking up my three kiddos, then hustling them along and out the door by 8 a.m. while also getting dressed and ready for my workday. After the bus comes at 8 a.m., I begin my workday. First is always email, and double-checking my to-do list for the day and week. Lists are my savior! After email and some marketing, I usually have a 10 a.m. meeting, inspection, or showings of some kind and that usually takes me to lunch time.



**BRETT KORADE**  
**Keller Williams Realty**

Self Care: Time with the Bible, time at the gym. Family Care: Coffee with my amazing wife, time with my sons (when they're home from college). Client Care: Text people I am meeting that day. Business Care: Lead generation and prospecting, and then off into the daily random craziness of Realtor Life!



**LAURA SCHWARTZ**  
**McEneaney Associates**

I wake up at 6 a.m. to work out, have coffee, and get myself ready. Then, I spend the next hour with my kids playing a game or getting them ready for school. I am trying hard not to let work encroach on an already-stressful time of day!



**MOLLY FLORY**  
**Old Republic Insurance Group**

My morning routine is to start my day off with my inspirational reading. This is something that truly makes a difference to prepare me for the day and gets me motivated. I think finding a special motivation that resonates with you makes a huge difference.





**DEBBIE CREVIER-KENT**  
**Cottage Street Realty**

My morning routine is to wait till I smell the coffee before getting out of bed. Then, I grab a cup and climb back in bed and catch the news. Next, check my phone for any latest uploads of my 3-year-old grandson, which always puts a smile on my face for the day. Then, make the bed, put on my face, fix the hair, and get dressed. Then, off to the office to begin my day.



**RAY GERNHART**  
**RE/MAX Executives**

Each morning starts with a double espresso, followed by a short walk with my dog, Capri, and an hour at the gym. After that, God only knows what the day will bring!



**RAJ TAMANG**  
**Green Valley Custom Builders**

I consider myself a morning person. I wake up at 5 a.m. every day except weekends. On weekends, I like to give myself a couple of extra hours to sleep in the morning. I take a shower and pray for about 10 minutes for mindfulness and world peace. Then I write in my daily gratitude journal. I head out to my office, and on the way to the office, I pick up a breakfast (usually Panera Bread since it is very close to my office). My office is very close to my home, less than 10 mins drive, and I am in the office around 6 a.m. It takes about 15 to 20 minutes to finish my breakfast, and while I am eating, I listen to some inspirational podcasts to set the tone for the day. This also gives me ample time in the morning to take care of a lot of things without disruption since our office opens at 8 a.m. After that, the phone starts ringing and/or I am headed to meetings.



**SAM NASSAR**  
**Compass**

Morning routines can always vary based on life structure and family responsibilities, but what always stays the same is the structure. My mornings reflect my commitment to always being organized from the night before and truly using my calendar as accountability. What's consistent is my balance and communication. I wake up starting around 5 a.m., morning cup of



**LESLIE HOBAN**  
**eXp Realty**

I use *The Miracle Morning* schedule for my best and most productive days. I love to use the Life S.A.V.E.R.S:

- Silence (5 minutes)
- Affirmations and Dog Walking (30 minutes)
- Visualization (5 minutes)
- Exercise (60 minutes) M-F
- Reading or Podcast (15 minutes)
- Scribing and Journaling (5 minutes)

In total, only 2 hours! Wake up at 6:30 a.m. and am ready for work by 9:00.



**SUE SMITH**  
**Compass**

I love the sunrise and am naturally an early riser! I rise with the sun every morning (whether it's 5 a.m. or 7 a.m.), enjoy coffee, and catch up/day recap with Charlie and my two dogs. Then, off to my day, start writing notes, exercise, emails, Facebook birthdays, and social media posts. It's my way to a perfect day!



**KELLY KATALINAS**  
**Fairway Independent Mortgage**

I start five of the seven days per week with exercise. I plan for three days on/one day off, and typically will ride my spin bike and work with weights for 45 minutes to an hour. During this time, I try to clear my mind, focus on breathing, and really just get my mind and body aligned so I have enough energy for a productive day.



**PHYLLIS PATTERSON**  
**Sotheby's International Realty**

Up at 6:30 a.m., coffee, workout or yoga first thing.



**TORI MCKINNEY**  
**KW Metro Center**

I'm not an early riser. I worked in the music industry and I've never reset my clock. Sometimes, I wake up at 7:30, but I am usually racing at 8:15 to meet my trainer on Zoom. I start jumping into meetings at 9:30 to 10.

espresso, gym, follow-up on emails, connect with all of my team members, and then I'm off to meetings. You know what they say, 'The early bird catches the worm.' And when everything is accomplished, getting home earlier rather than later to be with my family is what's relevant.

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# NOVA REAL PRODUCERS' FEBRUARY MAGAZINE PARTY

FEBRUARY 9, 2022

We kicked off the new year coming together to celebrate our February and March *NOVA Real Producers* features! We had a terrific time connecting with our featured agents and esteemed partners over fabulous food, cocktails, and conversation. Thank you to all attendees for being a special part of our *NOVA Real Producers* community!

A huge thank-you to MBH for sponsoring this event at Fleming's Prime Steakhouse. Our

amazing photographer, Ryan Corvello, snapped plenty of fun pictures, which you can also find on our new Facebook page: [www.facebook.com/kristinbrindleyrealproducers](https://www.facebook.com/kristinbrindleyrealproducers).

Thank you to our videographer, Bobby Cockerille, of HD Bros, who shot awesome video for us at the event.

We're already looking forward to seeing everyone at our Mastermind on May 12th!

For more information on all NOVA Real Producers events, please email us at [info@novarealproducers.com](mailto:info@novarealproducers.com).





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# BEHIND-THE-SCENES HEROES



## Invisible Forces of Nature

By Alicia Brown

When we see the elegance of a long-necked swan gliding effortlessly across the water, we tend to focus on the dazzling plumage and silent grace as the magnificent bird traverses from one side of the lake to the other, then suddenly transitions to flight. No other waterfowl moves as fast on the water or in the air. Yet, how often do we focus on the swan's strong webbed feet beneath those same waters or the wind currents that make its flight possible?

In the real estate world, we call these invisible forces of nature our Assistants, Directors of Operations, or Transaction Coordinators. Much like those specialized webbed feet, the diligent individuals in these positions possess distinct and invaluable talents which are essential for any burgeoning real estate business to succeed. Moreover, the busy agent can better focus attention on priorities — negotiating, lead generating, and closing deals — while the administrative professional focuses on compliance, correspondence, scheduling and troubleshooting.

When an agent is looking to expand their team and free up more time to do deals, paperwork and administrative tasks seem to be the natural first step in the expansion model. A question that is often posed to my company is to explain the differences between a Transaction Coordinator, an Assistant, and a Director of Operations. To best answer this query, I advise agents to consider how those tasks are executed depends on their specific business model; is their team listings-heavy, are they a team of buyers' agents, strategic partners, etc.? To shed more light

on these three important, but distinct roles, below is a snapshot of each:

### Real Estate Assistant: Generalist

An extension of the lead agent, this position handles client care, and manages listings and marketing.

### Transaction Coordinator: Specialist

This position manages transactions, monitors contractual deadlines, and schedules inspections and compliance for timely commission payouts.

### Director of Operations: Strategic

This position manages the team, oversees the daily operations, is the integrator of systems, and handles budget and strategic planning.

How do you answer the “Who do I need to hire first” question? As the real estate industry evolves, we are now finding that an agent's initial hire is usually a Transaction Coordinator, even before employing an Assistant. Having an experienced Transaction Coordinator shores up more time for the agent while simultaneously increasing the professionalism of the service provided to clients. Whether outsourcing to an experienced company or hiring in-house, this position is integral for any thriving real estate brokerage to sustain the recent surge in business in our industry over the past two years.



Alicia Brown is the CEO of ScalableRES. Prior to founding the company, Alicia began in the accounting industry. Within real estate, she has been a broker, principal broker, team leader, and has co-owned a real estate team. She has also worked in tech product marketing, as well as marketing within the life insurance industry. She is passionate about real estate and transaction coordination. Outside of Scalable, Alicia is an avid traveler and huge reader. In addition to reading, Alicia loves to spend time with her Rottweiler/daughter Eva and her husband Brad.

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# Why Branding in Real Estate is So Important

Coca-Cola, Nike, Under Armour, and YOU — what do these all have in common? That's right ... they are all a BRAND! When you read the names of those companies, images of each one probably popped into your head and what that brand means to you. When a consumer hears your name and real estate company, what do they think? What does your brand represent and mean to other people?

I think this gets lost in the shuffle with REALTORS® because they are focused on doing so many things at once. Creating a brand is important because it allows you to “stick out” from your competition and be recognized instead of just another real estate agent trying to sell a house. What is real estate branding? How do I create a brand? What are the benefits of branding to my real estate business?

## How Consumers See You

This is why you create a brand — to stand out in a crowd and allow consumers to see and recognize you. It also allows them to immediately connect you with something you say or do. Back in the day, it was “Where's the beef?” or “Just Do It!” or “Bo Knows.” Those were all catchphrases that related to a brand, as relate to something people do or represent.

As a real estate agent, what is your brand? How have you decided to sell yourself and your services to a community that is not like other Realtors? What are the one or two things that allow you to stand out in a crowd and make you memorable?

**BRAND**  
**LOYALTY**



For me, it's not only writing for this magazine but is your go-to Title Guy for all things offline and online real estate marketing. Remember, real estate branding is in the eyes of the consumer and your clients, not in your eyes. It is all about how people see and perceive you that makes your brand.

## Problems Realtors Face

The issue that Realtors face is that most people in their business don't know how, or more specifically, *Why*, branding is important. This causes your ideal client to look at Realtors as if you are all very similar. The shopping cart ads, newspaper ads, and the sports schedules with the same tag-lines like, “For all of your Real Estate Needs...” or “Top Producer, Lifetime Award Winner,” or my favorite,

“Everything I Touch Turns to SOLD!” Once you have created a brand that allows the consumer to identify with you and get into the mode of knowing and liking you, then you have broken the mold of the stereotypical Realtor.

## Get Started ... and Brand Yourself

In your real estate business, you are the product and brand. Think about the area you work in and what you do well, what problems you solve, and also how you can be different in that marketplace. Start promoting and marketing to that niche to attract those prospects and clients. If you become “something to someone” versus trying to be “everything to everyone,” you will find that the right business you are looking for ... finds you!



Wade Vander Molen is the director of sales/marketing for Stewart Title in the Northern Virginia/Washington, D.C., area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new, sustainable business model to help them grow their businesses. You can visit Wade at [www.DCTitleGuy.com](http://www.DCTitleGuy.com).

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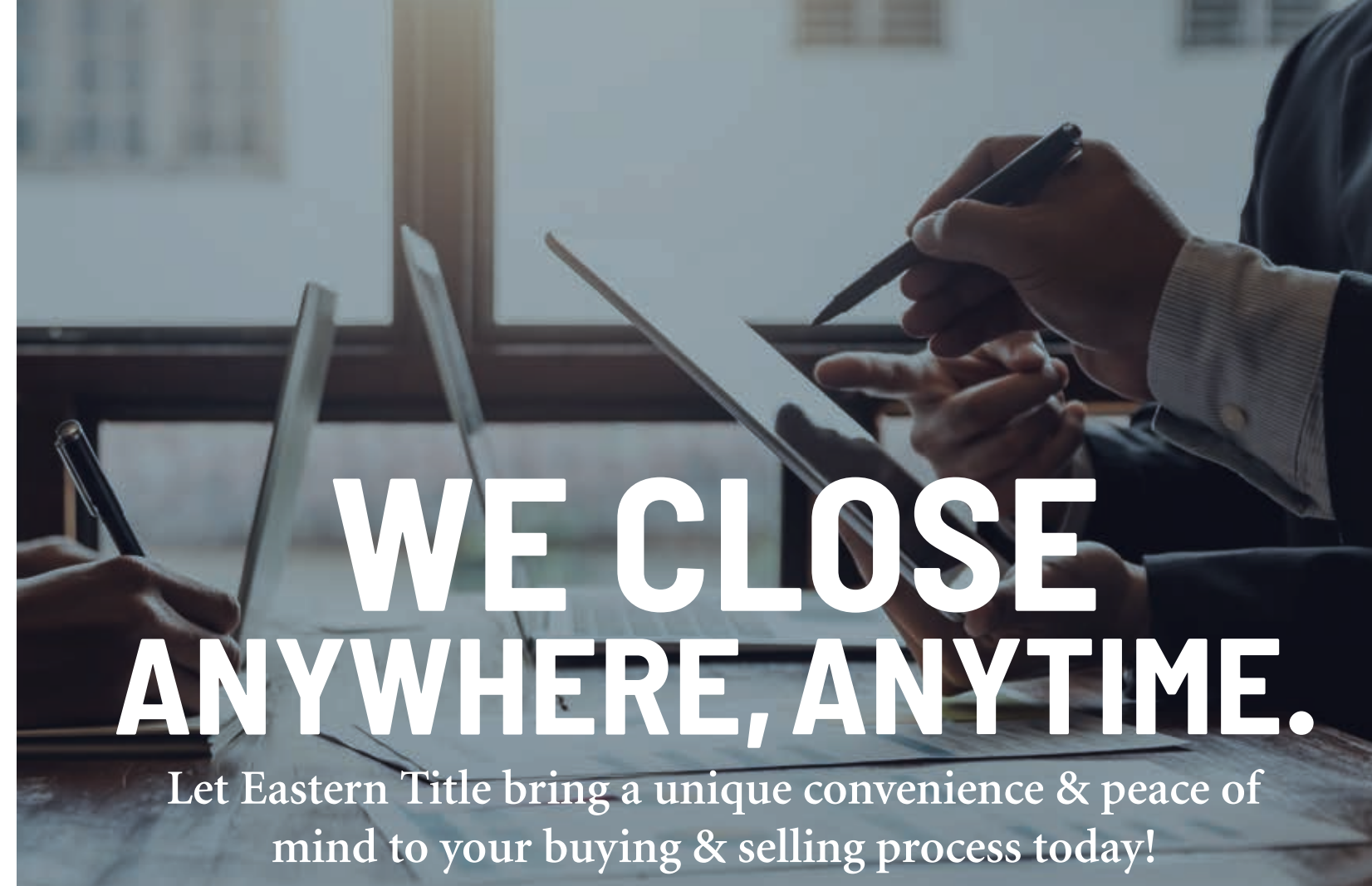


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## marketing matters

By Todd Lebowitz

### 2. Use a List Manager

Successful agents will use a list manager for their direct-mail campaigns. A list manager will allow you to keep track of who you're mailing, create mailing lists for your targeted campaigns, and organize your contacts.

List managers will also make it easier to send direct-mail campaigns to the same areas you've sent them before, helping you keep your marketing consistent.

### 3. Create a Well-Rounded Marketing Strategy

Direct mail is a handy tool for real estate marketing. Round out your campaigns by including email marketing and social media aspects to make them even more helpful. Reaching out to your clients in different ways will help keep them engaged.

### 4. Stay Connected

Part of effective communication is consistency and creating a personal connection. Stay in touch with past clients with newsletters or emails. Clients who may not be looking to buy or sell at the moment will still be interested in local news, community updates, and the current state of the real estate market.

Another benefit of staying connected with past clients is referrals. When someone is able to trust you, they feel confident when recommending you to a friend, colleague, or family member who might be looking for a real estate agent.



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

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

#### ABOUT MY MARKETING MATTERS

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

# How to Reach Clients MORE EFFECTIVELY

Reaching your clients effectively can be tricky but is essential for expanding your reach and growing your sphere of influence. There are many ways to reach your clients, including email marketing, social media, and direct-mail campaigns.

However, you must make sure these connections are influential.

Here are some of the best ways to reach your clients more effectively.

### 1. Send Targeted Direct-Mail Campaigns

Direct mail is familiar and is routinely one of the most effective ways to reach clients, especially in neighborhoods. To make your direct-mail campaigns even more effective, send them to a targeted audience. You can focus on reaching a new farm, owners of certain home types, or clients you have worked with in the past.

Your direct-mail campaign should be eye-catching, informative, and helpful to the recipients. Always be sure to include contact information so recipients know how to get in touch with you when they're ready to buy or sell.

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# Stay Inspired

WORDS OF WISDOM FROM THIS MONTH'S FEATURES



**BRITTANY DIXON**  
KELLER WILLIAM  
CAPITAL PROPERTIES

"I'm so grateful for the time I spent in the Air Force. It taught me so much that I carry over to my real estate business. I learned discipline, perseverance, and

resilience. It gave me a sense of purpose to work hard and take pride in that work."

Favorite Quote: "What lies behind us, and what lies before us are small matters compared to what lies within us." —Ralph Waldo Emerson



**LEE BRADY**  
CASEY MARGENAU  
FINE HOMES

"When you do an excellent job for people, they are happy, and they may or may not tell others. But when you exceed people's expectations and do the best job

possible, they feel the need to share that with the people they care about!"



**SUSAN WISELY**  
COMPASS

"My favorite quote: 'This didn't just happen, it took work!' A client's daughter once said it to me and it stuck with me. I feel that all that I have achieved didn't just happen, it took work, and still does. I am constantly learning and wanting to learn new things."

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**MARC WILTSHIRE**  
KENSINGTON VANGUARD NATIONAL  
LAND SERVICES

"It's an on-demand world. The way in which Kensington Vanguard was designed has positioned us to serve the modern consumer and the rising consumer expectations. We're ready for that. We're ready to meet the clients where they are, both literally and figuratively."

Favorite quote: "Fear of failure is the nectar of success."



# MARC WILTSHIRE

Kensington Vanguard National Land Services

Operating Without **EGO**

partner spotlight ◀◀

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



Marc Wiltshire is responsible for managing Kensington Vanguard National Land Services' operation in Woodbridge, Virginia, and helps shape the strategies and growth initiatives for the entire D.C. metro area. His unique role gives him insight into both the high-level operations of a national company and the day-to-day needs of his clients.

## LEAVING EGO AT THE DOOR

In his nearly two decades in the business, Marc has come to understand — and even revel in — the role of a title company.

“There is a joke I tell clients all the time. I welcome them to the part of the process that doesn't have a show devoted to it on HGTV,” Marc laughs. “We've actually been a part of a few transactions on *House Hunters*, and they didn't even send cameras to our office. They don't care what happens at closing. So I think the moment I got good at my job is when I realized it's not about us. If all goes well with a transaction, we'll spend maybe an hour with the client. An agent is living with this person, the loan officer engaging with them often. But we're more like the mortar between the bricks. No one looks at a building and says, ‘Man, I love that mortar,’ but it has to be there.”

Marc describes the role of title officers as stealth in nature. He believes that if he does his job well, no one should notice he's there.

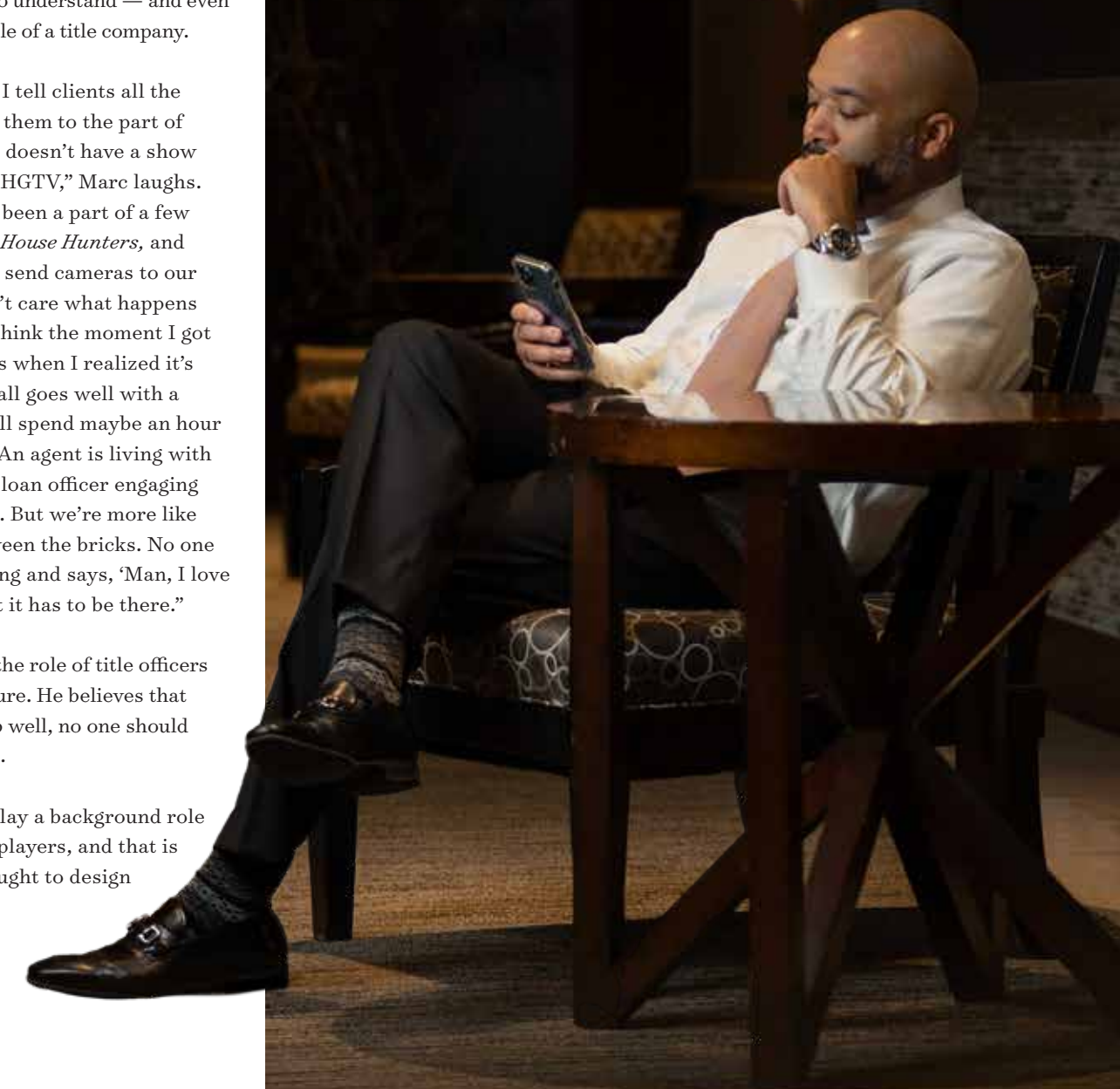
“I'm willing to play a background role to support lead players, and that is how we have sought to design our business.”

...

“

At the end of the day, the ethos we've built here in the D.C. metro area, what our clientele expects, is to operate without ego.

”







I'm willing to play a **BACKGROUND ROLE** to **SUPPORT LEAD PLAYERS.**

...

#### NATIONAL BRAND, LOCAL FLAIR

Marc holds a Juris Doctor from The George Washington University Law School in the District of Columbia. He began his career in the title insurance industry with RGS Title in 2004, worked his way up to a managerial role, and was recognized for multiple honors in his time there, including Manager of the Year. In addition, he was named Educator of the Year by the REALTOR® Association of Prince William (PWAR) and was inducted into the PWAR Hall of Fame in 2011. In 2014, he joined Kensington Vanguard.

"It's been pretty consistent. I've only been with two companies. I'm loyal. I become furniture, basically," Marc laughs.

Kensington Vanguard is a well-established national brand, but before Marc launched his first office in 2014, they were relatively unknown in the D.C. metro area. Marc sensed an opportunity and made the bold decision to launch a new brick-and-mortar location. Seven and a half years later, he has expanded to five offices in the area.

"Pressure can rupture pipes, and pressure can make diamonds. You find out a lot about yourself and your team in the challenging moments," Marc reflects. "We built it the right way, and we've continued to grow."

According to Marc, Kensington Vanguard National Land Services is one of the country's largest independent, full-service national title insurance agencies. They have a significant presence in both residential and commercial title spaces, which is a unique asset in the market.

“

We're ready to  
**MEET THE CLIENTS  
WHERE THEY ARE,**  
both literally and figuratively.

”

Marc Wiltshire manages Kensington Vanguard National Land Services, one of the country's largest independent, full-service national title insurance agencies.

#### REAL ESTATE

Over the past 17-plus years, Marc has seen several momentous shifts in the real estate market. One change that's driving the business today, he notes, is the expectation of immediacy. Clients are increasingly expecting more availability and remote services from every company within the industry, title insurance agencies included.

"It's an on-demand world. The way in which Kensington Vanguard was designed has positioned us to serve the modern consumer and the rising consumer expectations. We're ready for that. We're ready to meet the clients where they are, both literally and figuratively," Marc explains.

Marc and his team value agility, and they're continually ready to do whatever it takes to execute in an increasingly fast-paced world.

"Beyond just the services we offer, I think what sets us apart is really the wealth of experience on our team across the board. When we add people in, you won't find someone without experience driving a transaction. If they're new, they're in support of someone who's been doing this a while. My senior processor has been doing this for 30 years, for example. But we're always looking to add talent, and will continue to surround ourselves with expertise, which is more important than ever because transactions seem to be getting more difficult as patience decreases and expectations increase."

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» rising star

By Chris Menezes  
Photos by Ryan Corvello

# Brittany DIXON

## ON A NEW MISSION

A former Air Force officer, government consultant, and corporate strategist, Brittany Dixon infuses her real estate business with a high-level of integrity, determination, and passion for service. Within three short years, she has achieved tremendous success as an individual agent, and just recently joined one of the top-producing teams in the world — Saydam Properties Group with Keller Williams Capital Properties.

Brittany's path into the military started when she was a kid. As a self-described "military brat," Brittany has lived in over 15 different places. And when she initially decided to go to college at Saint Louis University, her father encouraged her to apply for an Air Force ROTC scholarship to avoid being crippled by student debt.

Knowing she was going to join the Air Force after college, Brittany earned her degree in psychology, graduating from Kansas State University in 2009. She spent over seven years as an acquisition program manager and intelligence officer for the Air Force and received her master's in criminal justice from the University of Cincinnati during this time as well.

"I'm so grateful for the time I spent in the Air Force," Brittany says. "I met a lot of incredible people and worked on programs I never would have envisioned being part of. It taught me so much that I carry over to my real estate business. I learned discipline, perseverance, and resilience. It gave me a sense of purpose to work hard and take pride in that work."

Although Brittany really enjoyed the life experiences and the people she met in the military, she ultimately felt unfulfilled by the work she was doing. While in the process of separating from the Air Force, she had a colleague who had also separated from the Air Force and started a career in real estate.

"Speaking with him had me genuinely excited about real estate and the idea of owning my own business," Brittany explains. "But I was not quite ready to make that jump and also did not know where I wanted to be, geographically, once I separated."

In the meantime, Brittany took a consulting job with Deloitte Consulting and moved to the D.C. area. Within three months of consulting, however, she knew it wasn't for her. As she started the search to buy her first home, she found that she really enjoyed the process and resolved to get her real estate license.

"I really loved the daily impact you could have on people, loved the process, and wanted people to know how to achieve homeownership if it was something they truly desired," she says.



Brittany worked as a dual-career agent for two years and went full-time in 2019. "Real estate is honestly a rewarding career each and every day," she says. "As a veteran home-buyer, I did not realize how simple owning a home could be. I especially love educating my veteran clients and making sure they know the ins and outs of their VA benefits."

Committed to always going above and beyond for her clients, Brittany intentionally built her business on referrals and cultivating relationships. She doesn't cold call or pay for leads because she says it doesn't come naturally to her. She'd rather work with friends and make friends.



*Real estate is honestly a rewarding career each and every day.*



...

"I love that many of my clients are friends, friends of friends, or have become friends," she explains. "I truly want to make sure my clients feel I am the expert, that they can come to me with anything, and that I'll either have the answer or get it for them."

Brittany's business took off rather quickly after going full-time; she closed over \$12 million, selling a total of 24 units in 2021. But while she had great success as an individual agent, she said it was also lonely. Missing the team environment of her military days, she began searching for a team to join and landed with Saydam Properties Group (SPG).

"I love that the mission of SPG is to donate and raise hundreds of thousands of dollars and volunteer countless hours for causes that help the homeless, child victims of abuse, and people in Africa without clean water," Brittany says. "I joined this team to grow and learn more as an agent and for solid leverage. I'm excited to see what I can accomplish in real estate this upcoming year with SPG."



*What lies behind us, and what lies before us are small matters compared to what lies within us.*

—RALPH WALDO EMERSON

Some of Brittany's goals in the coming years are to purchase her first investment property, to do a bit more traveling, and invest time in herself and the people she loves, in addition to her business. She is also looking forward to getting more reading done and hopes to pick up the violin again to rekindle her love of playing music.

In the end, Brittany knows that life is about what exists inside, rather than the things a person does on the outside. As her favorite saying by Ralph Waldo Emerson goes, "What lies behind us, and what lies before us are small matters compared to what lies within us."

Brittany Dixon joined Saydam Properties Group at Keller Williams Capital Properties in 2021.

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# LEE BRADY

CASEY MARGENAU FINE HOMES

## A Peek into the Life of a Top Agent

agent cameo



“Success occurs when opportunity is met with preparation.”

### Tell us about your background.

Born in D.C., president of a multimillion-dollar company before 30, opened my own multimillion-dollar company at age 36.

### What was your profession before your current career?

I owned a chain of furniture stores operating in three states that offered in-house financing.

### How did you get started as a Realtor and what has been your biggest challenge with being a Realtor?

When I sold my company in 2012, I was too young to retire. I got my license mostly to learn more about investing in real estate. I never dreamed I would love it more than my previous career, but I do! The biggest challenge was developing the knowledge necessary to make a real difference for my clients. I didn't want to represent anyone if I couldn't do the best possible job.

### What sets you apart, and why should clients choose to work with you?

In today's market, understanding value is critical to protecting and benefiting your client. Having thorough knowledge of all aspects of a transaction, and the creativity to navigate effectively, is essential to providing proper representation. For instance, this past year, I did multiple deals where my sellers had the home-of-choice contingency in place. So they were able to move on a purchase as if they had the cash in-hand, when it was actually equity in their home without them running the risk of being homeless. Most agents do not even know this contingency exists, and ones that do won't tell you about it because they don't want to run the risk of selling your house and the deal

falling apart if you can't find a home you like. I never want a transaction at the expense of my client. My client's interest is all that matters.

### What are 5 attributes your team or colleagues would use to describe you?

- 1.Honest/genuine
- 2.Always available
- 3.Always prepared
- 4.Passionate
- 5.Effective

### What are you are passionate about right now in your business?

Happy clients! When you do an excellent job for people, they are happy, and they may or may not tell others. But when you exceed people's expectations and do the best job possible, they feel the *need* to share that with the people they care about!

### What is your secret weapon for growth?

I can demonstrate to prospective clients how effective strategies can benefit both buyers and sellers in a market like this. I can show where we were still able to make great buys for buyers and get top dollar for sellers in what everyone considers a seller's market.

### What's your favorite part about being a Realtor?

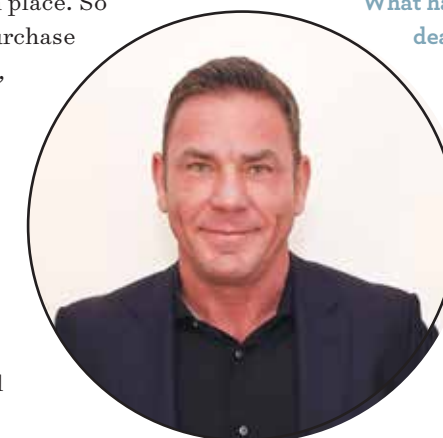
I have met some of the most intelligent, accomplished, and interesting people! I've forged life-long friendships.

### What habits would you attribute a great deal to your success to?

I think time management is the single-most important attribute in this field.

### What is your favorite quote?

“Success occurs when opportunity is met with preparation.”







# HD BROS

## HELPING AGENTS **GROW**

“Our goal is to help our customers win more business. So what does that mean? Win more listings? Great. Get more agents on your team? Great. We can help you do any of those things through the use of professional content and video.”

Vice President Bobby Cockerille’s words explain one of HD Bros’ core values: to help their clients and partners win more business. Since the company was founded over a decade ago, HD Bros has made a name for being more than “just a photographer.” They are focused on helping their clients improve and providing services that go far beyond the norm.

“We grow with folks. We’re not a huge corporation, and we don’t have long-term contracts. So when people use us, they choose us every single time they hire us. We have to give a high-level service and a top-quality product every time,” Bobby says.



Vice President Bobby Cockerille



●●● Partnership Director John Schwartz



The HD Bros team provides expert real estate photo and video content creation.



“  
WE DO WAY  
MORE THAN  
YOUR STANDARD  
PHOTOGRAPHER.  
YOU CAN GET  
ALL YOU NEED  
TO MARKET  
YOUR LISTING IN  
ONE PLACE.

”

#### More than Photography

Since its inception, HD Bros has focused on real estate. That means they are not only well-prepared to handle listing photos and video, but they also have a multitude of additional services they provide within the industry.

“We do way more than your standard photographer,” Bobby explains. “You can get all you need to market your listing in one place.”

HD Bros guarantees next-day deliverables and has a 95-percent success rate in returning edits within four hours. Their streamlined system frees up more time for agents and allows them to hone in on how they market their listings.

“We are promoting the idea of winning more business by using this content. When you go to the next listing

appointment and show our work, and all you’ve done to successfully market your other properties, you’re going to be in a better place to get that listing,” Bobby explains.

Bobby is careful to note that HD Bros won’t be the cheapest option out there, and he’s okay with that. Because when there is bad weather, HD Bros will reschedule the shoot quicker. When the homeowner doesn’t move their junk out of the way, they’ll edit the photos faster. They are equipped to deliver in the often-tight circumstances of a real estate transaction.

Above all else, the HD Bros team leads with integrity.

“If we didn’t quite get the job done, if we deliver a less-than-perfect experience, part of the HD Bros guarantee is that if, at any point, we are not

“ WE WANT TO KNOW WHAT  
YOU’RE LOOKING FORWARD TO  
THIS YEAR AND HOW WE CAN  
HELP YOU ACHIEVE  
THAT GOAL. ”



achieving the goal, we’ll refund you, credit the next shoot, or whatever it takes to make it right. When a team member asks, ‘Hey Bobby, what do we do here?’ I say, ‘Do the right thing.’”

#### The DMV Experts

HD Bros has made a name for themselves throughout the DMV. Justin Kime manages the Northern Virginia team, while Carlo Russo manages the D.C./Maryland group. Throughout the Northern Virginia and D.C. metro markets, HD Bros has around 20 photographers.

“Diversity is one of our strongest characteristics, with team members coming from all walks of life. We work hard to get you the content your brand needs to win more listings,” Partnership Director John Schwartz explains.

John believes that the Northern Virginia/Greater D.C. metro area is

a unique market, different from any other in the country. With continual political turnover, the real estate market takes on a more transient feel.

“It gets shaken up every four to eight years and continues to boom,” John continues. “We expect prices to continue to rise and the expansion of the suburbs westward to keep on growing.”

The Northern Virginia and D.C. metro HD Bros team brings a unique approach to the real estate content market. They blend the customer service of a small business you can trust with the systems of a large corporation.

“The media, scheduling, and partnership teams are with you every step of the way to ensure you are getting the top-quality content for your brand,” John says.

As John and Bobby look ahead, they see continued growth — for HD Bros, their REALTOR® partners, and the Northern Virginia/D.C. metro area.

“We want to grow together. Whether it’s a solo agent, their first day on the job, or an agent with a team doing a thousand listings in a year, we want to be there to mastermind and grow with you. We want to know what you’re looking forward to this year and how we can help you achieve that goal.”

For more information, please visit [www.hdbros.com](http://www.hdbros.com).

**HD BROS**



Riley the Golden Retriever (@hdbrosriley) is the HD Bros mascot.





Photo by Ryan Corvello

# SUSAN WISELY

## COMPASS

*A Peek into the Life of a Top Agent*

### How long have you been in real estate?

I have been a Realtor for 22 years, but have now been with Compass for 2 years.

### What's your company's mission and how does it align with your values?

The Compass's company mission is to help everyone find their place in this world. I take my job very seriously and work hard to help each one of my clients find their perfect home in their time. I guide them and provide my experience to make the transaction as smooth as possible. As Compass agents, we have the technology and platform tools to assist our clients with this in a seamless process.



Photo by Ryan Corvello

### What did you do before real estate?

I was a teacher prior to real estate and have a master's in education.

### What do you like best about your career?

I love what I do! It has become my passion to assist my clients in prepping their homes for sale. I can see the vision of what is needed to show the home in the best light. Guiding them to prepare their home properly is so important in getting them top dollar and the best terms of the contract. With Compass Concierge, it gives my clients the ability to pay for these things with no money out of pocket, no interest, and they can pay it back at closing! I also love to assist my buyers in finding their place in the world. Home is where your story begins and where you eat, sleep, work, play, raise your children. A home is so important, and one of your most important financial decisions. I love to see my clients' faces when they have closed on their new home!

### What do you feel have been the important successes in your life?

My most important successes in my life... Ten years ago, my children went through a very difficult time with the loss of their father, and I too had just gone through with a difficult divorce. I feel I have done a really good job raising my children after their childhood trauma to understand there is no shame in seeking help if they need it. To know that if they need help, they can always come to me and I will be there for them and get them whatever help they need. I went through some very challenging times myself years ago and pushed forward and worked extremely hard to make something of myself to show my children what really hard work can do.



From left to right: Ben, Ryan, Maddie, Susan, and Kip.

My "why" has always been about showing them I could provide for them with a great life and take care of them; and when life presents trauma and challenges, you can push through and make it. Things are never permanent. I have grown so much in my career and am so proud of myself for my accomplishments. I truly love helping people and doing what I do!



Susan and Bailey.  
(Photo by Ryan Corvello)

### Tell us about your family — names, interests, and what you like to do together.

I have three kids. Ben is 22 and just graduated from VT with a double major in neuroscience and psychology. He is looking for his first full-time job and hopes to get something in the consulting world, or possibly medical sales. Ryan is 20 and a sophomore at VT studying business IT. Maddie is a freshman in high school and 16. My husband of 5 years is my rock, and the love of my life. He has three grown children of his own that are all now married. We love to have the family together and spend time together.

*Home is where your story begins and where you eat, sleep, work, play, raise your children.*

Kip and I love to have breaks and love to be together. We absolutely love warm weather and going to travel to warm places with a beach, especially when it is cold — although given my business, it is hard to get away, so it doesn't happen very often.


### What do you want to be remembered for?

I would love to be remembered for being a kind, giving person who always did her best and made everyone feel welcome. Someone who was respected for doing the right thing.

### Favorite Quote:


"This didn't just happen, it took work!" A client's daughter once said it to me and it stuck with me. I feel that all that I have achieved didn't just happen, it took work, and still does. I am constantly learning and wanting to learn new things.





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» special feature: behind-the-scenes heroes

NOVA

# REAL PRODUCERS<sup>®</sup> CELEBRATES

## ADMINISTRATIVE PROFESSIONALS

### The Secret Weapon Behind Many Successful Real Estate Agents

It's often said that an executive is only as good as their assistant. A great admin must often be willing to work independently and quickly, providing high-quality support while solving problems on their feet. These "behind-the-scenes heroes" are usually the first point of contact for clients and other top producers, acting as liaisons for many important communications. Frequently, an admin might also be forced to think creatively while multitasking a myriad of more mundane tasks such as planning meetings, maintaining file systems, and creating reports, all while greeting everyone who walks through the door with a warm, courteous smile.

In honor of Administrative Professionals' Day on Wednesday, April 27th, we asked top-producing agents from our *Real Producers* community to nominate their number 1 Behind-the-Scenes Hero in their office to show appreciation for a job well done. Most of these administrative rockstars were also able to attend our fabulous February magazine parties to participate in this issue's cover photo shoot and celebrate their success with their teams as well.

Keep up the great work, everyone, and a big thank-you to all the Real Producers out there who nominated these VIPs!

realproducersmag.com

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►► special feature: behind-the-scenes heroes

# ALEX ACKERMAN

## THE GREG WELLS TEAM

KELLER WILLIAMS REALTY LOUDOUN GATEWAY



Alex was nominated by Greg Wells (right), team leader of The Greg Wells Team, as a Behind-the-Scenes hero.

**What's your company's mission and how does it align with your values?**

Our mission is to provide the highest quality representation in the real estate industry and serve our community by giving back. Customer service has always been an enjoyable challenge for me. Additionally, my interest in marketing has had the opportunity to flourish during my time on The Greg Wells Team. Finally, Greg's presence and impact on the community through charity and outreach has been extremely inspiring.

**How long have you been working at your company?**  
Six years.

**What did you do before your current position?**  
Activities & Communications Director for Regency at Dominion Valley H.O.A. (I worked for one of the largest property management companies in the country for eight years, and that was my most recent role/location).

**What do you like best about your career or job?**  
I enjoy the ever-changing nature of real estate. No two transactions are exactly the same, so there are always opportunities to learn something new.

**What do you feel have been the important successes in your life?**  
I have consistently excelled and risen through the ranks within the companies I've worked for.

**What's your superpower?**  
Superhuman organization skills.

**What do you enjoy most about your role?**  
Truly, the people I get to work with. When our team was structured differently, I thoroughly enjoyed my coworkers and the support we offered one another. The clients, even the more difficult ones, always offered something positive (even if it was just a lesson in patience!). And, of course, working with Greg has always been awesome, but now that our team is just the two of us, I feel like we are more in sync than ever and have a superb dynamic.

**Tell us about your family — names, interests, and what you like to do together.**

My parents, Mark and Ronni, live nearby with their dog, George. My younger sister, Ryan, just finished school and has moved back home with her dog, Rambo. I see them at least once a week and we just enjoy spending time together at home, walking the dogs, and watching movies. My own "baby," Otis, is a black lab mix and he's my whole world. Since I work from home, Otis and I get to pal around all day, which is probably *really* what I love most about my job (just kidding). I also have an older sister in Florida, Amy, and two nephews, Ethan and Jordan, whom I don't get to see as often as I'd like.

**What are your hobbies and interests outside of work?**

Aside from spending time with my family and all of our dogs, I enjoy reading, learning new languages, bingeing Netflix, and eating. I love trying new restaurants with my friends and boyfriend, or going to cool bars and breweries to check out local, small businesses.

**What are your favorite books and/or favorite music?**

I have eclectic taste in music but don't generally listen to what's current on the radio. I love to read, but I probably love books even more... I just buy tons of used books that I'll never have the time to read! Some of my favorite books are *Pride & Prejudice*, *A Tree Grows in Brooklyn*, *Shantaram*, *Lamb*, the *Harry Potter* series, *Good Omens*, *American Gods*, and *The House of the Spirits*.

**What does *Real Producers* mean to you?**  
*Real Producers* is a fine publication that showcases local agents while establishing connections between area specialists and that's GREAT. But, for me, it's Kristin (and the amazing team she's built) that makes the difference. Although I've only had the opportunity to talk to Kristin directly a few times, she's truly incredible. Her story is an inspiration, and her strength is nothing short of admirable. Both Kristin's personal achievements and her professional successes set her (and all of her endeavors) apart from the rest.

**Tell us about your leadership style and how you lead your team and clients.**

Over the last few years, with guidance from our business coach and the support of Greg, I've evolved in my professional role on the team. I think it's important to know your colleagues, support them personally and professionally, and leverage everyone's strengths to achieve a common goal.

**What do you want to be remembered for?**

I want everyone in my life, personal and professional, to remember me as a kind, caring, and honest person. I want to be remembered as someone who always acted selflessly and thoughtfully.

**Favorite Quote:**

"The world was hers for the reading."  
—Betty Smith, *A Tree Grows in Brooklyn*





►► special feature: behind-the-scenes heroes

# LENA GALLO

## THE REDUX GROUP

EXP REALTY

**What's your company's mission and how does it align with your values?**

Our mission is to use real estate as a tool to positively transform the lives of our agents, employees, and clients through financial freedom, dream achievement, and community building.

I always get personal satisfaction when helping other people; and this position allows me to be an integral part of the homebuying and selling process for our clients, supporting the agents and our team members on a daily basis.

**How long have you been working at your company?**

I have been with the company for six-plus years, since 2015.

**What did you do before your current position?**

Currently, I am Director of Operations, and before that I was a transaction coordinator. As our team grew, my responsibilities grew with it. I now support and manage the team of listing coordinators, transaction coordinators, and virtual assistants.

**What do you like best about your career or job?**

The people, opportunities, and mindset. The leadership team at Redux encourages everyone to be successful in all areas of their lives. I absolutely love working with our amazing agents, leaders, and back-office team.

**What do you feel have been the important successes in your life?**

- Being promoted to Director of Operations position
- Managing the back-office team
- Purchasing my first investment property

**What's your superpower?**

Attention to detail and unconditional commitment to the team.

**What do you enjoy most about your role?**

Sharing my knowledge with others, whether it is training a new hire or supporting seasoned agents; and at the same time, learning new things from the team and from my own mistakes.

**Tell us about your family — names, interests, and what you like to do together.**

My family is very active and sporty. Together with my husband, Viko, we snowboard, waterski, kayak, do camping trips, and enjoy nature.

**What are your hobbies and interests outside of work?**

Getting together with friends, traveling, exploring other countries and cultures.

**What are your favorite books and/or favorite music?**

*Rich Dad Poor Dad* by Robert Kiyosaki, *Eat That Frog* by Brian Tracy, *The Secret* by Rhonda Byrne.

**What does *Real Producers* mean to you?**

For me, this is a great community resource that helps me learn what's going on in the real estate industry in the area.

**Tell us about your leadership style and how you lead your team and clients.**

I lead by example. I put in 100 percent and a little bit more. I have great examples of leaders in my company and I try to implement their teachings as well. Praise and recognition are very important at Redux, and I do my best to always recognize the achievements of others on the team.

**What do you want to be remembered for?**

Being kind and easy to work with.

**Favorite Quote:**

"Life is an echo. What you send out, comes back. What you sow, you reap. What you give, you get. What you see in others, exists in you." —Zig Ziglar



Lena and her husband, Viko.



Lena was nominated as a Behind-the-Scenes hero by Chris Craddock (left), founder and team leader of The Redux Group. (Photo by Ryan Corvello)





▶▶ special feature: behind-the-scenes heroes

# HAILEY HELTON

THE DWELLUS GROUP  
KELLER WILLIAMS REALTY



Hailey was nominated as a Behind-the-Scenes Hero by Ryan Zook (right), founder and team leader of The Dwellus Group. (Photos by Ryan Corvello)

**What's your company's mission and how does it align with your values?**  
“Trusted. Innovative. Real Estate.” is our tagline. When I think about innovation, I love our edgy marketing and creative videos. We highlight every property using drones, 2-D and 3-D floor plans, and a web page for every client. We care about our agents and having a great culture on our team. This translates to our clients and their investments. The individuals at Dwellus are the heartbeat of our team, almost like a family, and it's why I love what I do.

**How long have you been working at your company?**  
Almost nine years.

**What did you do before your current position?**  
I worked for Pulte Homes as a new homes sales manager.

**What do you like best about your career or job?**  
I love that every day is different and I get to play in so many different sand-boxes. Some days, I work with sellers and buyers, and others I am planning our client appreciation and team building events. I help with accounting, training, business development, and so much more.

**What do you feel have been the important successes in your life?**  
My relationships with my spouse, children, parents, and siblings are the most important. My role with our team gives me the opportunity to still put them first!

**What's your superpower?**  
I show up! That may not sound exciting, but people can count on me to do what I say I am going to do, even when it is not glamorous or fun. I enjoy collaborating with our team and then implementing the ideas we come up with to elevate Dwellus to the next level.

**What do you enjoy most about your role?**  
My relationships with each team member. Since I lead so many of the trainings, meetings and events, onboarding of new agents, etc., I get a chance to connect on a deeper level with everyone! My appreciation for each agent is personal and fulfilling. I get to understand each team member's strengths and areas that they want to improve, hopefully encouraging and helping them along the way.

**Tell us about your family — names, interests, and what you like to do together.**  
My husband, Jonathan, and I have been married for 13 years. We are best friends and complement each

other. We love to travel, work out, eat good food, and share a cocktail together. Our two children, Deacon (6) and Graham (10), are funny, smart, athletic and more energetic than the two of us combined. As a family, we love movies, skiing, the beach, and being active.

**What are your hobbies and interests outside of work?**  
Snowboarding, working out, cooking, interior design, travel, church, and reading.

**What are your favorite books and/or favorite music?**  
Country music.  
Books: *Where The Crawdads Sing*, *All The Light We Cannot See*, *Before We Were Yours*, *Next Year in Havana*, *Educated*, *Four Winds*.

**What does Real Producers mean to you?**  
*Real Producers* is an amazing opportunity for networking and highlighting successes in our industry. From the magazine content to vendor partners to networking events, I'm thankful to be part of the *Real Producers* community.

**Tell us about your leadership style and how you lead your team and clients?**  
I am direct and straightforward but approachable. I am always happy to help, and I try to offer support in a way that leads people to learn and grow. This helps them build confidence for the next time. Ryan and I work well together ... he's a visionary and I'm an integrator. We both need each other to help our team grow!

**What do you want to be remembered for?**  
My relationships with my husband and children. My faith, my friendships, and being a giver to others.

**Favorite Quote:**  
“Do today what others won't, so you can do tomorrow what others can't.”  
– *Jerry Rice*





# TALI SCHULMAN

KRISTIN FRANCIS TEAM  
KW METRO CENTER

## What's your company's mission and how does it align with your values?

Our mission is to maximize our community's wealth, resources, and opportunities through real estate to create a legacy of global giving. Being able to give back while in an industry that can be seen as quite cutthroat speaks to me directly, and is one of the reasons I think our team is so successful. Kristin is continuously looking for ways for those around her to grow and learn, and having personally benefited from being in her sphere of change, I am even more motivated to reach out my own hand and help those around me.

## How long have you been working at your company?

A little under a year.

## What did you do before your current position?

I managed a family-owned restaurant for over 10 years, and left when COVID hit. I had a small blip as a medical practice manager and then joined KFT.

## What do you like best about your career or job?

Every day is incredibly different, so it's easy to stay interested, focused, engaged. I love being the backbone for our organization, and by relying on my strengths, I can help others accomplish what *they're* good at. Our team is also close-knit and kind, so being a part of KFT has definitely felt like finding a career "home."

## What do you feel have been the important successes in your life?

In my previous career, I was able to pull the restaurant I worked for into the 21st century — creating a website, building a social media presence, updating logos, and all materials, and polishing the business so that its internal value could be seen on the outside! Since I'm new to real estate, I don't think I've yet come close to the successes that this trajectory is going to bring me!

## What's your superpower?

Perseverance, both personally and professionally. I simply don't give up.

## What do you enjoy most about your role?

Working directly with a leader in the industry has been amazing. I love being able to anticipate her needs and determine what's best for our organization. The level of respect and trust that this requires is rewarding to see in action.

## Tell us about your family — names, interests, and what you like to do together.

I live with my fiancé, Tungi, and his son, Mason. We love to take mini vacations to Deep Creek, New York City, Lancaster, etc. Tungi owns a gym, so I try to be supportive and work out ... sometimes. We're getting married in September and we're very excited.

## What are your hobbies and interests outside of work?

In the before-COVID times, I was an avid traveler. I've been to Europe twice for a two-week solo trip to multiple countries. Now that things are more grounded, I love to spend time with my friends, and I am an avid reader.

## What are your favorite books and/or favorite music?

Favorite book of all time is *Time Traveler's Wife*, and my not-so-cool music tastes are mostly country music and anything by Britney Spears.

## What does *Real Producers* mean to you?

Being involved with a powerhouse like *RP* has already helped me and Kristin make connections we wouldn't have otherwise. *Real Producers* helps us build relationships with agents, clients, and vendors, and does so in a way that's best for all parties involved, since they know the business!

## Tell us about your leadership style and how you lead your team and clients?

I aim to be solid and reliable for both Kristin, our team, and our clients. I am available and ready to solve problems



Photo by Ryan Corvello



Tali with her fiancé, Tungi, and his son, Mason.



Tali (left) was nominated as a Behind-the-Scenes Hero by Kristin Francis (right), team leader of The Kristin Francis Team at KW Metro Center.

and go the extra mile for just about anyone or anything if the job requires it.

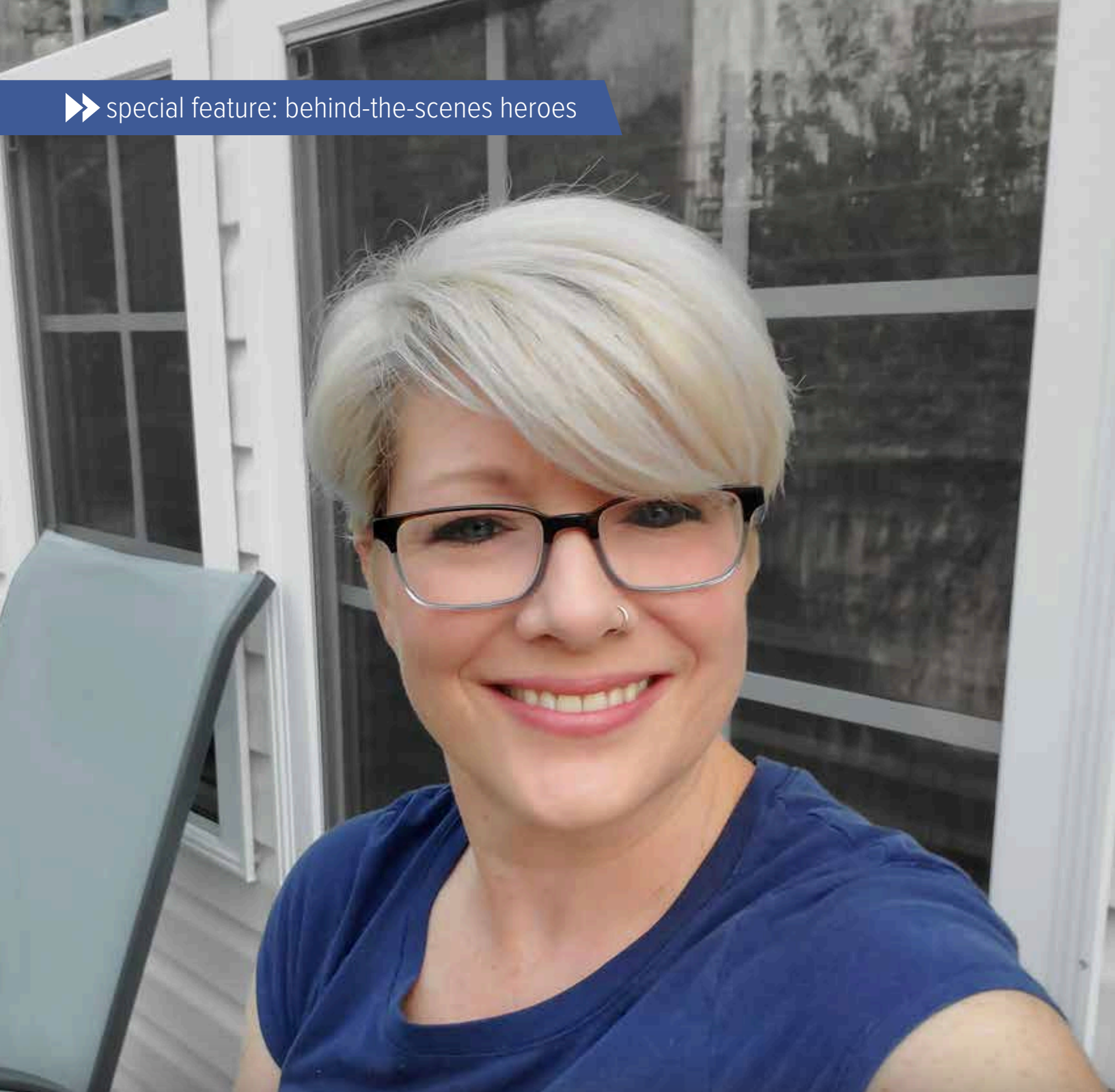
## What do you want to be remembered for?

Making others feel cared for, and for being really, really funny.

## Favorite Quote:

"Go confidently in the direction of your dreams, live the life you imagined."  
— Henry David Thoreau





AMY HEINLE

INTEGRITY REALTY PROS

PEARSON SMITH REALTY

**What's your company's mission and how does it align with your values?**

To provide dependable transaction management with integrity and attention to detail. The devil is in the details, as they say, and I also value integrity in others. I am licensed so that commitment to ethics and honesty means a lot to me. I take that responsibility very seriously.

**How long have you been working at your company?**

With IRP since 2016, and have been a transaction coordinator (TC) with Pearson Smith Realty since 2013.

**What did you do before your current position?**

I started as a runner delivering lock-boxes and brochures to listings. Then, answering phones led to becoming a listing specialist, then a team TC, and now a TC with Integrity.

**What do you like best about your career or job?**

I learn something new every day! This industry is always evolving and growing. I get to work with some amazing people, and I get to assist agents helping people buy or rent their home! To me, home means family, support and love. I enjoy knowing that people are buying or renting a house or apartment, but they make it their family's home. Home is where the heart is for me I guess!

**What do you feel have been the important successes in your life?**

My major successes are my five kids! And I am almost a five-year survivor of breast cancer!

**What's your superpower?**

I love paperwork! I enjoy pulling a listing or a contract file together and keeping that transaction moving all the way through to closing. I think I am better with paper than I am with people. (LOL) I truly enjoy writing offers and researching listings.

**What do you enjoy most about your role?**

I love getting to work with so many different agents and learning how to support each one the best way that I can. I enjoy helping people, so being there when an agent needs me feels great!

**Tell us about your family — names, interests, and what you like to do together.**

I have five amazing kids: Ian (24), Olivia ("LuLu") (22), Jack (20), Caroline (17), and Sam (13). We love to play board games and watch movies together. My youngest son, Sam, is autistic, and his siblings and I absolutely adore him! We all look forward to finding new things to do with Sam. He is truly the light of our lives. We have two kitties, Peepers and Winston Grey Jr.

**What are your hobbies and interests outside of work?**

I love coffee, crocheting, board games, and just being with my kids.

**What are your favorite books and/or favorite music?**

I love biographies, documentaries, and true crime. Music — anything upbeat!

**What does *Real Producers* mean to you?**

It brings together agents so they can all learn and grow from each other. It is a collaborative effort that is really needed in this industry. Agents are sharing good information to innovate and improve this industry.

**Tell us about your leadership style and how you lead your team and clients?**

TCs are really not there to lead; we are there to support and handle background tasks to free up agents to spend time working with clients and generating business. We are the quiet professionals that make sure all loose ends are tied up for a successful closing.

**What do you want to be remembered for?**

Being the best mom I can be, and always helping others. It is a great joy to know that I am helping agents facilitate one of the largest purchases that people make in their lifetimes, and



Amy meeting Tom Ferry at his conference in Vegas.



Amy (left) with Ember Crow (middle), owner of Integrity Realty Pros, and agent Ariana Gillette (right) at an agent appreciation event.



Amy (center right) mingling at the NOVA *Real Producers* magazine party in February. (Photo by Ryan Corvello)

the place that families are centered around — their home.

**Favorite Quote:**

I have "This Too Shall Pass" tattooed on my shoulder. It is a good reminder that there is always hope, always a light at the end of the tunnel, no matter how hard things get.



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# TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to February 28, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Sarah A. Reynolds	Keller Williams Chantilly Ventures, LLC	77	\$39,635,480	31.5	\$14,407,711	108.5	\$54,043,192
2	Keri K Shull	Optime Realty	27	\$16,754,875	57	\$33,884,776	84	\$50,639,652
3	Martin K Alloy	SM Brokerage, LLC	26	\$16,802,724	11	\$7,022,695	37	\$23,825,420
4	Jennifer D Young	Keller Williams Chantilly Ventures, LLC	29	\$13,299,300	12	\$5,986,500	41	\$19,285,800
5	Piper Gioia Yerks	Washington Fine Properties, LLC	2.5	\$8,000,000	3	\$8,672,470	5.5	\$16,672,470
6	Akshay Bhatnagar	Virginia Select Homes, LLC.	0	\$0	21	\$15,761,275	21	\$15,761,275
7	Casey C Samson	Samson Properties	6.5	\$7,595,000	4	\$6,030,600	10.5	\$13,625,600
8	Andre M Perez	Compass	1.5	\$1,032,500	3	\$11,714,000	4.5	\$12,746,500
9	Jason Cheperdak	Samson Properties	7	\$3,256,150	14.5	\$8,700,700	21.5	\$11,956,849
10	Michael I Putnam	RE/MAX Executives	8.5	\$4,362,400	12	\$7,545,950	20.5	\$11,908,350
11	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	3	\$1,599,500	13	\$10,183,189	16	\$11,782,689
12	Marianne K Prendergast	Washington Fine Properties, LLC	2	\$7,150,000	1	\$4,500,000	3	\$11,650,000
13	Jennifer H Thornett	Washington Fine Properties, LLC	1.5	\$4,524,950	2	\$6,850,000	3.5	\$11,374,950
14	Julie A Zelaska	Smith & Schnider LLC	3	\$6,257,560	2	\$5,060,000	5	\$11,317,560
15	Sue S Goodhart	Compass	6	\$8,329,000	4.5	\$2,884,135	10.5	\$11,213,135
16	Kristen K Jones	McEneaney Associates, Inc.	4	\$3,179,000	5	\$7,655,000	9	\$10,834,000
17	Johnny W Benson	Long & Foster Real Estate, Inc.	5	\$5,005,150	3	\$5,425,210	8	\$10,430,360
18	Daan De Raedt	Property Collective	14	\$7,018,200	5	\$3,231,000	19	\$10,249,200
19	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	20	\$9,759,875	0	\$0	20	\$9,759,875
20	Tracy V Williams	TTR Sothebys International Realty	1	\$2,357,500	3	\$7,365,740	4	\$9,723,240
21	Crystal L Sheehan	Keller Williams Realty	0	\$0	3	\$9,491,650	3	\$9,491,650
22	Laura C Mensing	Long & Foster Real Estate, Inc.	3	\$7,755,000	1	\$1,710,000	4	\$9,465,000
23	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	4	\$7,335,550	1	\$1,739,720	5	\$9,075,270
24	Yony Kifle	KW Metro Center	2.5	\$1,308,000	15	\$7,731,500	17.5	\$9,039,500
25	Paul Thistle	Take 2 Real Estate LLC	9	\$5,660,900	3	\$3,312,000	12	\$8,972,900
26	Khalil Alexander El-Ghoul	Glass House Real Estate	4.5	\$4,231,450	4.5	\$4,708,500	9	\$8,939,950
27	Cricket Bedford	Thomas and Talbot Estate Properties, Inc.	2	\$4,420,000	1	\$4,500,000	3	\$8,920,000
28	Steven J Watson	KW Metro Center	3	\$7,600,370	1	\$1,300,000	4	\$8,900,370
29	Betsy A Twigg	McEneaney Associates, Inc.	5	\$7,642,220	1	\$1,115,000	6	\$8,757,220
30	James W Nellis II	Keller Williams Fairfax Gateway	9	\$5,070,300	4.5	\$3,254,350	13.5	\$8,324,650
31	Sherif Abdalla	Compass	3.5	\$5,700,000	2.5	\$2,555,000	6	\$8,255,000
32	Mona Banes	TTR Sothebys International Realty	4	\$4,878,000	4	\$3,281,050	8	\$8,159,050
33	Abuzar Waleed	RE/MAX Executives LLC	7.5	\$4,366,750	10	\$3,707,860	17.5	\$8,074,610
34	William F Hoffman	Keller Williams Realty	1	\$3,397,470	2	\$4,659,000	3	\$8,056,470
35	Pamela A Yerks	Washington Fine Properties, LLC	2.5	\$8,000,000	0	\$0	2.5	\$8,000,000
36	Phyllis G Patterson	TTR Sotheby's International Realty	5	\$5,089,230	2	\$2,859,750	7	\$7,948,980

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
37	Mansoor Dar	Keller Williams Realty	3	\$4,706,500	2	\$3,236,500	5	\$7,943,000
38	Raymond A Gernhart	RE/MAX Executives	6.5	\$3,814,750	5	\$4,046,500	11.5	\$7,861,250
39	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	0	\$0	10	\$7,849,465	10	\$7,849,465
40	Dilyara Daminova	Samson Properties	4	\$1,820,000	13	\$6,023,490	17	\$7,843,490
41	Tom Francis	Keller Williams Realty	4	\$6,907,930	1	\$920,000	5	\$7,827,930
42	Jean K Garrell	Keller Williams Realty	6	\$5,140,000	5	\$2,643,000	11	\$7,783,000
43	Ryan Rice	Keller Williams Capital Properties	8	\$4,369,000	5	\$3,202,500	13	\$7,571,500
44	Antoinette L Khatib	Metropolitan Realty LLC	6	\$4,096,999	5	\$3,431,999	11	\$7,528,998
45	John Coles	Thomas and Talbot Estate Properties, Inc.	1.5	\$7,450,000	0	\$0	1.5	\$7,450,000
46	Viktorija Piano	Keller Williams Realty	2	\$3,327,000	3	\$4,019,910	5	\$7,346,910
47	Fouad Talout	Long & Foster Real Estate, Inc.	0.5	\$2,300,000	2	\$5,027,490	2.5	\$7,327,490
48	Debbie P Kent	Cottage Street Realty LLC	8	\$6,467,900	1	\$767,103	9	\$7,235,003
49	Jennifer L Walker	McEneaney Associates, Inc.	6	\$4,402,900	3.5	\$2,716,250	9.5	\$7,119,150
50	Damon A Nicholas	Coldwell Banker Realty	4	\$3,528,500	5	\$3,570,600	9	\$7,099,100
51	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	4	\$6,249,999	1	\$840,000	5	\$7,089,999
52	Mercy F Lugo-Struthers	Casals, Realtors	3.5	\$2,073,928	12	\$4,969,000	15.5	\$7,042,928
53	Peter Pejacsevich	Middleburg Real Estate	1	\$2,570,500	2.5	\$4,396,000	3.5	\$6,966,500
54	Wetherly c Barker Hemeon	TTR Sothebys International Realty	1	\$1,312,000	0.5	\$5,500,000	1.5	\$6,812,000
55	Scott J Buzzelli	Middleburg Real Estate	1	\$2,570,500	1.5	\$4,150,000	2.5	\$6,720,500
56	Sri H Meka	Franklin Realty LLC	2	\$1,243,000	5	\$5,315,795	7	\$6,558,795
57	Michael Gallagher	Redfin Corporation	8	\$6,510,000	0	\$0	8	\$6,510,000
58	Eve M Weber	Long & Foster Real Estate, Inc.	3	\$5,045,100	3	\$1,438,000	6	\$6,483,100
59	William P Bensten	Merion Realty LLC	2	\$3,240,670	2	\$3,240,670	4	\$6,481,340
60	Erin K Jones	KW Metro Center	7.5	\$3,825,500	5.5	\$2,615,418	13	\$6,440,918
61	Jessica S Richardson	Compass	4	\$4,909,000	3	\$1,517,500	7	\$6,426,500
62	Lisa B Joy	McEneaney Associates, Inc.	1	\$6,402,020	0	\$0	1	\$6,402,020
63	Andre Amini	TTR Sothebys International Realty	0.5	\$2,100,000	1	\$4,200,000	1.5	\$6,300,000
64	Deborah D Shapiro	TTR Sothebys International Realty	3	\$3,767,997	1.5	\$2,527,500	4.5	\$6,295,497
65	Cynthia Schneider	Long & Foster Real Estate, Inc.	8	\$4,456,375	3	\$1,833,500	11	\$6,289,875
66	Jin Lee Wickwire	Pearson Smith Realty, LLC	8	\$4,892,100	2	\$1,373,000	10	\$6,265,100
67	Scott A MacDonald	RE/MAX Gateway, LLC	7	\$6,263,945	0	\$0	7	\$6,263,945
68	Heathr A Heath	Redfin Corporation	7	\$5,447,800	1	\$782,500	8	\$6,230,300
69	Dinh D Pham	Fairfax Realty Select	4	\$1,977,444	8	\$4,248,590	12	\$6,226,034
70	Jon B DeHart	Keller Williams Realty	6	\$3,541,600	3	\$2,650,000	9	\$6,191,600

**Disclaimer:** Information based on MLS closed data as of March 7, 2022, for residential sales from *January 1, 2022*, to *February 28, 2022*, 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 February 28, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
71	Jill Judge	Samson Properties	0	\$0	10	\$6,174,500	10	\$6,174,500
72	Jay V Caputo III	Compass	2	\$3,150,000	2	\$2,974,000	4	\$6,124,000
73	Venugopal Ravva	Maram Realty, LLC	0.5	\$850,000	9	\$5,268,880	9.5	\$6,118,880
74	Megan Buckley Fass	EXP Realty, LLC	2.5	\$2,944,500	2	\$3,120,000	4.5	\$6,064,500
75	Kay Houghton	KW Metro Center	6	\$2,907,600	4.5	\$3,107,500	10.5	\$6,015,100
76	Angela M Kaiser	Redfin Corporation	2	\$1,137,500	5	\$4,868,000	7	\$6,005,500
77	Francesca Keith	Avery-Hess, REALTORS	1	\$2,800,000	4	\$3,180,000	5	\$5,980,000
78	Christopher J White	Long & Foster Real Estate, Inc.	6	\$5,118,000	1	\$860,000	7	\$5,978,000
79	Josh Dukes	KW Metro Center	3	\$1,582,500	8	\$4,351,450	11	\$5,933,950
80	Ahmad T Ayub	Redfin Corporation	3	\$2,148,000	5	\$3,744,000	8	\$5,892,000
81	Bic N DeCaro	EXP Realty, LLC	3	\$1,387,000	7	\$4,474,886	10	\$5,861,886
82	Lilian Jorgenson	Long & Foster Real Estate, Inc.	4	\$1,942,000	1	\$3,850,000	5	\$5,792,000
83	Roy Kohn	Redfin Corporation	9	\$5,685,808	0	\$0	9	\$5,685,808
84	Geva G Lester	Keller Williams Realty	2	\$2,059,000	4	\$3,506,000	6	\$5,565,000
85	Alasgar Farhadov	Compass	3	\$5,165,000	0.5	\$387,500	3.5	\$5,552,500
86	Benjamin J Grouby	Redfin Corporation	10	\$5,540,381	0	\$0	10	\$5,540,381
87	Gitte Long	Redfin Corporation	8	\$5,532,000	0	\$0	8	\$5,532,000
88	Matias Leiva	Keller Williams Chantilly Ventures, LLC	7.5	\$4,589,000	1	\$942,000	8.5	\$5,531,000
89	Patricia Ammann	Redfin Corporation	2	\$1,092,500	7	\$4,415,400	9	\$5,507,900
90	Danielle C Carter	Redfin Corporation	13	\$5,082,950	1	\$410,000	14	\$5,492,950
91	Mark E Queener	Redfin Corporation	9	\$4,045,000	3	\$1,440,000	12	\$5,485,000
92	Carolyn A Young	RE/MAX Gateway, LLC	3.5	\$2,310,000	5.5	\$3,151,414	9	\$5,461,414
93	John Rumcik	RE/MAX Gateway	4	\$2,672,000	3.5	\$2,723,500	7.5	\$5,395,500
94	Kamal Parakh	Customer Realty LLC	6	\$3,035,000	3	\$2,309,000	9	\$5,344,000
95	Debbie J Dogrul	EXP Realty, LLC	2	\$1,088,500	4.5	\$4,227,000	6.5	\$5,315,500
96	Jacob Smith Hamilton	KW Metro Center	1	\$2,395,200	4.5	\$2,903,400	5.5	\$5,298,600
97	Coral M Gundlach	Compass	1	\$1,100,000	4	\$4,190,000	5	\$5,290,000
98	Anh D Le	Cardinal Realty Brokerage Corporation	0	\$0	2	\$5,285,000	2	\$5,285,000
99	Manish Sood	Realty2U Inc.	2	\$1,935,000	3	\$3,346,000	5	\$5,281,000
100	Bruce A Tyburski	RE/MAX Executives	3	\$2,495,450	3.5	\$2,782,500	6.5	\$5,277,950
101	Laura Griffin	Pearson Smith Realty, LLC	2	\$2,110,000	3	\$3,156,780	5	\$5,266,780
102	Lynn Maximilian Norusis	Century 21 Redwood Realty	3	\$3,843,050	2	\$1,407,500	5	\$5,250,550
103	Kiran Morzaria	Samson Properties	0	\$0	8	\$5,244,740	8	\$5,244,740
104	Irina Babb	RE/MAX Allegiance	7.5	\$4,467,500	1	\$742,000	8.5	\$5,209,500

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## TOP 250 STANDINGS

**Teams and Individuals** Closed Data from January 1 to February 28, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
105	Susan M Hensley	Hunt Country Sotheby's International Realty	0	\$0	1	\$5,200,000	1	\$5,200,000
106	Ana Lucia Ron	ANR Realty, LLC	19	\$5,190,200	0	\$0	19	\$5,190,200
107	Kristin M Francis	KW Metro Center	4	\$3,035,000	3	\$2,145,520	7	\$5,180,520
108	Sridhar Vemuru	Aragami, LLC	2	\$1,785,000	5	\$3,255,830	7	\$5,040,830
109	Laurn E Eadie	Compass	2	\$2,305,000	3	\$2,728,001	5	\$5,033,001
110	Linh T Aquino	Redfin Corporation	9	\$5,031,000	0	\$0	9	\$5,031,000
111	Joan B Shannon	Compass	2	\$3,050,000	1	\$1,975,000	3	\$5,025,000
112	Karen E Close	Century 21 New Millennium	1.5	\$2,997,500	2	\$2,017,465	3.5	\$5,014,965
113	Jeddie R Busch	Compass	2	\$1,260,000	4	\$3,734,391	6	\$4,994,391
114	Ashraf Morsi	Keller Williams Realty	5	\$3,970,000	1	\$1,010,000	6	\$4,980,000
115	Theodore Lodge	Slones Real Estate	6	\$3,430,661	3	\$1,549,134	9	\$4,979,795
116	Robert T Ferguson Jr.	RE/MAX Allegiance	5	\$3,554,900	2	\$1,414,900	7	\$4,969,800
117	Natalie Wiggins	Redfin Corporation	6	\$3,759,577	2	\$1,200,000	8	\$4,959,577
118	Katherine Massetti	EXP Realty, LLC	3	\$2,081,000	4	\$2,852,000	7	\$4,933,000
119	Akash Dave	KW United	3	\$1,247,500	3	\$3,655,000	6	\$4,902,500
120	Ritu A Desai	Samson Properties	2	\$1,705,000	3	\$3,174,000	5	\$4,879,000
121	Fred P Reitzel	KW Metro Center	1	\$2,281,460	3	\$2,595,000	4	\$4,876,460
122	Christopher R Blake-more	The Mayhood Company	2	\$3,918,000	1	\$954,000	3	\$4,872,000

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
123	Ellen F Patrick	Compass	0	\$0	3.5	\$4,859,890	3.5	\$4,859,890
124	Christine R Garner	Weichert, REALTORS	2	\$2,300,000	3	\$2,547,000	5	\$4,847,000
125	John J Martinich	Pearson Smith Realty, LLC	1	\$1,066,340	4.5	\$3,734,500	5.5	\$4,800,840
126	Lisa Dubois-Headley	RE/MAX West End	2.5	\$2,550,000	3	\$2,203,500	5.5	\$4,753,500
127	Ashton A Vessali	Compass	2	\$2,910,000	3	\$1,839,500	5	\$4,749,500
128	Timothy J Williams	Redfin Corporation	9	\$4,701,981	0	\$0	9	\$4,701,981
129	Theresa Valencic	Long & Foster Real Estate, Inc.	2	\$4,700,000	0	\$0	2	\$4,700,000
130	A. Casey O'Neal	Compass	3	\$2,645,000	1.5	\$2,030,360	4.5	\$4,675,360
131	Lisa E Thompson	Hunt Country Sotheby's International Realty	0.5	\$1,450,000	1.5	\$3,200,000	2	\$4,650,000
132	Judy Wonus	RE/MAX Allegiance	2	\$2,950,000	1	\$1,700,000	3	\$4,650,000
133	Jon P Blankenship	Pearson Smith Realty, LLC	3.5	\$2,103,500	3	\$2,537,000	6.5	\$4,640,500
134	Keith A Lombardi	Redfin Corporation	1	\$980,000	5	\$3,605,000	6	\$4,585,000
135	Dustin M Fox	Pearson Smith Realty, LLC	3	\$2,119,375	3	\$2,460,500	6	\$4,579,875
136	Serif Soydan	KW Metro Center	1	\$565,000	1	\$4,000,000	2	\$4,565,000
137	Baback Chiniforoushan	Compass	3	\$2,425,000	3	\$2,123,000	6	\$4,548,000
138	Raya Fridental	Redfin Corporation	8	\$3,726,100	2	\$795,000	10	\$4,521,100
139	Branden L Woodbury	Redfin Corporation	9	\$4,517,999	0	\$0	9	\$4,517,999
140	Robert C Clark	Redfin Corporation	7	\$4,506,500	0	\$0	7	\$4,506,500
141	Jeannene R Marconi	Hunt Country Sotheby's International Realty	2.5	\$3,049,000	0.5	\$1,450,000	3	\$4,499,000
142	Heidi F Robbins	William G. Buck & Assoc., Inc.	1	\$3,200,000	2	\$1,295,500	3	\$4,495,500
143	Colleen Coopersmith	McNearney Associates, Inc.	1	\$2,050,000	2	\$2,440,000	3	\$4,490,000
144	Laura M Sacher	Compass	1	\$525,000	3.5	\$3,957,500	4.5	\$4,482,500
145	Stacie Hatziyannis	Berkshire Hathaway HomeServices PenFed Realty	5	\$4,475,000	0	\$0	5	\$4,475,000
146	Priti L Malhotra	KW United	2	\$3,565,000	1	\$865,000	3	\$4,430,000
147	Patricia Fales	RE/MAX Allegiance	2	\$3,044,000	1	\$1,385,000	3	\$4,429,000
148	Jennifer Mack	EXP Realty, LLC	3	\$2,036,600	2	\$2,390,000	5	\$4,426,600
149	Lenwood A Johnson	Keller Williams Realty	6	\$2,746,990	3	\$1,668,000	9	\$4,414,990
150	Jennifer Fang	Samson Properties	2	\$1,029,900	3	\$3,373,500	5	\$4,403,400
151	William R Davis	Century 21 New Millennium	3	\$4,402,500	0	\$0	3	\$4,402,500
152	Sandy Chee	McNearney Associates, Inc.	3	\$4,400,000	0	\$0	3	\$4,400,000
153	Armae Fant	Redfin Corporation	7	\$3,540,500	2	\$784,900	9	\$4,325,400
154	Donna C Henshaw	Avery-Hess, REALTORS	5	\$4,305,000	0	\$0	5	\$4,305,000
155	Amit Lall	Coldwell Banker Elite	2	\$906,000	6	\$3,386,510	8	\$4,292,510
156	Kristin D Johnson	Atoka Properties	1	\$1,305,000	1	\$2,950,000	2	\$4,255,000
157	Lucinda A Beline	Weichert, REALTORS	1	\$1,150,000	2	\$3,019,600	3	\$4,169,600
158	Aladdin Barkawi	TTR Sothebys International Realty	1	\$3,057,500	1	\$1,104,000	2	\$4,161,500

The advertisement has a solid red background. At the top, the words "MORE THAN" are written in large, white, sans-serif capital letters, enclosed within a thin white rectangular border. Below this, the word "MORTGAGES" is written in even larger, bold, white, sans-serif capital letters. On the left side, there is a circular inset photograph of a man, Chris Shead, who is smiling and wearing a dark suit jacket over a blue shirt and a patterned tie. To the right of the photo, the text "Begin your relationship with Movement. Contact Chris TODAY!" is displayed in white, bold, sans-serif font. Below this, the contact information for Chris Shead is provided in white, bold, sans-serif font: "CHRIS SHEAD Loan Officer, Movement Mortgage, NMLS # 1276733 (703) 498-8235 • Chris.Shead@movement.com • ChrisShead.com 3701 Pender Drive Ste. 115, Fairfax, VA 22030". In the bottom right corner, there is a white rectangular box containing the Movement Mortgage logo, which consists of a red circle with the letters "MM" inside, followed by the words "MOVEMENT MORTGAGE" in black, sans-serif capital letters. At the very bottom of the page, a small line of fine print in white text provides additional details about the company's licensing and trademarks.

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The Equal Housing Lender logo, which consists of a stylized house icon with an equals sign inside it, above the words "EQUAL OPPORTUNITY" and "LENDER".



# TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to February 28, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
159	Julie W Chesser	Century 21 Redwood Realty	2	\$3,530,000	1	\$630,000	3	\$4,160,000
160	Frank J Schofield	Summit Realtors	0.5	\$245,000	6	\$3,898,100	6.5	\$4,143,100
161	Tim Royster	Compass	2	\$1,106,214	5	\$3,032,500	7	\$4,138,714
162	John R. Lytle	Pearson Smith Realty, LLC	0.5	\$350,000	7	\$3,780,675	7.5	\$4,130,675
163	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	2	\$3,645,000	1	\$485,000	3	\$4,130,000
164	Timothy D Pierson	KW United	1.5	\$998,500	2	\$3,120,000	3.5	\$4,118,500
165	Melissa A Larson	KW Metro Center	2	\$3,693,050	1	\$415,000	3	\$4,108,050
166	Tonya M Finlay	KW Metro Center	2	\$2,125,000	2	\$1,975,000	4	\$4,100,000
167	Michael McConnell	Redfin Corporation	3	\$1,347,000	2	\$2,749,900	5	\$4,096,900
168	Monique H Craft	Weichert, REALTORS	3	\$1,900,000	4	\$2,196,800	7	\$4,096,800
169	Dilara Juliana-Daglar Wentz	KW United	2	\$979,000	5	\$3,113,552	7	\$4,092,552
170	Nikki Nabi	Samson Properties	2	\$2,040,000	2	\$2,040,000	4	\$4,080,000
171	Kendell A Walker	Redfin Corporation	5	\$3,508,749	1	\$555,000	6	\$4,063,749
172	David L Smith	Coldwell Banker Realty	1	\$237,000	5	\$3,816,000	6	\$4,053,000
173	Shannon M Gilmore	Washington Fine Properties, LLC	0	\$0	1	\$4,050,000	1	\$4,050,000
174	Raymond A Zakka	KW United	0	\$0	6	\$4,049,320	6	\$4,049,320
175	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	1	\$925,000	2	\$3,095,000	3	\$4,020,000
176	Meredith K Reidy	Century 21 New Millennium	2.5	\$3,990,000	0	\$0	2.5	\$3,990,000
177	Melinda L Venuto	Compass	3	\$2,471,000	2	\$1,505,000	5	\$3,976,000
178	Ian A Weiser-McVeigh	Samson Properties	1	\$1,457,520	2	\$2,510,000	3	\$3,967,520
179	Richard Urben	Redfin Corporation	6	\$3,276,000	1	\$690,000	7	\$3,966,000

RANK	NAME	OFFICE	SELL-ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Ana M Ventura	Redfin Corporation	6.5	\$3,962,000	0	\$0	6.5	\$3,962,000
181	Laila Rahman	Keller Williams Realty	6	\$3,407,000	1	\$550,000	7	\$3,957,000
182	Tracy Chandler	Berkshire Hathaway HomeServices PenFed Realty	5	\$2,788,400	2	\$1,167,300	7	\$3,955,700
183	Melissa B Shelby	Compass	1	\$1,425,000	1	\$2,530,000	2	\$3,955,000
184	Nikki Lagouros	Berkshire Hathaway HomeSer-vices PenFed Realty	5	\$2,249,000	5	\$1,699,000	10	\$3,948,000
185	Dana Moore Jackins	Keller Williams Realty	0.5	\$101,500	2	\$3,846,220	2.5	\$3,947,720
186	Kara Chaffin Donofrio	Long & Foster Real Estate, Inc.	0	\$0	5	\$3,935,000	5	\$3,935,000
187	Edward E Blanchard IV	Weichert, REALTORS	3	\$2,568,500	2	\$1,349,000	5	\$3,917,500
188	Mark R Sirianni	Compass	3	\$2,697,500	1	\$1,200,000	4	\$3,897,500
189	Harshal A. Acharya	Signature Realtors Inc	0	\$0	4	\$3,883,500	4	\$3,883,500
190	Paula Camila Cortez Rivero	Century 21 New Millennium	1.5	\$642,500	6	\$3,232,000	7.5	\$3,874,500
191	Chul Kim	Samson Properties	1	\$520,200	4	\$3,351,000	5	\$3,871,200
192	Sarah Brown	Compass	0	\$0	5	\$3,857,500	5	\$3,857,500
193	Andrew J Biggers	KW United	2	\$1,454,500	2	\$2,400,000	4	\$3,854,500
194	Shawna Moore	Long & Foster Real Estate, Inc.	4	\$2,168,500	1	\$1,675,000	5	\$3,843,500
195	Victoria Pena	Home-Pro Realty, Inc.	0	\$0	11	\$3,830,395	11	\$3,830,395
196	Tanya R Johnson	Keller Williams Realty	5	\$2,796,000	1	\$1,020,000	6	\$3,816,000
197	William S Gaskins	KW United	3	\$1,672,000	2	\$2,143,000	5	\$3,815,000

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to February 28, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
198	Chris Earman	Weichert, REALTORS	3	\$3,815,000	0	\$0	3	\$3,815,000
199	Sheila Scholl	Renter's Warehouse DC	7	\$3,749,000	0	\$0	7	\$3,749,000
200	Jane J Morrison	Keller Williams Realty	2	\$2,059,000	2	\$1,685,000	4	\$3,744,000
201	Juli A Hawkins	Redfin Corporation	9	\$3,710,400	0	\$0	9	\$3,710,400
202	Susan Oh	Giant Realty, Inc.	2.5	\$1,934,000	3	\$1,775,000	5.5	\$3,709,000
203	Victoria(Tori) McKinney	KW Metro Center	3	\$2,175,911	2	\$1,527,335	5	\$3,703,246
204	Kimberly C Peele	McEneaney Associates, Inc.	1.5	\$765,368	3	\$2,923,000	4.5	\$3,688,368
205	Rheema H Ziadeh	Redfin Corporation	5	\$2,831,500	1	\$853,000	6	\$3,684,500
206	Rodney B Appleton	Century 21 New Millennium	2	\$1,175,550	2	\$2,490,000	4	\$3,665,550
207	Mary M Olympia	Long & Foster Real Estate, Inc.	4	\$3,664,000	0	\$0	4	\$3,664,000
208	Michael A Makris	McEneaney Associates, Inc.	0	\$0	4	\$3,649,500	4	\$3,649,500
209	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	5	\$3,648,795	0	\$0	5	\$3,648,795
210	Hala N Adra	Compass	0	\$0	2	\$3,640,000	2	\$3,640,000
211	Keysha Washington	Pearson Smith Realty, LLC	2	\$1,500,000	4	\$2,135,000	6	\$3,635,000
212	Patricia M Brosnan	Keller Williams Realty	3	\$3,608,000	0	\$0	3	\$3,608,000
213	Jonathan William Chvala	EXP Realty, LLC	0.5	\$362,500	4	\$3,242,000	4.5	\$3,604,500
214	Tutu Mahmudova	Compass	0.5	\$317,500	2.5	\$3,282,500	3	\$3,600,000
215	Keith K Howard	Keller Williams Realty	2	\$2,265,000	2	\$1,325,000	4	\$3,590,000
216	Xiang Liu	Redfin Corporation	0	\$0	4	\$3,582,800	4	\$3,582,800
217	Touqeer Malik	Fairfax Realty of Tysons	2	\$1,283,000	4	\$2,297,500	6	\$3,580,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
218	Lizzie A Helmig	KW United	2	\$849,000	7	\$2,720,000	9	\$3,569,000
219	Ann-Marie Grotticelli	Coldwell Banker Realty	1	\$260,000	1	\$3,300,000	2	\$3,560,000
220	Patricia F Brown	Century 21 New Millennium	3	\$3,545,000	0	\$0	3	\$3,545,000
221	Zaryab Mahmood	Samson Properties	5	\$3,535,000	0	\$0	5	\$3,535,000
222	Deliea F. Roebuck	Berkshire Hathaway HomeSer- vices PenFed Realty	2	\$2,070,000	2	\$1,440,000	4	\$3,510,000
223	Andie Cunningham	Redfin Corporation	0	\$0	4	\$3,508,900	4	\$3,508,900
224	Tony Tran	Fairfax Realty of Tysons	1	\$1,175,000	2	\$2,330,000	3	\$3,505,000
225	Vladimir Dallenbach	Compass	2.5	\$2,504,000	1	\$990,000	3.5	\$3,494,000
226	Lauren Kennedy Skinner	Redfin Corporation	1	\$385,000	5	\$3,107,000	6	\$3,492,000
227	Kathryn Emily DeWitt	KW Metro Center	1	\$630,000	5	\$2,859,000	6	\$3,489,000
228	Monica L Sims	RE/MAX 100	2	\$1,280,000	3	\$2,209,000	5	\$3,489,000
229	Marion Gordon	KW Metro Center	3	\$3,488,800	0	\$0	3	\$3,488,800
230	Viktar Kutsevich	Samson Properties	2	\$1,239,018	3	\$2,230,000	5	\$3,469,018
231	Chaweewan Thongpia	Keller Williams Realty	1	\$1,320,000	4	\$2,130,500	5	\$3,450,500
232	Jeremy G Browne	Century 21 New Millennium	4	\$3,435,000	0	\$0	4	\$3,435,000
233	Harry R Brubaker	Samson Properties	2	\$1,606,000	3	\$1,814,000	5	\$3,420,000
234	Reshawna S Leaven	KW United	3	\$1,580,000	3	\$1,833,890	6	\$3,413,890
235	Jorge A Alvarez	First Decision Realty LLC	3	\$1,425,000	6	\$1,984,000	9	\$3,409,000

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## TOP 250 STANDINGS

**Teams and Individuals** Closed Data from January 1 to February 28, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
236	Charlet H Shriner	RE/MAX Gateway, LLC	4	\$2,159,000	1.5	\$1,235,000	5.5	\$3,394,000
237	Diane P Schline	Century 21 Redwood Realty	0	\$0	3	\$3,385,000	3	\$3,385,000
238	Ashley H Tautzier	Berkshire Hathaway HomeServices PenFed Realty	4	\$2,250,000	3	\$1,134,500	7	\$3,384,500
239	Diane V Lewis	Washington Fine Properties, LLC	3.5	\$3,374,000	0	\$0	3.5	\$3,374,000
240	Dina V Shaminova	TTR Sothebys International Realty	1	\$1,175,000	5	\$2,194,300	6	\$3,369,300
241	Ram Kumar Mishra	Spring Hill Real Estate, LLC.	3	\$1,379,750	4	\$1,981,000	7	\$3,360,750
242	Douglas Ackerson	Redfin Corporation	1	\$365,000	4	\$2,995,500	5	\$3,360,500
243	Kyle Leigh Weitzman	Casey Margenau Fine Homes and Estates, Inc.	1	\$1,500,000	1	\$1,850,000	2	\$3,350,000
244	Lex Lianos	Compass	0.5	\$340,000	4.5	\$2,980,500	5	\$3,320,500
245	Earle Whitmore	Long & Foster Real Estate, Inc.	6	\$3,313,000	0	\$0	6	\$3,313,000
246	Jacob Albert Barney	Redfin Corporation	1	\$734,000	3	\$2,567,400	4	\$3,301,400
247	Nicole Jamil	Keller Williams Realty	2	\$2,225,000	1	\$1,075,000	3	\$3,300,000
248	Ning Zeng	Samson Properties	3	\$1,909,000	2	\$1,390,000	5	\$3,299,000
249	Kevin E LaRue	Century 21 Redwood Realty	4	\$2,432,500	1	\$865,000	5	\$3,297,500
250	Cristina B Dougherty	Long & Foster Real Estate, Inc.	0	\$0	2	\$3,269,830	2	\$3,269,830

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