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► publisher's note

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it is by standing on the  
shoulders of giants.*

—Isaac Newton

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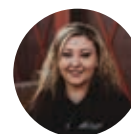
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Dear NOVA Real Producers,

What is a Legend? And, more specifically, what is a Legend in Real Estate?

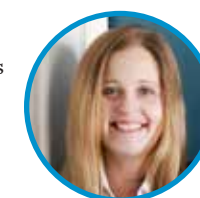
The simplest way to describe a Legend is someone who is well known, who inspires others, and who creates a big wake as they go. A Legend in Real Estate is all of that and more. These are the movers and shakers, the icons in our community who have been in real estate 20-plus years and have made an indelible mark on the industry through their vision, persistence, success, generosity, and legacy.

We are incredibly lucky to have quite a few Legends in Real Estate right here in our *NOVA Real Producers* community ... and are so honored to be able to celebrate several of these amazing people and showcase their stories in this month's issue. It was right around four years ago that we featured one of our NOVA Legends in Real Estate, Lilian Jorgenson, on the cover of our very first issue of *NOVA Real Producers*. And over the next four years, we've featured most, if not all, of the other Legends you'll see in this issue. We've learned so much from all of them ... and are so grateful for their contributions and for allowing us

to share their inspiring success stories with our entire *NOVA Real Producers* community. It was great gathering these Legends together for their photo shoot at our June Magazine Party. So much talent in one room... It was awesome!

Speaking of events, thank you to all who attended our Casino Royale event in July! This community has such a fantastic time coming together at *Real Producers* events — and it's always so wonderful to see everyone. NOW, we're super excited about the BIG Game Day coming up on September 25th at Fedex Field, where we'll gather to enjoy each other's company and watch Washington trounce the Philadelphia Eagles! We hope to see all of you there!!

Till soon!



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### FOOD FOR THOUGHT

What is your concept of Legacy? What would you most like to pass down or be remembered for?



# SAVE THE DATE

NOVA and DC Metro Real Producers Present

## GAME DAY 2022 — AT FEDEX FIELD —

**SEPTEMBER 25, 2022**

**WASHINGTON vs. PHILADELPHIA EAGLES**

**9:30 a.m. – end of game**

***Most anticipated event of the season!***

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

seats for members of our group. Pre-game, we will have food and beverages and the opportunity to network before the excitement starts when the players arrive.

This is a do-not-miss opportunity! Seats are limited, and with both *NOVA* and *DC Metro Real Producers* invited, they will go fast! Please watch your email for your exclusive invitation, and if you haven't received it, please reach out to Kristin Brindley at [Kristin@kristinbrindley.com](mailto:Kristin@kristinbrindley.com) for information.

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



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HIGHLY RECOMMEND."

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# What is the best advice a mentor has ever given you?



**BRIAN URIBE**  
Pearson Smith Realty

"In real estate, customer service is key because if you provide a good level of service and it shows you care about your clients, it's going to impact your business, and you're going to get the referrals. Just concentrate on customer service."



**KARA CHAFFIN DONOFRIO**  
Long & Foster Real Estate

"When you can really align your business with who you are naturally in the world, you attract the clients you are meant to attract in a meaningful and fulfilling way. The work becomes more effortless. It comes with more grace and ease."



**STEPHANIE LIN**  
Pearson Smith Realty

"Always do the right thing." Dustin Fox, our team lead, always says that, and "If this person is a family member, what would you advise?"



**KELLY KATALINAS**  
Fairway Independent Mortgage Corp.

"Try to observe the positive qualities in others that you perceive as inherently valuable to you, then try to incorporate those qualities and changes within yourself. If it makes you uncomfortable at first, then you know you are growing."



**CHRISTINE BROWN**  
AveryHess, REALTORS®  
"Never assume anything."



**MICHELLE SAGATOV**  
Washington Fine Properties  
"Treat your business like a business."



**IAN MCVEIGH**  
Samson Properties  
"Never forget how you got there, and always be willing to help others achieve the same success."



**DANIEL SANDERS**  
Four Sales Ltd.  
"Everything you do, and every decision you make, should be based on the idea that your business is a going concern. Jan. 1 is the same as Dec. 31 of the prior year. Always look to the horizon."



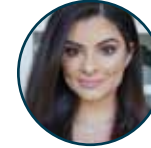
**MOLLY FLORY**  
Old Republic Home Warranty  
Some of the best advice a great mentor gave me years ago, when I started building my business, was: "You are sowing the seeds right now, and the hard work and dedication will pay off." Now, after 25-plus years in the home warranty industry, I know he was 100-percent correct!



**RAJ TAMANG**  
Green Valley Custom Builders  
I was used to preparing a to-do list like everyone else, and it came to a point where my to-do list was bigger than I could handle. I was getting stressed and started working overtime and on weekends. Still, I could not finish it. My mentor suggested that I prepare a "not-to-do" list and hire people to help me with the list. That was the best advice ever. I truly believe this is the way to grow and expand your horizon without going crazy yourself.



**JOHN LYTLE**  
Pearson Smith Realty  
"Be persistent in your client's process, not pushy, and be ready to pounce on an opportunity when one presents itself. Always stay engaged, and be ready to execute their wishes at any moment. We are here to serve their real estate wishes, wants and needs."



**MELANIE KHOURY**  
Keller Williams Realty  
The best advice I have ever gotten from my mentor and current team lead is to "Bet on yourself." I came onto his team as a newly single mother, TERRIFIED of the world I was carrying on my shoulders. He pushed me to bet on myself and believe in my potential. Every time I doubt myself, I hear him in my head telling me to put it all on red! There is a confidence I gain every time I bet on myself and achieve that listing or buyer, kill a presentation or even just get through a chaotic day as a one-parent show. To this day, I bet on myself and continue on an upward path within my business.



**MARC WILTSHIRE**  
Kensington Vanguard National Land Services  
"Be yourself. If we wanted someone else, we would have hired them."



**LAUREN KIVLIGHAN**  
Northern Virginia Real Estate Inc.  
"Follow the terms of the contract. People get upset when they don't understand what is happening. Providing the contract is key. Read the contract. Understand what you are signing." For agents, giving information to your clients so they can understand it is key. Be very clear and gentle, and don't assume that people know anything.





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# JUNE MAGAZINE PARTY

— JUNE 15, 2022



## special events

Photos by **Ryan Corvello**

Our *NOVA Real Producers* Magazine Party in Chantilly on June 15 was truly one for the books! It was an honor celebrating our featured agents and esteemed partners at The Chantilly National Golf & Country Club. We had a great time connecting with our *Real Producers* community while appreciating the golf course views and upscale, delicious food provided by the club. Our VIP NOVA Legends in Real Estate joined us for a fun-filled evening.

A special thank-you to our amazing sponsors, **John Jones from Guaranteed Rate** and **TruPlace**. This was all possible because of you! Words can't express how grateful we are for you; we simply couldn't do what we do without your tremendous, ongoing support. Thank you for being such an integral part of our *NOVA Real Producers* community.

We also wish to recognize **HD Bros** for capturing this event and testimonials on film. Last but not least, thank you to **Ryan Corvello**, who snapped beautiful pictures, which you can find on our Facebook page: <https://www.facebook.com/kristinbrindleyrealproducers>.

To all of our Real Producers who attended — be sure to join our private Facebook group and tag yourself and your teams! We can't wait to see everyone again soon!

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











- What to Expect When Selling Your Home in the Fall
- Rising Interest Rates: What It Means for Buyers and Sellers!
- Does Inflation Affect Home Values?
- The Importance of a Good Pricing Strategy When Selling Your Home This Fall
- Top 3 Home Items to Upgrade That Increase Your Home Value for the Fall Market
- Why Waiting Longer to Purchase a Home Will Cost You Even More Money
- My (Your) 90-day Market Projection on Home Values in Neighborhood X or Y

#### SHIFTING MARKET EQUALS

#### SHIFTING MINDSET

Taking the time to create effective content that educates your sphere and target audience on the new set of

expectations when selling in the fall/winter versus early spring 2022 is super important. Shooting these videos, telling your stories, and providing helpful information is important. There will be a large benefit from a self-serving standpoint of addressing objections and issues upfront with your buyers and sellers.

The opposite is also true. Not getting out ahead of setting the proper client expectations can lead to some potentially uncomfortable conversations down the road when some of these issues come up. Set yourself apart from other Realtors by creating a portfolio of educational content that paints you as the market expert in a shifting real estate market.



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).

# VIDEO CONTENT IDEAS

## [for a Shifting Real Estate Market]

The market is shifting. Do you feel it? It's pretty clear that the market of early spring, where we saw sellers making more money on home sales than ever and buyers willing to do almost anything to get into a home, has changed. Ever since late spring, with the rise in interest rates, would-be sellers who were on the fence started to come out and list their homes, seeing the max window of opportunity potentially closing. The rise in inventory comes with it in certain markets, longer days on market, and the dreaded price reduction... I mean, "price correction." As the market shifts, so do most REALTORS® marketing strategies.

I want to discuss video content ideas when marketing to your ideal client in a changing market.

#### SETTING EXPECTATIONS

Sellers are usually behind the market curve, from a standpoint that they think selling today or in 30 days is the same as their neighbor's experience 90 days prior. We know that the real estate market is like being in a boat on the ocean, where inclement weather and other factors can change your experience pretty fast. With that in mind, the marketing messages on video, social media, and direct mail need to also change. When I say the word "change," think

of "setting realistic expectations." You have sellers that get upset when they only have one offer on their home, or the offer is only at "list price." Approaching that thinking is what you need to have in mind in creating these new expectations for sellers.

#### VIDEO CONTENT IDEAS

If any of you have been reading my articles over the past couple of years, you know that I think video is the best way to portray a valuable message to a target audience. These videos can be posted on YouTube, be Instagram reels, TikTok videos, and more. Here are some great video content ideas in a shifting market:

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SARA RODRIGUEZ





▶▶ partner spotlight

By Zachary Cohen  
Photos by Ryan Corvello

# GREGG DAY

## CERTIFIED MASTER MOVERS

39 Years  
and  
Counting

1983. As Gregg Day approached his high school graduation, he headed in for a meeting with his guidance counselor.

“My guidance counselor, he said, ‘Gregg, you’re not filling out college applications.’ I was just done with school,” Gregg reflects.

Gregg’s counselor had an idea. He worked for a moving company during the summers, so he asked Gregg if he wanted a job. At 18 years old, Gregg dove in, thinking he would just work in moving for the summer.

“Here I am, 39 years later,” Gregg says with a broad smile.

Gregg may have started his moving career as a young, inexperienced teen with no intention to stay in the business long-term, but over the years, he fell in love with the moving industry.

“I love what I do. It’s a different experience every day. You get to meet different customers every single day.”

Gregg prides himself on guiding his customers through what can be one of the most stressful experiences life has to offer. He aspires to alleviate his clients’ stress, taking the challenges onto his own back.

### 39 Years in the Making

Gregg founded Certified Master Movers in 2014, but it wasn’t until the COVID-19 pandemic struck that he fully devoted himself to his own company. The COVID-19 pandemic was a catalyst for the growth of what is now one of Northern Virginia’s most trusted movers.

“I was working for a company for 10 years, and nobody was moving in March, April or May of 2020. I said, ‘Hey, it’s going to be a lot easier if I do this on my own, without having to rely on a company to give me referrals.’ So I decided to go

out and get them myself. I knew I could do it better than the other companies doing it out there. With 39 years of experience, I knew I could personally train the movers. I knew I could do it well.”

In just two years, Certified Master Movers has built a strong reputation as a medium-sized moving company with an eye for detail. Gregg does most of the surveys and estimates himself, giving clients the personal touch they desire.

“Most of the moves I do, people want that personal service. They want to know we’ll take care of their stuff,” Gregg says. “We give more personalized service for people with high-end antiques and heirlooms. That’s our specialty. We have one of the lowest claims ratios of any moving company around. My insurance company didn’t believe me in year one, so they did an audit and actually lowered my premium.”

### A Value-Add

Over his nearly four decades in the moving industry, Gregg has seen the best and worst practices. That experience has allowed him to implement processes to ensure his clients receive the best possible service.

Gregg developed a proprietary process that is the secret to the company’s success in delivering a





IF I CAN  
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HELP MORE  
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APPRECIATE  
GOOD WORK,  
I'M HAPPY.



Gregg Day (center) with one of his crews (from left to right: Jonathan, Steven, Rene, Napoleon, and Kevin).



than using van lines, he crates all of the homeowners' possessions in wooden boxes and ships them to the destination to be delivered by a partnering agent. The result is less damage and more satisfied customers. Certified Master Movers also offers decluttering services; they declutter a home before it's listed, storing the clients' possessions until they are ready to move into their new home.

#### Welcoming New Chapters

Gregg plans to continue growing Certified Master Movers but doesn't plan to become too large. He enjoys offering personalized service and prides himself on the care he puts into every job.

"My favorite part about moving is helping a family into a new chapter in their life. I get it all the time — people calling me up and saying, 'I've talked to other neighbors that had a nightmare move, and it started that new chapter with such craziness. We had such a smooth transition and wanted to thank you.' That's it for me. If I can get more trucks and help more families that appreciate good work, I'm happy."

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

... superior moving experience. Certified Master Movers provides local, long-distance, residential, commercial, industrial, and international moving services to clients with the goal of delivering claimless moves.

"The whole trick to a well-run move is having the estimator or surveyor give the right amount of paperwork to the movers, so they know what to do. A lot of moving companies don't talk from estimators to movers. With my company, we have full communication," Gregg explains.

Certified Master Movers also offers some unique services. Gregg handles long-distance moves differently than many movers; rather



#### FUN FACTS

Gregg Day is a big Nationals fan; he's been a season ticket holder since they returned to D.C. in 2005, and had the chance to attend the World Series in 2019. If he's not working or at a Nats game, you'll find Gregg enjoys golfing, skiing, cooking or spending time at Big Bear Lake in West Virginia, where he enjoys fishing and relaxing in nature.



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» special feature

Written by **Jess Wellar**

# LEGENDS IN REAL ESTATE

On the following pages, *NOVA Real Producers* is honored to recognize Legends in Real Estate — icons who have each contributed significantly to the culture and milieu of our NOVA real estate community through their hard work, perseverance, dedication and mentoring in over 20 years in the business. Congratulations to these special agents. You truly are legends to us, and our community is better for your years of service!

# CASEY SAMSON

## The Casey Samson Team

### Samson Properties

*41 years in real estate*

Forty-one years and going strong, Casey Samson says he was always attracted to the financial side of the real estate industry. “I like that more than I like showing houses, which is why I am a listing agent,” he explains. “Prior to real estate, I was a Marine with the Silent Drill Team.”

In addition to over four decades in real estate, Casey has also been coaching VYI football and mentoring youth for just as long and notes his most important lesson learned when he was just starting out was that “old people don’t like listening to young people.”

“My most memorable deal was the deal I didn’t do,” Casey adds. “I was just starting out, and I had a big listing, and the buyer was coming through me... It was a monster. The seller decided two weeks before settlement that they didn’t want to sell and canceled the transaction.”

Casey notes his great life success has been helping a massive amount of people with their most important asset. “We’ve developed policies and procedures and trained the next generation to make sure the success happens for years to come,” he says with pride. “And my secret sauce has been an ability to price homes and a very sophisticated marketing plan. I wish real estate training would focus more on how to properly price, market and sell homes rather than on how to prospect, brand and manage teams.”

Given Casey’s expertise and longevity in the business, he offers some sage advice to new agents



looking to leave their mark: “Work with older agents,” he suggests. “And the advice I would give to older agents is to work with younger agents. The counterbalance is magnificent.”

Casey remarks of his team and family life: “Morgan and Kelly are some of my top agents, and Kevin is a pricing expert. We love to hang out and be with each other. My wife, Carol, is the family CEO, and we love to travel and hang out with our grandkids.”

“I want to be remembered as someone who looked out for other people and did the best he could,” Casey concludes.

**Favorite quote/motto:** “It’s what you learn after you know it all.”



# JAMES NELLIS II

**The Nellis Group**  
**Keller Williams Alliance Group**  
*39 years in real estate*

A third-generation REALTOR®, James Nellis II has been in the real estate business since 1994.

“I was a psychology and religion major, so the interaction with people has always inspired me,” James explains. “Also, opportunity and the ability to be an entrepreneur; from day one, I could make business decisions.”

James grew up in the family real estate business. Once he graduated from Carson-Newman College, he moved back home to pursue psychology. However, during that time, James went full-time in the family business, and that is when he says he started to “fall in love with the opportunity, people, and working with my family instead of the corporate world.”

“I’m thankful for the many opportunities I have had to give back in my career,” James notes. His lengthy list of service and achievements include serving on the original Young Professional Network board, NAR 30 Under 30 Award, RE/MAX Top 100, KW Top 100, Certified Residential Specialist National Instructor (CRS) designation, involvement in the 100th Home for Charity Program and serving on the FCA Board of Directors, as well as the PVI Board of Governors.

“The most important lesson I learned when I started is that balance is a

myth if you want to have early success,” James points out. “If you look at any of the top business owners, athletes or companies, the early years require time, effort and focus. Be prepared in your first three to five years in the business to truly put in all three.”

Of the many successes in James’ life, he says living out his faith and continuing the family legacy are the accomplishments he most cherishes. “This industry allows me to live out my faith on a daily basis without the fear of losing my job/career. I can have symmetry in my personal and professional life with my approach to God and business. We work with all faiths, yet I can be open about what I personally believe. Being a Christian is not a requirement to work for The Nellis Group, yet every person on staff and client knows that our faith is the foundation of how we serve others.”

“And it’s an honor to continue what my great grandfather started on a farm in Kentucky,” James continues. “My mother began our generational business on the East Coast in 1983. It is with pride and honor that we continue this legacy (my wife, sister and her husband have the ability to continue The Nellis Group). We call it the X-Factor of every new person we hire to The Nellis Group. It is the unique skill set they can bring to further broaden and deepen our impact with others and the local community.”

Given James’ expertise in real estate, he suggests new agents would do



well to learn how to generate leads from day one.

“Every success means you no longer have an active client... Most people fail in real estate within three years because once they sell their family and friends, they run out of new clients. As leads begin to come in, many can get complacent or stop full efforts in reaching out. You need a system/CRM in order to not forget and continually be in front of the clients to best serve them.”

James also reveals his secret sauce includes the grounding power of prayer, combined with passion and a true love of people.

“I am also a very loyal person and love being surrounded by family. The opportunity early in my career to work with my mother and father definitely pushed me forward and with the long hours that real estate can take to succeed.”

“I want to be remembered for being a light in a darkened world,” James concludes. “And for bringing hope to others and inspiring change.”

**Favorite quote/motto:** “Walk in Love.” “Embrace reason, seek truth and walk in love.”

# CASEY O’NEAL

**The Casey O’Neal Team**  
**Compass**  
*37 years in real estate*

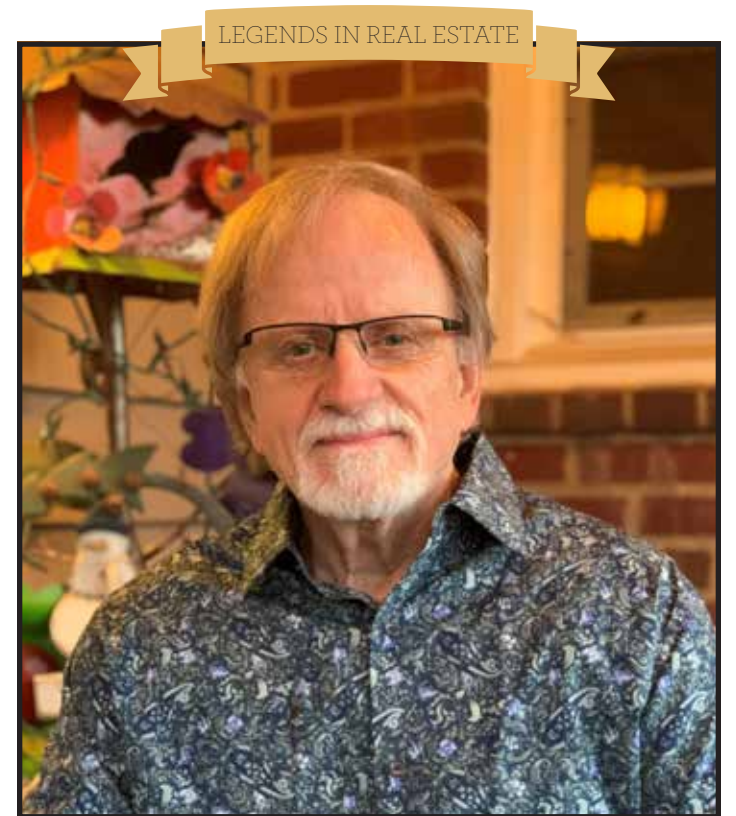
Currently in his 37th year as a REALTOR®, Casey O’Neal says he got into the business to have the ability to work for himself.

“I wanted to control my own destiny and earn a better living than what I was making in my former career. Prior to real estate, I worked in the construction industry as a union carpenter and was always intrigued by how homes were built,” Casey recalls. “I thought about being a home inspector, although with a back injury, I wanted a less physically demanding job.”

The most important lesson Casey says he learned as a new agent back in 1985 was not to be afraid of hard work. “This was before computers,” he points out. “And I realized that persistence would be a requirement for success.”

He also suggests agents just getting into the business consider finding a mentor or team to work with “so you don’t have to start from scratch. It can be a lonely business, and with the competitive nature of real estate sales, it’s easier when you can collaborate with and learn from others who have been there.”

Casey says he is most proud of his reputation as a “straight shooter” and for treating everyone the same. He also shares his secret sauce is “being



non-salesy, patient and respectful” with every client’s situation.

“That’s what I’d like to most be remembered for,” Casey adds. “By improving a client’s situation and leaving them in a better place than before I met them.”

In his spare time, Casey enjoys playing music with his talented wife, Colleen Shanley.

“I’ve been with my wife, Colleen, for 43 years. We are both musicians and have performed together in various venues in the DMV and have done studio recording as well. Colleen is a singer/songwriter/guitarist, and I play the pedal steel guitar, Dobro guitar and slide guitar,” Casey explains. “I also have two grown kids, Sarah and Evan, who live in Arlington. We like going on hikes, bike rides, and just hanging out together.”

**Favorite quote/motto:** “Treat everyone the way I would want to be treated if our roles were reversed.”



# DAMON A. NICHOLAS

The DamonSellsHomes Team  
Coldwell Banker Realty  
37 years in real estate

In the real estate business since 1985, Damon Nicholas says he originally obtained his license because he needed flexibility in his schedule.

“I started part-time, then went full-time because of my son Danny. He was born with a rare genetic deletion,” Damon explains. “Prior to joining the real estate sector, I wrote and designed computer systems for the Treasury Department.”

Damon’s most important lesson learned as a young agent was having the right mentality. “If you think you can, or you think you can’t — you’re right!” he declares. “And to new agents just starting out, I suggest joining a team where you can get great training. If Michael Jordan hired a personal trainer, I figured I should, too.”

Damon says he is an active donor for the Make-A-Wish Foundation after they sent his family on a Make-A-Wish trip one year.

“I asked them if it was okay that I thought my son Danny would live, and they said ‘Sure.’ I have donated to them almost every year since then.”

Damon credits his son’s condition with having taught him about empathy, which he notes has been his secret sauce in business. “I also feel that an important success in my life has been a real desire to help people.”

“I always say, every year, I see something I have never seen before,” Damon muses. “One year, right before we were to have an open house, my sellers sent me a picture of something they found in their backyard. It was a partially buried mortar round. I sent the picture to a friend, who immediately told us to call the bomb squad. What an exciting site — come to an open house with police and the bomb squad in the yard!”

“Another time, unfortunately, I had a client call me from jail saying he needed my help to sell his house; it was going to be hard to continue the payments. That took a lot of coordination, but again,



we help people any way we can,” Damon continues. “Like most jobs, it is harder than it seems. It is our job to be like the swan, looking calm and collected on the surface but paddling like mad underneath. I love my job!”

Damon has been married to his wonderful wife, Debbie, for 40 years this October, and the couple has three sons: Danny, who lives in a group home in Richmond; Ryan, who is a fantastic member of his father’s real estate team; and Andrew, who is a high school math teacher in the Richmond area.

“Debbie and I like to play bridge and travel, and the boys and I love to play basketball,” Damon notes. “And I just want to be remembered for being a wonderful husband, a great father and disciple of Christ.”

**Favorite quote/motto:** “Nothing in this world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent.”  
— Calvin Coolidge

# LILIAN JORGENSEN

Long & Foster Real Estate  
37 years in real estate

Over 37 years and counting, Lilian Jorgenson says she was attracted to real estate because “I love houses and working with people, so this was a great combination... I enjoy being able to help so many buyers and sellers with their dream.”

Originally from Denmark, Lilian previously worked as senior Danish instructor in the State Department and has lived locally with her husband since 1969. She notes the most important lesson learned when she was just starting out in real estate was to work hard.

“Work ethic is everything,” Lillian points out. “It is the Golden Rule... New agents need to have total commitment, lots of energy and work.”

Lilian’s credentials as a REALTOR® are superb. She has consistently been at or near the top of the Realtors in her company and within the region in total sales volume and the total number of sales. Lilian has sold over 2,300 homes for a career volume of over \$1 billion! She is regularly recognized by the Northern Virginia Association of REALTORS® as one of the “Top 20 Residential Sales Agents” in Northern Virginia and by Long & Foster Real Estate as the “Top Producer” of her office.



Lilian notes her secret sauce is “happiness” and is celebrating her 60th wedding anniversary with her husband this year.

“I have two children and three grandchildren, and they are the most important thing in my life,” Lilian says. “And I want to be remembered for being the best agent you could ever work with. Being a Realtor is a lifestyle, and the people you meet shape you.”

**Favorite quote/motto:** “If it is to be, it is up to me,” and “I did it my way!”



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# LAUREN M. KIVLIGHAN

**Principal Broker/Owner**  
**Northern Virginia Real Estate, Inc.**  
*36 years in real estate*

Lauren Kivlighan has been in the business for 36 years and said she still loves the thrill of putting a deal together. “It’s what attracted me to real estate in the first place,” Lauren says. “People and the adrenaline of bringing buyers and sellers together for happy endings.”

Prior to real estate, Lauren worked as a flight attendant for a major carrier, a career that allowed her to trot the globe. “I’ve traveled the world and I have training in dealing with many cultures (i.e. Asia, Africa and the Middle East). It is important, in the world we live in, to educate yourself about other cultures — it will make you very successful and teach you to always respect the thought processes of those different from yourself.”

Lauren’s service includes sitting on the Grievance and Arbitration Committee for five years and chairing the Salvation Army of Fairfax, Virginia. She is also recognized as a Platinum Producer with over \$30 million in sales.

Of the many lessons Lauren says she has learned over the years, several rise to the top.

“Be honest, follow up, and be available; you must also surround yourself with those more knowledgeable than yourself,” she advises. “My secret sauce is that I have always had a way with people. For some reason, I gain trust very easily and I never abuse that trust.”

Lauren’s most memorable deal, she says, was an emotional one.

“It was a strong Falls Church City chief of police (40 years on the force) that cried at the settlement table,” Lauren recalls. “It was a family of six and he had lost his wife. This shows everything we handle in real estate. We deal with marriage, death, divorce, sibling rivalry... Always something involving high emotion.”

LEGENDS IN REAL ESTATE



Lauren says her life successes include owning many rental properties, investing her own money in the market, building, and renovating. “I am a K-1 partner with Classic Cottages LLC” she notes. “We built 40 houses in 2021.”

Lauren says of her family, “My father was a dentist who developed farms in the Shenandoah Valley into subdivisions. My mother was a professional decorator and designer from New York. She renovated, designed and built residential properties for years.”

Given Lauren’s expertise, she dishes out some sage advice for new agents. “Get training and ask for help,” she suggests. “Also meet face-to-face with your clients and follow through. Lastly, be grateful to those that support you and show your gratitude.”

**Favorite quote/motto:** “To be determined.”

# PHYLLIS G. PATTERSON

**The Patterson Group**  
**TTR Sotheby’s International Realty**  
*36 years in real estate*

In real estate for 36 years and counting, Phyllis Patterson says her passion for the industry is what attracted her to the business in the first place, as well as not wanting “a desk job.”

Prior to getting her license, Phyllis worked on Capitol Hill for a few years, as well as with the government relations department of a large corporation.

“I am on the board for ACT for Alexandria,” Phyllis says of her service. “And my team is very involved with The Seaport Foundation, The Compagna Center and Inova Hospital. We also give to many local school fundraisers.”

Phyllis notes the most important lesson learned from day one as an agent was to never lie. “Your reputation will follow you in this business. Do your job and then do more; always work well with the other agents,” she advises. “If clients and agents do not believe you stand by your word and trust you, your business will not succeed.”

Phyllis says she has had plenty of memorable deals and clients over three and a half decades but shares a recent story that comes to mind.

“Most recently, a couple changed their minds on buying the home. They were fully approved to purchase a few weeks before closing and tried to get the lender to reject their loan approval,” she explains. “The sellers had moved to California and were under contract on another home.”

Regarding her most important success in life, Phyllis remarks, “Hiring people with integrity and knowing they will act as I would... And my secret

LEGENDS IN REAL ESTATE



sauce has been hard work, going the extra mile, and constant follow-up.”

Phyllis also strongly advises newer agents to be thorough when writing contracts, and to be kind to other agents. “We all are in this together; you don’t need to make the transaction more stressful,” she points out.

Phyllis says of her family, “We have four kids, two boys and two girls. Both of my girls, Britt and Paige, work on the team... I never expected them to want to work in the business, but after college, they worked in commercial real estate and fundraising for several years, then asked to join the team. We also have two granddaughters and another on the way this summer.”

“And I just want to be remembered for my integrity and honesty,” she adds.

**Favorite quote/motto:** “Exercise every day for mental health.”



# CHRISTINE RICHARDSON

Christine Richardson Group  
Weichert, REALTORS®  
34 years in real estate

Christine Richardson has been in the real estate business for 34 years and says she originally got licensed to become her own boss and because she enjoys working with people.

“I graduated from William and Mary with a double major in math and computer science, and I spent the next six years doing software development in the D.C. area,” Christine recalls. “I got to work on a project at the White House, developing software for the Office of Management and Budget. One of the fun perks of that job was getting to watch the Fourth of July fireworks from the Rose Garden! I also worked on the ‘Star Wars’ project for a while, developing software for intercepting enemy missiles before they entered U.S. airspace.”

“As much as I enjoyed the work, I yearned for more independence and interaction with people rather than computers,” she continues. “So when I was 26 years old, I quit my job and went to real estate school!”

Currently, Christine is the chair of the Top Producer Club and also serves at the state level as chair of the Member Communications Committee at the Virginia Association of REALTORS®. At the National Association of REALTORS®, she has been on the board of directors for five years, currently serves as a federal political coordinator, and also serves on the Meetings and Conference Committee. Christine says she was honored to be named REALTOR® of the Year

for 2020 by NVAR and was inducted into the NVAR Hall of Fame in 2021. Christine has also volunteered at the Northern Virginia Association of REALTORS® for many years, serving on a variety of committees and forums. She was a member of the board of directors for seven years and served as president of the association in 2019.

“When I first started out, I learned that we are in a people business. It’s really not about houses, but rather the people who own them and live in them. And the other agents. And the service providers, like the attorneys, inspectors, lenders and painters,” Christine points out. “We have to have great relationships with all of these people in order to serve our clients well (and live a happy life!) A wise person once told me that all of our opportunities in life come from our relationships... I firmly believe that.”

Christine says one of her most memorable deals was helping an NFL football player buy a house. “That was a trip! One of my buyers had a car accident on the way to closing, and it turned out the van that hit her was the courier who was delivering her loan documents to the title company!”

“But I think the most memorable was a closing that lasted nine hours! I represented the buyers. We got to the final walkthrough the night before closing, and the tenants were still completely moved in and living in the house!”

Christine says she feels truly blessed and always has been.

“I grew up as an Army brat, the middle child of five, with fabulous loving



parents. All four of my siblings and their families live here in Northern Virginia, so I get to see them all the time. My mom and dad were married for 58 years until my mom passed away in 2014. I married my college sweetheart and couldn’t be happier after 39 years together. We have two terrific grown children, Timothy and Carly, of whom we are both so proud,” Christine proclaims.

“My real estate career has also been such a blessing. I truly love what I do, so it hardly ever seems like work... Except home inspections! My career affords me the flexibility to do the other things I want to do, like travel and volunteer, while still taking great care of me and my family financially. My fervent wish is that I will be remembered for helping people.”

**Favorite quote/motto:** “People will forget what you did. People will forget what you said. But people will never forget how you made them feel.” — *Maya Angelou*

“The time is always right to do what’s right.” — *Martin Luther King*

“I have these quotes taped to the edge of my computer screen, so I never forget them. They are both so powerful!” Christine says.

# ROBYN C. BURDETT

RE/MAX West End  
34 years in real estate

Robyn Burdett recalls becoming interested in the real estate business after being involved in the process as a seller 34 years ago.

“I sold two homes and bought one with my husband all in about five months,” Robyn explains. “I enjoyed the processes, the education part of it and the fact that each transaction was different — no two days are exactly alike!”

Prior to real estate, Robyn was the assistant director of development for the Arthritis Foundation for the D.C. metro area. She has been recognized as a Washingtonian Top Agent, *Northern Virginia Magazine* Top Agent, a Five-Star Real Estate Professional, and is currently serving on the board of directors at Virginia Association of REALTORS®.

“This is actually my second time on the board,” Robyn points out. “In the past, I have been on the NVAR Board of Directors, Professional Standards and Grievance, as well as several other committees at the VAR.”

Robyn says her most important lesson learned as a new agent was that you should never put money before a client’s best interest. “Always focus on the client, never the money, and everyone wins,” she advises. “And you have to be coachable. Whether you have had a previous career or this is your first job, you have to be willing to take direction from someone else.”

Robyn also suggests shadowing at least one or two agents to actually learn what they do before getting a real estate license.



“It looks glamorous from the outside, but when you pull back the curtain, it is a lot of hard work that can be exhausting, frustrating and overwhelming,” Robyn notes. “I remember interviewing a woman who wanted to join my team who thought being an agent would give her more time at home with her family while making \$200,000. I showed her my daily schedule, and she decided her day job was really good.”

Robyn says she has had many important successes in her life and feels truly blessed. “Personal successes are my marriage of 35 years to my best friend, and my incredible daughter. Professionally, my success has been being able to do a job every day that I love,” Robyn notes. “I have held every possible job in real estate except for a principal broker, and I love to train/teach/coach agents and my clients.”

**Favorite quote/motto:** “‘If it is to be, it’s up to me,’ and ‘Bigger, better, different’ is my outlook on growth in life,” Robyn says.



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# SUE SMITH

The Sue Smith Team  
COMPASS Real Estate  
34 years in real estate

Sue Smith has been an active real estate agent for 34 years, but she's been working since she was a 10-year-old. "I was a papergirl for the *News Journal* in Wilmington, Delaware, and delivered 96 papers daily," Sue recalls. "I enjoyed working retail during high school, and working in the restaurant industry waiting tables during college."

After college, Sue went to work for Honeywell Information Systems in Minneapolis, Minnesota, in the Sales and Technical Support Department for Mainframe and Personal Computers. But when she started a family and relocated to Northern Virginia, she decided it was time to rethink her career and obtained her real estate license in 1988.

"I was attracted to the flexibility of schedule, an everlasting career (one that I could engage in for life), responsibility and ownership of my own destiny, and I love to help others live their best lives," Sue explains.

Sue has served her NOVA real estate community in various ways, including as past president of DAAR (2014), DAAR Board of Directors (2007–2015), DAAR Nominating Committee (2021), past member of MRIS Board of Directors, and is a NVAR Top Producer and founding member COMPASS Real Estate in Loudoun County.

As Sue reflects on almost three and a half decades as an agent, she notes, "I've learned many lessons from this industry, but the most important ones are: to be focused, stay humble, work hard, be truthful, maintain important relationships, and listen to your instincts."

LEGENDS IN REAL ESTATE



Sue says of her most memorable client: "Bob chose me to help him sell his home in Herndon — a listing that no one wanted. I listed the property; it sold quickly, and at settlement, Bob had a panic attack. I took Bob to the parking lot where he told me that he had "nowhere to go." The rental home that he was moving into fell through, and he did not know what to do. I told Bob that I would find him a home that night, and after settlement I went to work to find Bob a rental that would accept numerous cats! I found one, he moved in, and he called me after five years to purchase the property from the landlord, which I facilitated."

Sue continues, "Bob called me every Christmas to say 'Thank you,' check on me, and to let me know how grateful he was for my help that day. I recently resold the property for Bob's family after his passing, and they have become friends of mine as well. I will always be grateful to Bob for his kindness and trust. He made an impact on me!"

Sue lives with her husband Charlie in Hamilton, Virginia, and within one mile of both of her children, Bryan and Krissy, who she considers her "greatest life gifts."

"We all work together on The Sue Smith Team. Charlie has his broker's license, Bryan is a Realtor, and Krissy is our transaction manager and owner of Real Advantage Transaction Management. I love working with the family and do not want to do this without them! Bryan and Krissy are the legacy of the Sue Smith Team, and I am honored that they want to take the business forward in the future."

**Favorite quote/motto:** "Stay the course!" and "Don't have a pissing contest with a skunk." (A quote from my father, Frank W. Grant.)

# KELLY L. GAITTEN

Berkshire Hathaway PenFed Realty  
31 years in real estate

Real estate runs in Kelly Gaitten's family.

"My family owns properties in historic Occoquan. My father was an electrician and entrepreneur. He ran a successful business and bought properties in town, fixed them up and rented them out," Kelly explains. "My mom is a bookkeeper and excellent financial manager. She always took care of the business side while my dad did the repairs and managed the buildings."

"My parents had more properties, but when my dad passed away in 1991, a few of the properties were sold," Kelly continues. "Mom still has two commercial/residential buildings and is going strong at 79 years old. She inspires me every single day."

Licensed in 1991, Kelly's professional experience includes 10 years in the corporate world with Freddie Mac and AOL. Kelly also served as executive assistant for the owner of a civil engineering firm, as director of marketing and sales for award-winning home builder, Lauten Construction, and worked for a builder, as well as a top-producing agent.

"I realized that I should be selling real estate full-time once I started working in the office of the Realtor, but I was terrified to work on straight commission without a net," she explains. "The most important lesson I learned starting out, though, is to always believe in yourself and take care of people."

Kelly also offers some great advice for agents young and old alike: "Don't rely on social media to meet new people and grow your business. Go out and spend time with your neighbors, friends and family. I am a huge social media person and I cover all of the social media with my business, but that only reinforces, not makes my relationships. People are important. Make them feel that way. Your time is valuable and when you give it to people, it matters to them."

Kelly also notes her biggest life success is her family, no contest. "I have an incredible family and story.

LEGENDS IN REAL ESTATE



I was adopted at birth in 1966. My adopted family, in Occoquan, are really the heart of who I am. I hate to say 'adopted family' because I feel that I am theirs and they are mine... I love them to the moon and back. However, at the age of 40, I was having a medical issue and needed family medical history," Kelly recalls.

"I started my search in 2010 and hit roadblocks because the D.C. courts sealed my records. I didn't know at the time, but my biological mother died in 2010 and could not respond to the court filing to open my file. She had listed "Father unknown" on the birth certificate. With the help of Ancestry, I finally found all of my biological family in 2016, to include my father (who never knew about me), four half siblings, numerous aunts/uncles/cousins/nieces and nephews. I finally get to see people who look like me, and now I have a great big, gigantic family — biological and adopted — who love me."

Kelly is a proud member of DAAR and NAR, has served on the Leesburg Architectural Review Board and the Town of Hamilton Board of Zoning, and supports Sunshine Kids, Hero Homes, LAWS Women's Shelter, and numerous animal shelters, including FOHA, Loudoun Animal shelter and Middleburg Humane Society.

**Favorite quote/motto:** "I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel." —*Maya Angelou*



# SUE GOODHART

**The Goodhart Group**  
**Compass**  
*30 years in real estate*

“I’ve been in the business for 30 years,” Sue Goodhart notes. “I thought getting into the real estate profession was a great way to help people... Prior to that, my husband and I owned a small business in Old Town Alexandria.”

Sue has been recognized as a Top Producer and Top Team Leader at Compass, as well as one of RealTrends Top 50 Mid-Sized Teams. Her charity involvement includes being on the boards of St. Coletta of Greater Washington, Campagna Center, Choral Arts, and The Alexandria Chamber of Commerce.

“The most important lesson I learned when I was just starting out in real estate was never give up!” Sue advises. “I also recommend that newer agents treat it like a business to succeed; you are a business owner and not a real estate agent.”

Sue says her secret sauce for success is simply empathy, and that “raising two outstanding daughters and being a part of the community” have been her most important life successes.



“My husband Marty and I have two daughters, Allison and Amanda, and they have given us three beautiful grandsons, Brooks, Wesley, and Chase; and another one is on the way,” Sue explains with delight.

“I just want to be remembered for helping people transition to the next phase of their lives.”

# GREG A. WELLS



**The Greg Wells Team**  
**Keller Williams Realty – Loudoun Gateway**  
*26 years in real estate*

“I’ve always had a personal love for and interest in real estate. I’ve been in this business for 26 years, nine of which I spent in the new home industry selling for Toll Brothers,” Greg Wells explains. “The other 17 years have been in the resale market.”

“I still love the business and helping people achieve their real estate goals and needs,” Greg continues. “I wake up every day with the same level of excitement and enthusiasm for real estate that I had from day one.”

From a young age, Greg held various jobs in sales and marketing and decided to leverage that experience with his knowledge of the local market. Starting out, one of the first lessons Greg says he learned was patience. “I learned right away that real estate requires a LOT of patience; this is a long-term business founded on solid relationships and consistent care,” he points out. “And I would advise newer agents to focus on learning, and then never stop learning.”

Greg is very active in charity work and giving back to his community. Every year, his team hosts a charity golf tournament benefiting those in need. “Throughout my career, I’ve also helped to raise money for Children’s Miracle Network

and have hosted a Toys for Tots drive during the holiday season. My latest charity initiative is called The Gratitude Project, which directs a portion of all of my commissions to our local heroes — teachers, hospitals, law enforcement, first responders, and veterans. I work closely with the Boulder Crest Foundation and volunteer there regularly,” Greg adds.

The most memorable deal Greg says he has done in his career wasn’t hard to recall. “I had the honor and privilege of helping my daughter, Colby, and her husband, Ben, purchase their first home after relocating back to the area,” Greg smiles. “And just in time for their first baby!”

On a personal level, Greg says his greatest life successes were getting married to his “buddy,” Maura, being a father to Colby, and becoming a grandfather to Haven. “On a professional level, though, I was named one of the Top 100 RE/MAX Agents in the world.”

“Client care is key in this business, as well as being truly invested in your clients’ success and happiness,” Greg advises. “If you care for your clients like they are friends and family, they will sing your praises and you can build your business on word of mouth and repeat clients ... and I most want to be remembered for always treating people fairly and honestly.”

**Favorite quote/motto:** “My worst day is 10 times better than a lot of people’s best day.”





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# JEDDIE BUSCH



Compass

25 years in real estate

“This industry moves fast and is always changing. I get bored quickly and constantly need to be challenged,” Jeddie Busch explains. “I started in the real estate business 25 years ago on the mortgage side as a processor, and moved into the closing department with my final stop as an underwriter. I was completing my MBA while working on the finance side of the business and, upon graduating, I was hired by Freddie Mac.”

“As most know, I have a special-needs child,” she continues. “I always thought I would have a corner office at Freddie Mac, but there was not enough FMLA in the world for me to take care of my middle son. That is why I became an agent.”

Last year, Jeddie was the number one Hispanic REALTOR® in the state of Virginia and number 25 in the nation.

“As a Latina, I am very proud of this award,” Jeddie beams. “I also love to support Mobile Hope and the World Wildlife Fund.”

Jeddie notes one of the most important lessons she learned when she was just starting out was that curtain rods are a fixture to a house.

“One of my first listings had Restoration Hardware curtain rods. The client was moving out of state and

packed everything, including the curtain rods, and even a used doormat! The buyer was very much into those curtain rods. The seller refused to return them, so I ended up replacing the rods!” she chuckles.

Jeddie says of her most important successes, “Finishing my MBA in two years while working full-time and maintaining an ‘A’ average — this taught me that anything in life is possible if you work hard. And also, my amazing husband and boys — family truly is a support network and I could not do this job without them.”

Jeddie shares some advice for newer agents, pointing out: “It takes a while to get the million-dollar listings. Trust your connections and sphere of influence above all else. I do not pay for internet leads, and I have not tried farming. I rely on my network. It really is a lead-generating machine... And my secret sauce is that I provide an exceptional level of customer service. My clients can always get in touch with me.”

When Jeddie isn’t busy helping clients, she enjoys spending time with her husband, Jeff, and their three sons, Jay (16), Colin (15), and Preston (11).

“We enjoy swimming in our pool, making s’mores around the fire, watching movies, and playing with our two Newfoundland dogs,” Jeddie adds. “We also love to watch football!”

**Favorite quote/motto:** “Everyone has a plan until they get punched in the mouth.” —Mike Tyson

# CATHY POUNGMAI

CallCathy.com

EXP Realty

24 years in real estate

Cathy Pounghmalai has been selling homes for over two decades, and says she was originally drawn to her career by working at a title company.

“Although I had a BFA in fine arts and graphic design, in the mid-’90s, I was drawn to selling environmentally conscious products for a network marketing company, which led me from Colorado to Virginia,” Cathy explains. “I was also working part-time at a title company, where I watched numerous real estate transactions occur and realized that if I was to sell anything else, I believed I could get passionate about selling homes.”

While Cathy was working at the title company part-time, she was also working full-time serving at Maggiano’s Italian restaurant in Tyson’s Corner.

“Although my degree was in graphic design and fine arts, I was more attracted to sales and serving people. I also had more of an entrepreneur’s spirit and did not see myself working for a company or holding a corporate type of job. I got my license at Weichert, REALTORS® in Tyson’s, which was within a five-minute drive of both the title company and Maggiano’s so that I could easily get to work while I started selling homes.”

“My first client was a waiter who had encouraged me to hurry up and get my license so he could buy a home through me,” Cathy continues. “That helped me have my first early sale. Eventually, I also ended up selling and buying my general manager’s house by paying the highest escalated price out of eight offers I produced for his home. As soon as I settled, I gave my notice to Maggiano’s and started selling full-time.”

Cathy has been recognized as an NVAR Diamond Top Producer, a lifetime member of the International Association of Home Staging Professionals, and is a senior real estate specialist.

“My first mentor taught me several important lessons,” Cathy recalls. “First, that buyers and sellers come and go, but the professionals you work with will see you again and never forget. Secondly, integrity is the most important thing in this business. And lastly, get excited, get started, and never quit.”



Cathy says having and raising her daughter, believing in herself, and finding her biological father in three days, once she set her mind to it, have been the most important successes in her life. She also notes her secret sauce recipe to a successful sale includes “always having my client’s best interest in mind, leveraging professional home staging with proper pricing, top-notch marketing, and negotiations.”

Cathy was born in Thailand and raised in a military family. “My stepfather, Larry, was a fighter pilot in the Air Force. My biological father, Ivar, whom I found within my first year of selling homes, was also an Air America pilot during the war. Interesting fact: he was from Virginia, was an honored Marine Corps Silent Guard, was later a pilot with Air America, and, after leaving the military, was selling real estate and appraising properties in Northern Virginia for over 18 years. After my first failed marriage in my 20s, I waited 10 years to get married again in my mid-30s and had my daughter, Mia, at the age of 38. I was a late mom, and a thankful one to have helped create such a beautiful and amazing daughter. I most want to be remembered as a role model for my daughter, family, community members, associates, and friends, and also for having been able to change people’s lives through selling homes.”

**Favorite quote/motto:** “Who do you choose to be?”



# JAY D'ALESSANDRO

Debbie Dogrul Associates  
eXp Realty  
24 years in real estate

Jay D'Alessandro has been in the real estate business for 24 years and still loves being an entrepreneur.

"Real estate allows growth opportunities beyond selling homes," Jay explains. "My real estate team environment also allows me to help and teach other agents to grow their business in real estate and wealth through home ownership and investment properties."

Prior to real estate, Jay was a high school teacher and soccer coach. He says his most important lesson learned was the importance of being on a team.

"I started real estate on a team 24 years ago and never left the team. Eventually, I became the owner of the team," Jay recalls. "The team environment allowed me to thrive and have a community to learn... And that is my greatest success, growing a team from 16 agents to nearly 40 agents who are producing."

"My most memorable deal was buying a commercial property and partnering with some of the agents on the team to create long-term revenue," he adds.

Jay can't stress enough the importance of joining a team if a new agent wants to succeed.

"Don't spend money on leads unless you know how to talk to them and are disciplined to follow up. Get on a team and then treat it like a business and set a schedule and follow it," Jay advises.

"At first, my secret sauce was sheer determination to work as hard and long as needed to succeed. Over the years, it has grown into leveraging and identifying talented people and allowing them power and flexibility to grow into leadership positions on the team," Jay notes. "Like me, many people who came to the team have never left and now are in leadership positions mentoring others to success."

Jay says of his family life, "Lori is my wife; Sam, Ellie, PJ, and Mikey are my kids, and we're all busy doing school and working hard."

We get to live one life, and I've learned over the years that I am the happiest when I am learning and helping others," Jay concludes. "This business allows me to do both. The changing market never lets me settle for how it was done in the past, and I must strive to adapt, learn, and be nimble. I am also responsible for helping others to adapt and change and challenge them to get out of their comfort zone and develop their own way. The opportunity to do that is something that I cherish and never tire of."

**Favorite quote/motto:** "Whenever you feel like criticizing anyone, just remember that all the people in this world haven't had the advantages that you've had."

LEGENDS IN REAL ESTATE



# JANET BRINCK

The Dwellus Group  
eXp Realty  
23 years in real estate

Nearing her 23rd year in the business, Janet Brinck says she was attracted to real estate at a very early age because it allowed her to have her own business with relatively little investment.

"It had an unlimited income potential, a flexible schedule, and afforded me the opportunity to work with people," Janet explains. "And as an extravert, this was really important to me."

Janet graduated from Virginia Tech in 1997 with a degree in political science with a pre-law concentration. "I was originally studying for the LSAT after graduation, but after working with a commercial real estate firm for a few months, I got a taste of the corporate world. I was making enough money to upgrade my meals from cereal and SpaghettiOs, and decided that I really didn't want to go back to law school," she laughs.

Janet has been a lifetime member of the NVAR Top Producers Club and has ranked within the Top 1 percent of REALTORS® in the nation since her second year in real estate.

"I've achieved various recognitions and awards over the years, but I am most proud of the philanthropic work my team has done through our 501(c)(3), Dwellus Gives, and the ministry work I get to do through my

church," Janet notes. "As a team, we have given back almost a half a million dollars to various charities in the D.C. metro area."

Janet says her most important lesson learned from the very beginning was to "not wait" until she felt she had mastered the art of selling real estate before getting out there and doing it.

"There was very little formal training when I got into the business, so it was a lot of trial and error at first," Janet points out. "So, my strategy was: shoot from the hip, 'fake it 'til you make it,' and just try to help people along the way. I see a lot of new agents not wanting to get out there because they feel like they need to know it all before asking if they can help people with their real estate needs. I learned to 'just do it!'"

"Though the most important successes in my life have not been about how much money I could make or how



many houses I could sell (though I have to admit, that was my focus when I started at 23 years old)," Janet continues, "the success that I value most has been the lives that I truly feel I have impacted. Once I got to a certain point in my career, my passion became more about coaching and training agents to succeed. Watching them hit their goals and how that impacts their lives and families is what I enjoy most."

"Honestly, the key to my success has been getting out of my own head and out of my own way! The 'secret sauce' is simple: It is not about ME. It is about THEM," Janet emphasizes. "It used to be very scary to lead-generate before realizing that it is about helping people."

Janet describes her family as a 'clown car' of seven, including her husband, Arne, and five kids, ranging in age from 11 to 18 years old.

"It is constant chaos, and I love it," Janet chuckles. "Between sports activities, work schedules, and social calendars, it is hard to get us all in the same room most of the time; but when we do, it is a lot of laughter and giving each other a hard time!"

**Favorite quote/motto:** "God, Family, Business — in that order," says Janet. "When I feel aligned with my priorities in this order, I feel like there is absolutely nothing that I cannot do."



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# BIC DECARO

**Bic DeCaro & Associates**  
**eXp Realty**  
*22 years in real estate*

In the real estate business since 2000, Bic DeCaro says she was attracted to “the endless opportunities” in the industry. “I also love being able to work with people on a very personal level and helping them with one of their most important and valuable assets, their home,” she adds.

Prior to real estate, Bic worked at a car rental company and in health care for a few years. She also notes her upbringing in Vietnam has been a major contributor to her work ethic.

“I believe my perseverance, grit, optimism, determination, and never-give-up attitude are results of what my family had to endure when we left Vietnam as refugees in 1975,” Bic explains. “Real estate can be tough and challenging at times, but the good far outweighs the bad. I’m always looking for the silver lining in any tough situation and work hard to overcome any obstacles that come my way.”

“For example, when the market crashed in 2007 and business suffered, many agents left the industry. Rather than give up, I decided to go all-in and invested in more education and training,” she recalls. “I earned my Certified Residential Specialist and Accredited Buyer Representation designations in 2008 and hired a coach shortly thereafter. When the market turned around, I was ready for it. ‘Luck happens when preparation meets opportunity.’”

Bic is an active member of Zillow’s Agent Advisory Board, Cape Ivy Board of Directors, a graduate of NVAR Leadership Academy, past chair of NVAR’s Community Outreach Committee and NVAR’s Vietnamese Realtor Forum, and has received RealTrends award for America’s Best Real Estate Professionals, as well as eXp Realty’s ICON Award.

Bic notes that maintaining a healthy work-life balance is important to her and one of the reasons why she has a team.

“Growing up, my parents rarely went on vacations with us, not because they didn’t want to, but because they were always working so hard and making sacrifices to provide us with the best opportunities,” Bic explains. “My dad passed away when I was 20, and his passing was really hard on my family and has influenced how I try to live my life today. Now that I have my own children, I try to create special moments and experiences for them and my family.”



Bic has plenty of advice for new agents and advises they need not worry about having all the answers right away, but they should be resourceful, good at problem solving, and willing to take action quickly.

“Be very intentional with your time and the choices you make on how and who you spend it with. Commit to making sacrifices early to focus on your business, and think of the compound effect,” she suggests. “Lead with your heart, always hustle, and provide the highest level of service. If you do the right thing, the opportunities and money will follow. Everyone has their own unique journey, and accountability is so important — it is the highest form of love.”

Bic has been married to her husband Brandon for 19 years and the couple has two beautiful children, Madison (16) and Luke (14).

“I want to be remembered for always being there for people, especially in their time of need,” Bic concludes, “and for being a person with high integrity and a big heart ... someone that my children and family would be proud of.”

**Favorite quote/motto:** “Spread love everywhere you go. Let no one ever come to you without leaving happier.” —*Mother Teresa*

# PIPER YERKS

**The Yerks Team**  
**Washington Fine Properties**  
*22 years in real estate*

“In 2000, I made the decision to join my mother, Penny Yerks, at her real estate team that was number one in Weichert, REALTORS® nationwide for many years,” Piper Yerks says of career choice. “From there, I worked full-time with my mother until she retired in 2019 and have since continued her work in the field.”

“When I started to grow my own family, I realized how important building a home truly was. I was inspired by the work my mother had done for over 20 years and I wanted to learn more from her and get future involvement in my community,” she adds.

Piper began her career in federal information technology, working in that sector for almost a decade.

“With the start of the internet, it was an amazing time to be in the technology business. I worked as the senior vice president at Federal Sources and ran an organization of 60 employees. However, after I had my second child and my mother had tragically lost her business partner, I decided to put family first and help my mother grow her real estate business. It was a decision I never regretted,” Piper notes.

Piper is actively involved in her community, as well as serving her real estate peers. She has been on the INOVA Hospital Board and has chaired many events.

“I have also been the chair of the McLean Project for the Arts (MPA) and continue to serve on their board. I have done work for St. Jude, a cause I care deeply about, in the form of events and fundraisers,” Piper explains. “My family, the Yerks, have always been very active with veterans as many of my family members have served, themselves. Personally, I have always been a huge supporter of the USO and worked to fundraise for military families. Additionally, I have served in numerous positions for my three children’s schools.”



Piper says her most important lesson learned was to be a reliable, hardworking agent to her clients from day one, and her secret sauce is simply a solid work ethic and protecting clients while having fun.

“With that, I have always made an effort to look towards the agents who ran successful teams and learn everything I could from them,” Piper points out. “And my advice to newer agents would be to find a team or a mentor that you feel you can work well with. You learn something new in this business every day. Work the network that you have and understand your marketplace too — every house and every street.”

Piper says of her family life: “My mother, Penny Yerks, is an icon in this business, and I was lucky enough to work alongside her for 19 years. Together, we made \$2.5 billion in career sales. I am an only child, so I grew up hearing about real estate since I was in grade school. My father, Austin Yerks, was in the federal technology industry and ran defense for a computer science corporation. Watching my parents grow their careers was a great learning experience and also allowed me to build a vast network within the DMV. I have seven children in a blended family that keeps me very busy and active.”

“I want to be remembered for my integrity and being a whole lot of fun,” Piper concludes. “Real estate is an exciting business that gives endless opportunities for so many people. However, those opportunities are most available to those who work hard and work with honesty and integrity.”

**Favorite quote/motto:** “You can’t shoot a moose sitting in the lodge.”



# GEORGE M MRAD

Red Door Metro  
KW Metro Center  
21 years in real estate

A licensed agent for 21 years and counting, George Mrad says he initially chose real estate because it was important for him to create his own path.

“After receiving my bachelor’s degree from George Mason in management, I was at a crossroads of entering a close family friend’s mortgage business on the lending side or joining one of my former personal training client’s real estate business, as she had just started to establish a new team,” George recalls. “I ended up taking a chance and joining as her first agent. The opportunity for more personal interaction with people and the negotiation intrigued me more ... and the rest is history.”

Prior to real estate, George worked as a security officer at various nightclubs and

bars in the D.C. area, as well as a top personal trainer at Gold’s Gym in Annandale, where he met his eventual real estate mentor.

George has been recognized as a top-producing REALTOR® by The Washingtonian, the Northern Virginia Magazine, and Virginia Top Realtors.

“Always take any opportunity to be the hero. You never know who will take notice,” George advises. “The second settlement I ever attended with my mentor, we were representing the seller and we were at the closing table with the buyer. It turns out the seller had a sentimental attachment to their mailbox and decided to take it ... and, of course, it became an issue at the walk-through prior to settlement. In order to make all parties happy, my mentor called our handyman and asked him to please go to Home Depot, get the nicest mailbox they had, and go install at the property — and everyone was happy. Four years later, I received a lead call from a potential seller and it was the former buyer who had purchased that listing!”

George says he’s had a lot of proud moments in real estate, but first and foremost, his most important successes are his two beautiful sons, Nicholas and Anthony.

“They are my greatest gifts, and being their father is, by far, my greatest



accomplishment. After that, starting a business and brand that others can be proud to be a part of, and creating an environment to enable others to grow and prosper, both professionally as well as personally,” George notes.

“Keep growing and strive for self mastery; always be in a learning mindset to continue to evolve and grow,” George counsels. “My secret sauce is connecting with people in any way I can. Something my mentor told me early on was, ‘They don’t care how much you know till they know how much you care!’”

**Favorite quote/motto:** “If you do the easy things in life, then life will be hard; if you do the hard things in life, then life will be easy.”

# TOM FRANCIS

Francis Real Estate Group  
Keller Williams Realty  
21 years in real estate

“Originally, I got my license to flip properties, then I loved everything about real estate and decided to go full-time,” Tom Francis explains. “I was an area supervisor for *The Washington Post*, and started a landscaping company... But once I started having success flipping, I left both jobs.”

Tom is a member of NVAR and has been serving as chair of Keller Williams McLean’s Culture Committee for a dozen years. He was also named the Virginia/West Virginia Region Cultural Ambassador in 2012.

“The most important lesson I learned when I started out was to master one thing before trying something new,” Tom recalls. “There are so many ways to do real estate at a high level. Pick something you love doing and grow your business around that which you love. Master that, then try new things instead of jumping from one thing to another.”

Tom’s secret sauce includes getting advice from agents who have already achieved what he wanted to achieve, finding out his ‘Big Why’, and taking time to hire the right people to work with and then helping them reach their goals. “Treat them the way you want to be treated,” he adds. “The sky’s the limit.”

“One of my most memorable deals was my first new home sale,” Tom continues. “It was my first sale for over \$1.5 million in 2006. The house was a new home that my brother-in-law, Kevin Shiner, and I had built as a spec home. It was very exciting



making all the decisions and selections for the house in hopes that it would sell for a price that would make the project successful. Everything went smoothly, the house sold, and a few years later, the buyer that bought the house asked me to help them sell the house when they decided to move. So I sold it twice.”

Tom notes he has been extremely blessed with a remarkable wife, who he has been married to for over 35 years, as well as 10 wonderful children.

“My oldest son is a priest. Four of my daughters are married to great guys, and my wife and I will soon have 10 grandchildren. We all enjoy family vacations at the beach, skiing, family games, and attending everything Irish dance... All eight of my daughters compete in Irish dance locally, around the country, and sometimes internationally,” Tom says. “My family is my whole world, and our faith is the center of everything we do.”

“Business-wise, I’m proud that my business has grown larger every year since I have been in business. Now that I’m doing more business and have a fantastic small team, I have a growing business but more time with my family,” Tom concludes. “And I want to be remembered as a person who had a positive impact on the lives of anyone who knew me.”

**Favorite quote/motto:** “Serving rather than selling,” and “Keep your life in balance: God, family, then business.”



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# JENNIFER YOUNG

**Jennifer Young Homes**  
**Keller Williams Realty**  
*21 years in real estate*

In the business for 21 years now, Jennifer Young says she became intrigued by real estate after having a wonderful classroom experience.

“An awesome, strong business woman was teaching real estate classes in the evening while I was in college at George Mason University. I attended her night classes and was extremely impressed with her,” Jennifer explains. “I was intrigued that she was a broker, sales person, and investor, and that there was so much more to real estate than I ever realized.”

Jennifer notes that her Keller Williams team is very involved in the community, organizing clothes and toy drives a couple of times a year for the underprivileged in Prince William County.

“Our team also participates in many charity events, locally and regionally, throughout the year. Additionally, we donate a portion of each sale to Alex’s Army, an amazing organization that is in the fight against childhood cancer,” she adds.

The most important lesson Jennifer says she learned when she started was to keep your word and learn along the way.

“Always follow through with what you say you are going to do, and just “make it happen,” she says. “Additionally, be prepared to do your homework, but also, don’t get trapped in the ‘ready aim, ready aim’ mindset, thinking you need to know everything before you can get out there and start helping people,” Jennifer advises. “Sometimes, you’ll find out some information later and need to circle back, but don’t be afraid to go after it while you are young and inexperienced. Otherwise, you won’t learn and grow. Lastly, always treat each client and deal with the same high standards, no matter the price range.”

Jennifer says her most important successes include working hard and staying positive, no matter what happens.

“I strive to always be kind and positive even in difficult situations. If you do the work and convey the messages you need to while



staying kind and positive, you will help a lot of people and make this fast-paced job so much more fun for yourself and everyone involved,” she points out.

Jennifer also suggests new agents focus on working their sphere of influence to drum up business.

“Do open houses when you can, follow up, and go after any opportunity you run into or that is handed your way even if it’s two hours away or a rental. You have to start helping people, giving them great service, and getting in opportunity’s way,” she notes.

Jennifer reveals her secret sauce includes “consistent lead-generation. (Thanks, Gary Keller, for always teaching us this is the most important factor in maintaining a sustainable business!) Additionally, taking care of my clients, keeping in touch, and doing the right thing.”

Jennifer says her family is her “Why” to keep her motivated. “I have three amazing boys and a great family that is my world. We love to go on mini-adventures to the mountains, the beach, fishing, and swimming, to name a few of our favorites.”

“I want to be remembered for helping people and being kind to everyone, no matter who they are, whether they’re a seasoned agent or a new agent, a 100,000-dollar client or a 1 million-dollar one,” Jennifer concludes. “Everyone deserves to be treated the same, no matter their standing.”

**Favorite quote/motto:** “Make it happen,” and “Work hard and be nice!”

# JENNIFER DORN

**Agent4ThePeople Team**  
**Samson Properties**  
*20 years in real estate*

In the business for two decades now, Jennifer Dorn was first attracted to real estate as a teenager.

“I always loved the idea of investing in real estate when I was young,” Jennifer recalls. “I was fascinated with the many different styles of homes and their architecture, and I was also attracted to the opportunity to make a nice living.”

Prior to becoming an agent, Jennifer worked as an executive and legal secretary after graduating from the Washington School for Secretaries. She worked for many years as an admin but noted she has always had an entrepreneurial spirit, and eventually started her own secretarial business.

Jennifer is a member of the Prince William Association of REALTORS®, Virginia Association of REALTORS®, Greater Capital Area Association of REALTORS®, and, of course, the National Association of REALTORS®. She has consistently achieved the Top Producer Award for PWAR, Lifetime Top Producer Award for PWAR, Chairman’s Award with Berkshire Hathaway, Northern Virginia Magazine’s Top Producing Real Estate Teams (2015 to present), and Samson Properties’ Platinum Club.

“The Agent4ThePeople Team has been a huge supporter of the local food pantry in Prince William County, and has supported the Swans Creek Elementary School with an annual backpack-and-school-supplies drive,” Jennifer says proudly. “We are also proud supporters of Gateway to Missions, which helps to support, train, and mentor orphans in Uganda.”

Jennifer points out her most important lesson learned, early on, was that real estate wasn’t just a get-rich-quick business. “I learned right away that in real estate, just like anything in life, you must be committed and work hard to achieve the success you desire,” she advises. “New agents must take their time to sincerely learn the business and



develop their niche market. Partner with a seasoned agent and/or team that can mentor to help you learn the business.”

When Jennifer isn’t busy being a real estate legend, she says she enjoys spending time with her husband Alan “chillaxing at home, or on the deck listening to music while taking in the beauty of nature” in their backyard.

“We love traveling the world and experiencing new adventures together, going to jazz concerts, and taking in all of the sights around the great DMV with our two furbabies, Ringo and Kadan, and our niece, Olivia, whom my husband and I are raising,” Jennifer adds. “I also truly love working with my son, Jeremiah, as a partner building our business together — it is one of the best opportunities I could have ever imagined, and traveling to Atlanta to visit my daughter, Christian, and son-in-law, Collins.”

“I feel the most important successes in my life are, number one, my faith, and secondly, being a mom, wife, and auntie. Family is everything to me. Having two successful children and a loving and supportive husband is my most important success, but growing a business in real estate and helping families complete my successes,” Jennifer concludes. “And my secret sauce is my husband. He has been my constant support throughout my career. Alan has always been my greatest cheerleader and greatest encourager.”

**Favorite quote/motto:** “Do what I need to do so I can do what I want to do. Success and convenience do not go together.”  
—Les Brown



# KAREN BRISCOE

HBC Group  
Keller Williams Realty  
20 years in real estate

Now entering her 20th year in the business, Karen Briscoe says she began her career “in the dirt” as a real estate developer in Dallas after graduating from college.

“So you could say I’ve always had my feet in real estate!” she points out with a laugh. “Andy and I met and were married in Dallas. His career in public policy brought us to the D.C. area, and we moved to McLean in 1994.”

Due to her husband’s travel schedule, Karen was the primary caregiver to their two children for over a dozen years. When she decided it was time to return to the workforce full-time in the early 2000s, she worked on the commercial side of real estate for a tech company managing the sales, engineers, and warehouse offices nationwide.

“The tech bust was a challenging time so someone suggested I ‘try’ residential real estate, given that I already had my real estate license,” Karen recalls. “And I truly found my niche as I discovered that I possess both the hard skills from commercial experiences of negotiations, market knowledge, and strategy, and the soft skills of caring for people in transition that are key to helping people with their residential needs.”

Karen is the creator of the transformative “5-Minute Success” concept, the author of four books, host of the *5-Minute Success* podcast, and a productivity coach. Karen and her family are actively involved in their community church, Trinity UMC, as well as the Share Food Bank and McLean Project for the Arts. Karen has also served on the board of Lift Me Up in Great Falls, a therapeutic equestrian program.



Karen notes her most important lesson learned as a real estate rookie was that “in order to help someone with their real estate needs, it was up to me to make them aware I was there to serve them.” Given her expertise, she also offers some sound advice to new agents and reveals her secret sauce.

“Your ‘Why’ matters, and in many cases, goes beyond liking people and houses,” Karen points out. “What I have found is that those who achieve success at a high level over time have an inner drive... My own secret sauce has been consistent lead-generation by tracking! Every working day, I contact five ‘leads’ who are either past clients, my sphere of influence, or someone who has reached out with a real estate need.”

“My professional success as a mega real estate agent has led to the ability to make a greater impact on the community and to improve people’s lives,” she concludes.

**Favorite quote/motto:** “Things happen for a reason and I get to choose the reason.” —*Hal Elrod*

# KERI SHULL

Keri Shull Team  
Optime Realty  
20 years in real estate

Keri Shull started selling new homes right out of college in 2003 and says she immediately loved the unlimited income potential and the freedom to design her own life that real estate provided.

“I also moved a lot as a child and really liked the idea of being able to help families going through sometimes difficult transitions find a home,” Keri adds. “I was deciding between a promising career selling blinds and being the Oscar Meyer Wiener girl when I got the opportunity to interview to get into real estate. I fell in love with the industry before I even started.”

Keri went on to create Hyperfast Agent, a company that helps successful real estate agents scale a profitable team. “In my career, I have watched many agents burn out and quit, and I’ve seen many agents build teams that trap them in production for life,” she notes. “I believe this industry is

an incredible opportunity, but getting a playbook from someone who has successfully achieved what you are hoping to do compresses time and sets you up for faster success.”

Keri shares the story of her very first client as an important lesson she learned right out of the gate. “I sold a condo for her and helped her buy another. Months later, she decided her condo was too small and wanted to sell it. She googled me and was spelling my name ‘Carrie Schull.’ She loved me, so she waited 90 days for me to send her a postcard or call her to check in. I DIDN’T. So she called RE/MAX International and they tracked me down. She taught me to always stay in touch with my clients.”

“The most important success in my life was conquering my fear that I could not be a successful mother and businesswoman at the same time,” Keri continues. “I think many women share this fear and, for me, I kept pushing back the timeline because I was absolutely terrified. In the end, one of my friends told me that is why God gives us nine months to plan, and I finally took the leap. It was the most important decision in my life. I now have four children, ages six and under, and I run the largest team in the DMV. Do not ever let anyone tell you you can’t succeed at something you want to do — even yourself!”

Keri shares her secret sauce for success has been attracting the right people while also pointing out how important it is for newer agents to



remain diligent about how they choose to spend their time.

“I have always been very focused on how to create a win-win for my team and clients; if you help people succeed, it’s amazing how quickly you can grow! But there are so many distractions in life right now: Tiktok, IG, LinkedIn, and Facebook are some huge offenders,” Keri cautions. “Often, new agents spend a ton of time ‘working on their business’ scrolling through social media. While deals may come from a clear plan on social, there will need to be other pillars of success in your business too. I recommend creating a calendar and time-blocking the activities that will generate leads and grow your network.”

Keri remarks of her family’s history, “My husband, Dan Lesniak, was one of my biggest competitors when we met. He was trying to solicit my title business and we became fast friends! We now have four children: Braden (6), Kierra (4), Grayson (3), and Tristan (1).”

“I want to be remembered for being an incredible mother and wife,” Keri concludes. “I also want to be remembered for being willing to have the hard conversations that impact the course of people’s lives. Being a leader is not about being liked all the time, it is about making a difference.”

**Favorite quote/motto:** “Work hard, play hard.”



# RYAN ZOOK

The Dwellus Group  
eXp Realty  
19 years in real estate

In the business since 2003, Ryan Zook started the award-winning Dwellus brand and says he was first attracted to real estate due to it being a non-desk job.

“Every day was different. As time went on, I loved learning how to use technology and creativity to attract buyers, sellers, and agents,” Ryan explains. “But mostly, I loved that it’s a ‘people’ job.”

Ryan attended the University of Virginia and started working in D.C. after he graduated. But six months later, Ryan says he found himself taking real estate classes and has never second-guessed his career.

Ryan’s numerous awards include: Ranked Top 10 Mega Teams in Virginia by Wall Street Journal and RealTrends; Wall Street Journal “America’s Best” Award; Top 100 Most Influential Agents in Northern Virginia; Keller Williams Millionaire Real Estate Agent Award; Washingtonian Magazine Top Agent Award; Top 1% of North America Residential Sales by Realty Alliance; REALTOR® Magazine’s “30 Under 30” Award; Loudoun Business “40 Under 40” Award; Loudoun 100 Making a Positive Impact in the Community; NVAR Lifetime Top Producers and Multi-Million Dollar Sales Club; and being featured on HGTV’s *House Hunters*.

Ryan points out his team is also very involved in giving back to the local community. “Dwellus Gives, our non-profit extension of Dwellus, has partnered with some amazing organizations making significant impacts in the D.C. metro area. We have raised almost \$500,000 for the following charities over the last few years: the DC Dream Center, Generosity Feeds, Children’s National Medical Center, The Childhood Brain Tumor Foundation,



This is My Brave, Wholehearted Foundation, and many more,” he remarks.

Of his many accomplishments, though, Ryan says he is most proud of creating a terrific team and being an attentive father.

“Professionally, my greatest success has been creating an awesome team of Realtors who sell over \$100 million per year. Our same team gives back to the community in amazing ways. And my professional life has given me the opportunity to be the best dad I can possibly be to my family. I have three boys, Brayden (13), Landon (11), and Reid (9), and we play lots of baseball, basketball, and golf. There’s no place I’d rather be than watching them play sports!”

With all of Ryan’s experience and accolades piled up over 20 years in the business, he offers some personal advice to new agents looking to make their own mark too.

“You have to come up with YOUR unique value proposition to differentiate from the competition. I used technology (floor plans, drones,

virtual walk-throughs, websites) to my advantage and have always considered it to be the most important part of our brand.”

“Work hard and set a schedule for lead generation,” Ryan adds. “You have to be creative. Don’t be afraid to ask for business from your friends and family. Most will want to support you, but you have to ask!”

#### **Favorite quote/motto:**

“If a man is called to be a street sweeper, he should sweep streets even as Michelangelo painted, or Beethoven composed music, or Shakespeare wrote poetry. He should sweep streets so well that all the hosts of heaven and earth will pause to say, ‘Here lived a great street sweeper who did his job well.’” —*Dr. Martin Luther King Jr.*

# LEANNE ANIES

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18 years in real estate

Licensed since 2005, LeAnne Anies says she has always been an entrepreneurial spirit.

“My parents both were business owners. I started as an admin and learned all I could about the business from some amazing team leaders in the industry. I started actively selling in 2013, and my goal was to earn an amazing income and build a legacy for my kids,” LeAnne recalls.

LeAnne first started a small massage therapy practice in Jacksonville, Florida, while her husband was stationed there.

“I became a therapist so that I could offer my youngest daughter some relief for her tight muscle tone. There were complications during my labor and she was born with many health challenges, including cerebral palsy,” LeAnne explains. “I then opened a small massage practice where I took clients, contracted myself out to chiropractic clinics, and sold handmade aromatherapy products.”

“When the military transferred us to NOVA, I worked in a chiropractic clinic in Montgomery County, Maryland,” she

continues. “I met a top-producing agent who was a patient at the time, and he offered me a job to manage his team in 2002.”

LeAnne suggests finding your niche if you’re new to the real estate business, and success will follow.

“That is the most important lesson I learned when I started out: to have a narrow focus. This focus has allowed me to be an expert and trusted advisor in my market,” LeAnne explains. “Put your head down, don’t worry about anyone else — there is enough business for everyone — and find your niche.”

When pressed for her most memorable deal, LeAnne simply says, “I think that building a great relationship with each client and reaching their goals is the most memorable. Or when we break a price record in our farm area that we didn’t think was attainable. Those ones are the most memorable for me.”

“I feel that getting married at age 20 and having a successful marriage still today has been my most important success,” LeAnne continues. “I have three grown children who have created amazing lives for themselves. I have great friendships and a great faith. I have a business that succeeds by doing the right thing, always, and keeping our heads down and working hard.”



When LeAnne isn’t busy keeping her own head down and working hard, she says she loves spending time with her husband, Gus.

“Gus just celebrated his second retirement, once from 24 years in the U.S. Navy and now, from his job in the private sector,” LeAnne explains. “We own some rental homes in the Outer Banks, and we love to work together on renovating and renting homes.”

The couple has also traveled with their entire family to the Philippines, where Gus is from, in 2019 and 2020. “In 2019, it was a food tour, and in 2020, it was a beach tour. We had a great time as a family seeing where my husband grew up and spent his days, as well as eating and playing across several islands,” LeAnne recalls.

When LeAnne looks to the future, she says, “I think it is important to be remembered for working with integrity and grit. I have always believed there is enough business for everyone and we should share what we learn with others.”

**Favorite quote/motto:** “I love the saying, ‘Just keep swimming.’ To me it means, just keep going. Don’t stop. Keep your head down and keep going!”



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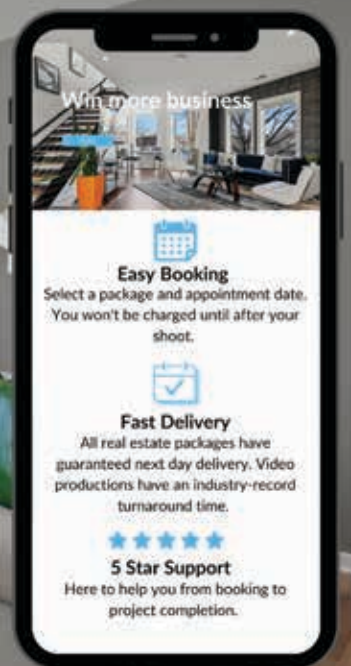
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# Clever Ways to Cut Your Grocery Bill

American families are feeling the crunch at the grocery checkout.

According to CNBC, food prepared at home now costs about 10% more than it did at this time last year, with food prices continuing to rise month-over-month due to supply-chain issues, delayed harvests, and labor costs. Elevated food spending combined with concurrently rising gas and housing costs means shoppers must find ways to pinch pennies on budgets still impacted (for many) by the pandemic. Here are a few ways consumers can save — while still maintaining healthy eating goals — on grocery bills in the coming months.

- **Meal planning/shopping with a list:** Spend time mapping out the meals you plan to make in the next week or two, and familiarizing yourself with what's already in your kitchen. Then, make a shopping list ... and stick to it! According to the FDA, Americans waste a shameful 30% or more of the food we purchase each year. Shopping with a list discourages impulse purchases and reduces food waste, meal-planning stress, and shopping time.
- **Buying local:** The local goods available at farmers' markets, CSAs, and other home-grown venues is often much fresher, less wasteful, and cheaper than purchasing from a conventional grocery store. Add in the good karma of supporting your community farmers, and what's not to love?
- **Using store brands:** Generic and private label goods are almost always the same quality as name brands, just with different packaging ... and a lower price. In

- fact, name and store brands are usually manufactured by the same company, with a markup on the name brand to pay for advertising!
- **Stocking up during sales:** Consider the long game here, as grocery prices aren't expected to drop any time soon. Know which nonperishable items your family consumes most, and when you see a sale, stock up.
  - **Reducing dairy and meat:** Dairy and meat items have leapt in price by almost 15% since last year and comprise the two most expensive food categories on a per-calorie basis. Here, small changes make a big difference: going meat-free for one or two meals per week; opting for cheaper meats and/or smaller portions for some meals; or incorporating plant-based options like beans and tofu, which are packed with protein and fiber and are better for your health, too.

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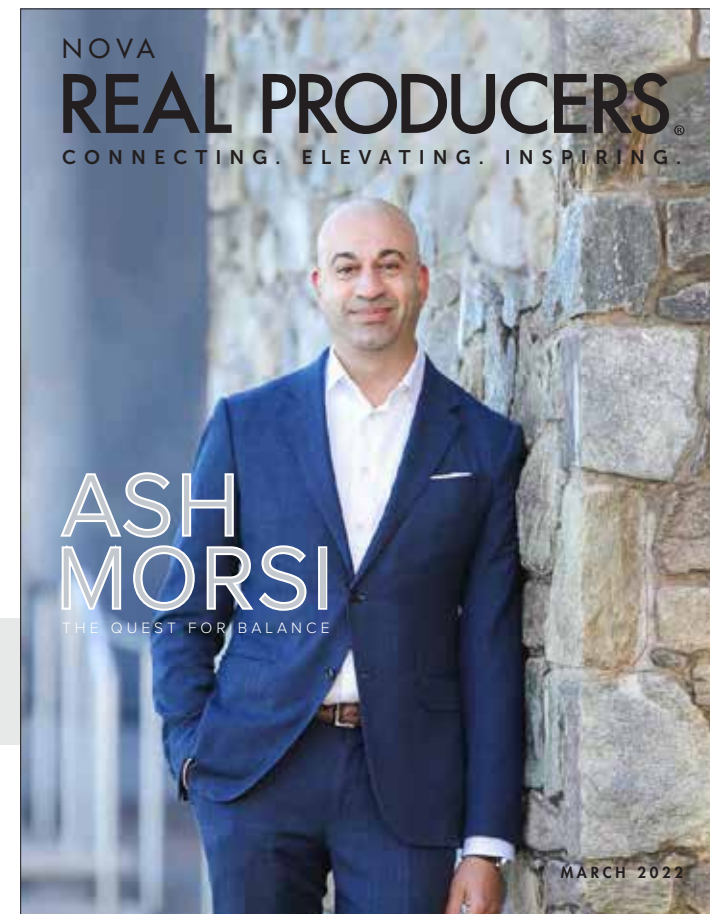
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# TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Sarah A. Reynolds	Keller Williams Chantilly Ventures, LLC	367	\$205,296,518	107	\$53,376,614	474	\$258,673,132
2	Keri K Shull	Optime Realty	81	\$59,876,763	185	\$118,371,386	266	\$178,248,149
3	Jennifer D Young	Keller Williams Chantilly Ventures, LLC	112.5	\$68,902,400	72	\$48,055,471	184.5	\$116,957,871
4	Martin K Alloy	SM Brokerage, LLC	99	\$60,287,482	48.5	\$29,695,750	147.5	\$89,983,232
5	Sue S Goodhart	Compass	44	\$51,151,300	30	\$37,663,685	74	\$88,814,985
6	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	32	\$60,106,849	12	\$21,859,330	44	\$81,966,179
7	Akshay Bhatnagar	Virginia Select Homes, LLC.	22	\$15,401,757	75	\$61,723,166	97	\$77,124,923
8	Casey C Samson	Samson Properties	41	\$50,221,500	14	\$19,657,800	55	\$69,879,300
9	Phyllis G Patterson	TTR Sotheby's International Realty	34.5	\$51,812,315	12.5	\$17,651,150	47	\$69,463,465
10	Jean K Garrell	Keller Williams Realty	38	\$40,727,201	30	\$27,509,078	68	\$68,236,279
11	Jason Cheperdak	Samson Properties	45	\$28,126,563	55.5	\$38,069,825	100.5	\$66,196,387
12	Jennifer L Walker	McEneaney Associates, Inc.	36.5	\$30,324,126	35	\$33,462,076	71.5	\$63,786,202
13	Daan De Raedt	Property Collective	45	\$35,216,250	26	\$22,825,000	71	\$58,041,250
14	Piper Gioia Yerks	Washington Fine Properties, LLC	7.5	\$24,425,000	7.5	\$33,234,970	15	\$57,659,970
15	John Coles	Thomas and Talbot Estate Properties, Inc.	4.5	\$29,175,000	1	\$23,500,000	5.5	\$52,675,000
16	Christopher J White	Long & Foster Real Estate, Inc.	30	\$31,093,340	17	\$18,570,000	47	\$49,663,340
17	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	15	\$9,191,500	50	\$39,705,739	65	\$48,897,239
18	James W Nellis II	Keller Williams Fairfax Gateway	37	\$25,652,450	31	\$21,233,229	68	\$46,885,679
19	Laura C Mensing	Long & Foster Real Estate, Inc.	17	\$26,527,050	11	\$18,189,180	28	\$44,716,230
20	Betsy A Twigg	McEneaney Associates, Inc.	23.5	\$34,548,220	5	\$8,882,690	28.5	\$43,430,910
21	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	64	\$37,506,724	0	\$0	64	\$37,506,724
22	Lilian Jorgenson	Long & Foster Real Estate, Inc.	17	\$21,798,400	9	\$15,092,450	26	\$36,890,850
23	Damon A Nicholas	Coldwell Banker Realty	21	\$17,476,140	26	\$18,557,100	47	\$36,033,240
24	Kimberly A Spear	Keller Williams Realty	23	\$16,522,000	26	\$18,912,747	49	\$35,434,747
25	Lisa Dubois-Headley	RE/MAX West End	20.5	\$20,119,510	16	\$15,298,500	36.5	\$35,418,010
26	Dilyara Daminova	Samson Properties	9	\$4,795,000	54	\$30,559,590	63	\$35,354,590
27	Steven C Wydler	Compass	12	\$17,630,000	10	\$17,063,500	22	\$34,693,500
28	Ashraf Morsi	Keller Williams Realty	25	\$20,161,026	19	\$14,378,781	44	\$34,539,807
29	Khalil Alexander El-Ghoul	Glass House Real Estate	19.5	\$16,942,075	16	\$17,550,946	35.5	\$34,493,021
30	Paul Thistle	Take 2 Real Estate LLC	36	\$25,402,300	11	\$8,586,400	47	\$33,988,700
31	Mercy F Lugo-Struthers	Casals, Realtors	10.5	\$5,448,928	61.5	\$28,512,235	72	\$33,961,163
32	Nikki Lagouros	Berkshire Hathaway HomeServices Pen-Fed Realty	23	\$14,072,000	32	\$19,839,078	55	\$33,911,078
33	Bruce A Tyburski	RE/MAX Executives	19	\$17,249,783	18	\$16,619,000	37	\$33,868,783
34	Tom Francis	Keller Williams Realty	14	\$26,713,950	5.5	\$6,222,830	19.5	\$32,936,780
35	Cynthia Schneider	Long & Foster Real Estate, Inc.	36.5	\$23,233,539	16	\$9,585,950	52.5	\$32,819,489
36	Bic N DeCaro	EXP Realty, LLC	9	\$6,388,000	35.5	\$26,003,066	44.5	\$32,391,066
37	Kristina S Walker	KW United	18	\$16,378,600	18	\$15,880,500	36	\$32,259,100

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
38	Andre M Perez	Compass	4	\$4,320,000	12	\$27,433,000	16	\$31,753,000
39	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	23	\$21,126,745	12	\$10,602,500	35	\$31,729,245
40	Venugopal Ravva	Maram Realty, LLC	3.5	\$2,090,000	37	\$28,816,238	40.5	\$30,906,238
41	Marianne K Prender-gast	Washington Fine Properties, LLC	9	\$20,215,250	7	\$10,671,950	16	\$30,887,200
42	Carolyn A Young	RE/MAX Gateway, LLC	13.5	\$9,322,950	27.5	\$21,023,064	41	\$30,346,014
43	Irina Babb	RE/MAX Allegiance	34	\$24,233,750	8	\$5,888,500	42	\$30,122,250
44	Kristen K Jones	McEneaney Associates, Inc.	9	\$9,084,500	16	\$21,001,000	25	\$30,085,500
45	Michael I Putnam	RE/MAX Executives	24	\$13,818,900	24.5	\$16,191,200	48.5	\$30,010,100
46	Mona Banes	TTR Sothebys International Realty	11.5	\$11,291,350	17	\$18,589,050	28.5	\$29,880,400
47	Margaret J Czapiewski	Keller Williams Realty	39	\$23,111,735	11	\$6,073,361	50	\$29,185,096
48	Raymond A Gernhart	RE/MAX Executives	21	\$10,865,750	25.5	\$17,450,541	46.5	\$28,316,291
49	Lauren A Bishop	McEneaney Associates, Inc.	10.5	\$14,950,250	8.5	\$12,921,100	19	\$27,871,350
50	Sherif Abdalla	Compass	11	\$13,983,750	7	\$13,763,500	18	\$27,747,250
51	Kamal Parakh	Customer Realty LLC	18	\$10,995,873	20	\$16,257,700	38	\$27,253,573
52	Kay Houghton	KW Metro Center	28	\$15,212,000	18.5	\$11,401,450	46.5	\$26,613,450
53	Viktorija Piano	Keller Williams Realty	12.5	\$16,706,990	8.5	\$9,805,900	21	\$26,512,890
54	Eve M Weber	Long & Foster Real Estate, Inc.	20	\$19,341,900	11	\$7,139,000	31	\$26,480,900

**Disclaimer:** Information based on MLS closed data as of July 6, 2022, for residential sales from Jan. 1, 2022, to June 30, 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.

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
55	Blake Davenport	RLAH @properties	7	\$4,028,700	31.5	\$22,285,767	38.5	\$26,314,467
56	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	2	\$605,000	32	\$25,616,959	34	\$26,221,959
57	Abuzar Waleed	RE/MAX Executives	22.5	\$12,762,700	28	\$13,152,920	50.5	\$25,915,620
58	Dinh D Pham	Fairfax Realty Select	12	\$7,101,332	37.5	\$18,719,339	49.5	\$25,820,671
59	Lenwood A Johnson	Keller Williams Realty	25	\$12,802,979	21.5	\$12,864,880	46.5	\$25,667,859
60	Jon B DeHart	Keller Williams Realty	17	\$13,722,609	14.5	\$11,427,000	31.5	\$25,149,609
61	Debbie P Kent	Cottage Street Realty LLC	36	\$21,967,700	3	\$2,937,203	39	\$24,904,903
62	Anthony H Lam	Redfin Corporation	10	\$9,007,000	17	\$15,720,700	27	\$24,727,700
63	Jillian Keck Hogan	McEneaney Associates, Inc.	10.5	\$8,193,000	18	\$16,389,960	28.5	\$24,582,960
64	Sri H Meka	Franklin Realty LLC	10	\$7,659,000	16	\$16,899,767	26	\$24,558,767
65	Megan Buckley Fass	EXP Realty, LLC	14.5	\$14,649,430	8.5	\$9,361,500	23	\$24,010,930
66	Steven J Watson	KW Metro Center	8	\$19,059,390	4	\$4,906,000	12	\$23,965,390
67	Yony Kifle	KW Metro Center	6	\$3,415,000	41	\$20,110,800	47	\$23,525,800
68	Sarah Harrington	Long & Foster Real Estate, Inc.	18	\$14,998,500	8	\$8,524,000	26	\$23,522,500
69	Tracy V Williams	TTR Sothebys International Realty	4.5	\$9,237,500	5	\$13,865,740	9.5	\$23,103,240
70	Pamela A Yerks	Washington Fine Properties, LLC	5.5	\$20,712,500	1	\$2,300,000	6.5	\$23,012,500
71	Danielle C Carter	Redfin Corporation	48.5	\$21,852,750	2	\$983,000	50.5	\$22,835,750
72	Laura R Schwartz	McEneaney Associates, Inc.	9	\$10,995,300	11	\$11,794,298	20	\$22,789,598
73	Jennifer H Thornett	Washington Fine Properties, LLC	5	\$15,600,450	2.5	\$7,106,200	7.5	\$22,706,650
74	Tracy Chandler	Berkshire Hathaway HomeServices PenFed Realty	22	\$14,555,750	13	\$7,956,300	35	\$22,512,050
75	Lauryn E Eadie	Compass	12.5	\$8,544,500	21	\$13,781,743	33.5	\$22,326,243
76	Fouad Talout	Long & Foster Real Estate, Inc.	5	\$10,147,500	7.5	\$12,031,990	12.5	\$22,179,490
77	Lizzie A Helmig	KW United	18	\$10,058,788	23	\$11,944,915	41	\$22,003,703
78	Christine G Richardson	Weichert Company of Virginia	15.5	\$14,719,550	8	\$7,153,500	23.5	\$21,873,050
79	Danielle Wateridge	Berkshire Hathaway HomeServices PenFed Realty	8	\$7,079,000	17	\$14,742,983	25	\$21,821,983
80	Elizabeth W Conroy	Keller Williams Realty	11.5	\$14,625,090	4.5	\$6,997,500	16	\$21,622,590
81	Joan Stansfield	Keller Williams Realty	9.5	\$8,142,000	11	\$13,480,173	20.5	\$21,622,173
82	Kristin M Francis	KW Metro Center	19	\$15,782,800	9	\$5,711,860	28	\$21,494,660
83	William F Hoffman	Keller Williams Realty	9	\$13,842,970	6	\$7,635,000	15	\$21,477,970
84	Julie A Zelaska	Smith & Schnider LLC	8	\$14,182,910	3	\$7,230,000	11	\$21,412,910
85	Matias Leiva	Keller Williams Chantilly Ventures, LLC	25	\$20,463,500	1	\$942,000	26	\$21,405,500
86	Katie E Wethman	Keller Williams Realty	10	\$7,510,150	15	\$13,740,164	25	\$21,250,314
87	Dustin M Fox	Pearson Smith Realty, LLC	16	\$10,205,462	13.5	\$10,974,700	29.5	\$21,180,162
88	Jill Judge	Samson Properties	7	\$4,528,000	24	\$16,553,300	31	\$21,081,300

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## TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2022

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Jeddie R Busch	Compass	6	\$5,935,000	14	\$15,034,891	20	\$20,969,891
90	Kathryn R Loughney	Compass	8	\$7,365,000	14	\$13,481,500	22	\$20,846,500
91	Katharine R Christofides	Century 21 New Millennium	14	\$8,447,750	14	\$12,133,340	28	\$20,581,090
92	Mansoor Dar	Keller Williams Realty	7	\$12,571,500	6	\$7,961,500	13	\$20,533,000
93	Keith A Lombardi	Redfin Corporation	9	\$5,089,000	20	\$15,375,000	29	\$20,464,000
94	Christina M O'Donnell	RE/MAX West End	11	\$10,522,010	10	\$9,883,070	21	\$20,405,080
95	Kevin J Carter	RE/MAX Distinctive Real Estate, Inc.	8	\$6,312,000	13	\$13,879,950	21	\$20,191,950
96	Hala N Adra	Compass	3	\$3,713,000	10	\$16,276,520	13	\$19,989,520
97	Kelly Martinez	Coldwell Banker Realty	17.5	\$12,399,780	10.5	\$7,517,113	28	\$19,916,893
98	Joan M Reimann	McEneaney Associates, Inc.	14	\$12,580,500	9	\$7,295,000	23	\$19,875,500
99	Marion Gordon	KW Metro Center	18	\$17,478,920	3	\$2,241,100	21	\$19,720,020
100	Lisa T Smith	Pearson Smith Realty, LLC	18	\$14,446,645	7	\$5,235,074	25	\$19,681,719
101	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	11	\$17,858,430	1	\$1,739,720	12	\$19,598,150
102	John Rumcik	RE/MAX Gateway	12.5	\$8,575,500	14.5	\$11,021,500	27	\$19,597,000
103	Chul Kim	Samson Properties	8.5	\$7,688,700	14.5	\$11,876,415	23	\$19,565,115
104	Sue G Smith	Compass	11.5	\$10,633,500	12	\$8,923,800	23.5	\$19,557,300
105	Victoria(Tori) McKinney	KW Metro Center	15	\$10,527,177	11	\$8,822,335	26	\$19,349,512
106	Rheema H Ziadeh	Redfin Corporation	22	\$15,481,500	6	\$3,824,000	28	\$19,305,500
107	Sandra Shimono	Redfin Corporation	19	\$13,654,949	7	\$5,401,000	26	\$19,055,949
108	Timothy D Pierson	KW United	6	\$4,974,630	12.5	\$13,948,400	18.5	\$18,923,030
109	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	12.5	\$17,422,300	1	\$1,500,000	13.5	\$18,922,300
110	George M Mrad	KW Metro Center	9.5	\$13,653,950	4	\$5,206,350	13.5	\$18,860,300
111	A. Casey O'Neal	Compass	13.5	\$12,075,559	6.5	\$6,760,080	20	\$18,835,639
112	Deyi S Awadallah	D.S.A. Properties & Investments LLC	33.5	\$18,296,800	1	\$475,000	34.5	\$18,771,800
113	Ashley H Tauzier	Berkshire Hathaway HomeServices PenFed Realty	16	\$10,087,000	14	\$8,623,500	30	\$18,710,500
114	Cheryl H Wood	Redfin Corporation	18	\$10,089,763	9	\$8,574,000	27	\$18,663,763
115	Heather C Corey	TTR Sotheby's International Realty	10	\$15,915,000	2	\$2,745,000	12	\$18,660,000
116	Mark E Queener	Redfin Corporation	23	\$11,623,000	9	\$6,955,000	32	\$18,578,000
117	Serif Soydan	KW Metro Center	1.5	\$867,500	18	\$17,570,900	19.5	\$18,438,400
118	Brittany Lambrechts Camacho	Century 21 Redwood Realty	9	\$5,668,500	13	\$12,634,974	22	\$18,303,474
119	Tanya Salseth	KW United	2	\$2,185,000	31.5	\$16,043,000	33.5	\$18,228,000
120	David A Moya	KW Metro Center	14.5	\$9,962,250	10	\$8,265,000	24.5	\$18,227,250
121	Candyce Astroth	Samson Properties	9	\$5,438,000	20	\$12,769,932	29	\$18,207,932
122	John Moore	Compass	17	\$13,907,509	5	\$4,240,000	22	\$18,147,509
123	Jennifer Fang	Samson Properties	11.5	\$7,481,600	13	\$10,659,500	24.5	\$18,141,100

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
124	Natalie U Roy	KW Metro Center	8.5	\$8,012,500	10	\$10,062,000	18.5	\$18,074,500
125	Scott C Shawkey	Keller Williams Realty	5	\$13,604,680	4	\$4,449,900	9	\$18,054,580
126	Scott J Buzzelli	Middleburg Real Estate	4	\$5,458,000	7	\$12,583,125	11	\$18,041,125
127	Stephanie Pitotti Wil- liams	KW Metro Center	3	\$3,235,000	19	\$14,773,000	22	\$18,008,000
128	Sridhar Vemuru	Aragami, LLC	5	\$4,175,000	16	\$13,693,530	21	\$17,868,530
129	Cricket Bedford	Thomas and Talbot Estate Properties, Inc.	5	\$8,772,396	2	\$9,050,000	7	\$17,822,396
130	Jeffrey A Jacobs	Compass	5	\$3,357,500	19	\$14,458,800	24	\$17,816,300
131	Elizabeth Ann Kline	RE/MAX 100	18	\$12,045,450	9	\$5,694,011	27	\$17,739,461
132	William B Prendergast	Washington Fine Properties, LLC	6	\$11,805,250	3	\$5,929,950	9	\$17,735,200
133	Eli Tucker	RLAH @properties	8.5	\$5,998,539	11.5	\$11,716,650	20	\$17,715,189
134	Peter Pejacsevich	Middleburg Real Estate	3.5	\$4,945,500	7	\$12,720,125	10.5	\$17,665,625
135	Robert C Clark	Redfin Corporation	23	\$17,527,778	0	\$0	23	\$17,527,778
136	Robert T Ferguson Jr.	RE/MAX Allegiance	19	\$14,530,951	4	\$2,874,700	23	\$17,405,651
137	Coral M Gundlach	Compass	7	\$5,170,000	13	\$12,155,400	20	\$17,325,400
138	Kiran Morzaria	Samson Properties	5	\$2,476,000	20	\$14,792,721	25	\$17,268,721
139	Andrew J Biggers	KW United	12	\$9,572,750	8	\$7,669,933	20	\$17,242,683
140	Frida Hopper	TTR Sotheby's International Realty	14	\$11,904,000	6	\$5,251,500	20	\$17,155,500
141	Karen L McGavin	Keller Williams Capital Properties	14	\$9,832,513	10	\$7,308,171	24	\$17,140,684
142	Ryan Rice	Keller Williams Capital Properties	16	\$9,629,077	12	\$7,501,500	28	\$17,130,577

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Joseph L Dettor	Keller Williams Fairfax Gateway	18	\$13,602,041	5	\$3,520,481	23	\$17,122,522
144	Dilara Juliana-Daglar Wentz	KW United	11	\$5,907,750	18	\$11,211,373	29	\$17,119,123
145	Donna C Henshaw	Avery-Hess, REALTORS	9	\$8,800,000	8	\$8,199,000	17	\$16,999,000
146	Chris Earman	Weichert, REALTORS	9	\$9,812,000	7	\$7,019,500	16	\$16,831,500
147	Christine R Garner	Weichert, REALTORS	7	\$8,235,000	7	\$8,577,790	14	\$16,812,790
148	Benjamin J Grouby	Redfin Corporation	24.5	\$13,688,771	3	\$3,112,500	27.5	\$16,801,271
149	Viktar Kutsevich	Samson Properties	5.5	\$3,492,818	18	\$13,280,250	23.5	\$16,773,068
150	Ana Lucia Ron	ANR Realty, LLC	54	\$16,442,500	1	\$304,900	55	\$16,747,400
151	Roy Kohn	Redfin Corporation	23	\$13,733,308	4	\$2,841,111	27	\$16,574,419
152	Patricia Fales	RE/MAX Allegiance	11.5	\$13,338,000	3	\$3,143,500	14.5	\$16,481,500
153	Nathan Daniel Johnson	Keller Williams Capital Properties	24.5	\$12,263,750	7.5	\$4,183,000	32	\$16,446,750
154	Kevin E LaRue	Century 21 Redwood Realty	19	\$12,226,650	5	\$4,218,016	24	\$16,444,666
155	Monique H Craft	Weichert, REALTORS	15	\$8,613,500	12.5	\$7,798,400	27.5	\$16,411,900
156	Megan E Duke	Keller Williams Realty	7	\$7,138,765	7.5	\$9,246,500	14.5	\$16,385,265
157	Alyssa Rajabi	Redfin Corporation	3.5	\$2,969,000	17	\$13,388,510	20.5	\$16,357,510
158	Deborah L Frank	Deb Frank Homes, Inc.	17.5	\$15,428,193	1	\$875,000	18.5	\$16,303,193
159	Gitte Long	Redfin Corporation	23	\$14,301,500	3	\$1,984,000	26	\$16,285,500

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
160	Gail Romansky	Pearson Smith Realty, LLC	13	\$13,137,060	3	\$3,145,000	16	\$16,282,060
161	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	15	\$12,929,530	2	\$3,350,000	17	\$16,279,530
162	Sheri Grant	TTR Sotheby's International Realty	4	\$6,624,000	5	\$9,604,000	9	\$16,228,000
163	Lisa E Thompson	Hunt Country Sotheby's International Realty	6.5	\$9,832,499	3.5	\$6,395,000	10	\$16,227,499
164	Jennifer Mack	EXP Realty, LLC	12.5	\$9,233,100	6	\$6,987,520	18.5	\$16,220,620
165	Michael Gallagher	Redfin Corporation	17	\$15,815,130	1	\$388,000	18	\$16,203,130
166	Karen A Briscoe	Keller Williams Realty	10.5	\$13,906,090	2.5	\$2,268,526	13	\$16,174,616
167	Josh Dukes	KW Metro Center	8	\$4,296,500	19.5	\$11,867,994	27.5	\$16,164,494
168	David Cabo	Keller Williams Realty	10	\$13,996,000	3	\$2,160,506	13	\$16,156,506
169	Matthew R Elliott	Keller Williams Realty	10.5	\$6,440,750	13	\$9,679,900	23.5	\$16,120,650
170	Ritu A Desai	Samson Properties	8	\$5,213,000	9	\$10,880,114	17	\$16,093,114
171	Scott A MacDonald	RE/MAX Gateway, LLC	14	\$12,328,945	5	\$3,763,250	19	\$16,092,195
172	Rebecca J Poston	Thomas and Talbot Estate Properties, Inc.	2.5	\$15,040,000	1	\$990,000	3.5	\$16,030,000
173	Shaun Murphy	Compass	10	\$6,640,403	14	\$9,388,500	24	\$16,028,903
174	Lynn Maximilian Norusis	Century 21 Redwood Realty	8	\$7,364,550	11	\$8,628,500	19	\$15,993,050
175	Karen M Hall	@home real estate	3	\$2,375,000	17	\$13,471,900	20	\$15,846,900
176	Sarah Brown	Compass	8	\$6,179,900	13	\$9,552,540	21	\$15,732,440
177	Patricia Ammann	Redfin Corporation	6	\$5,074,500	13	\$10,630,390	19	\$15,704,890
178	Heidi F Robbins	William G. Buck & Assoc., Inc.	8.5	\$9,023,150	8	\$6,670,500	16.5	\$15,693,650
179	Katherine Massetti	EXP Realty, LLC	9	\$5,044,904	15	\$10,647,000	24	\$15,691,904





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# TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Patricia E Stack	Weichert, REALTORS	9	\$9,047,100	5	\$6,580,000	14	\$15,627,100
181	Ellen F Patrick	Compass	6.5	\$6,359,500	8	\$9,161,390	14.5	\$15,520,890
182	Ajmal Faqiri	Realty One Group Capital Properties	1	\$810,000	28.5	\$14,678,989	29.5	\$15,488,989
183	Manuwa S Eligwe	KW Metro Center	9	\$4,522,100	18.5	\$10,962,745	27.5	\$15,484,845
184	Vicki M Benson	Pearson Smith Realty, LLC	17.5	\$13,246,042	1	\$2,199,990	18.5	\$15,446,032
185	Kyle R Toomey	Compass	14	\$7,377,550	14	\$8,031,525	28	\$15,409,075
186	Johnny W Benson	Long & Foster Real Estate, Inc.	6	\$6,518,150	7	\$8,862,210	13	\$15,380,360
187	Natalie Wiggins	Redfin Corporation	20	\$11,195,077	7	\$4,185,000	27	\$15,380,077
188	Jay V Caputo III	Compass	4.5	\$5,378,000	6	\$9,974,000	10.5	\$15,352,000
189	William S Gaskins	KW United	12.5	\$9,640,250	5	\$5,688,000	17.5	\$15,328,250
190	Antoinette L Khatib	Metropolitan Realty LLC	12	\$8,120,299	8	\$7,166,989	20	\$15,287,288
191	Claudia V Cornejo	Fairfax Realty of Tysons	10.5	\$4,597,350	31	\$10,688,500	41.5	\$15,285,850
192	Kathleen R. Grieco	TTR Sotheby's International Realty	6	\$4,659,000	11	\$10,579,541	17	\$15,238,541
193	Francesca Keith	Avery-Hess, REALTORS	3	\$3,262,000	6	\$11,965,000	9	\$15,227,000
194	David L Smith	Coldwell Banker Realty	3	\$1,197,000	20	\$14,027,530	23	\$15,224,530
195	Branden L Woodbury	Redfin Corporation	29	\$14,469,699	2	\$745,000	31	\$15,214,699
196	Catherine B DeLoach	Long & Foster Real Estate, Inc.	14	\$12,456,000	3	\$2,742,100	17	\$15,198,100

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RANK	NAME	OFFICE	SELL-ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
197	Michael McConnell	Redfin Corporation	18	\$10,227,777	6	\$4,958,550	24	\$15,186,327
198	Heeran Lee	NewStar 1st Realty, LLC	10	\$8,028,800	11	\$7,095,000	21	\$15,123,800
199	Kelly A Stock Bacon	ERA Teachers, Inc.	10.5	\$10,976,500	5	\$4,101,920	15.5	\$15,078,420
200	Joel S Murray	Focal Point Real Estate , LLC	5	\$13,915,560	1	\$1,150,000	6	\$15,065,560
201	Angela I Bresnahan	Keller Williams Realty	11	\$10,452,200	5	\$4,600,000	16	\$15,052,200
202	John R. Lytle	Pearson Smith Realty, LLC	1.5	\$863,125	20	\$14,167,825	21.5	\$15,030,950
203	Irene M deLeon	Redfin Corporation	25	\$13,542,500	2	\$1,405,000	27	\$14,947,500
204	Frank J Schofield	Summit Realtors	3.5	\$2,179,950	20.5	\$12,743,459	24	\$14,923,409
205	Jessica S Richardson	Compass	9	\$11,196,000	5	\$3,704,100	14	\$14,900,100
206	Carolyn H Connell	Keller Williams Realty	7	\$8,153,879	8	\$6,746,000	15	\$14,899,879
207	Alasgar Farhadov	Compass	6	\$8,655,348	4.5	\$6,202,500	10.5	\$14,857,848
208	Ray Ferrara	Compass	0.5	\$540,050	10	\$14,281,418	10.5	\$14,821,468
209	Jean T Beatty	McEneaney Associates, Inc.	6	\$3,386,000	8.5	\$11,432,750	14.5	\$14,818,750
210	Elizabeth Lord	Compass	6	\$5,193,000	10.5	\$9,499,460	16.5	\$14,692,460
211	Troy J Sponaule	Samson Properties	7.5	\$5,160,018	13.5	\$9,460,319	21	\$14,620,337
212	Matthew David Ferris	Redfin Corporation	7	\$3,489,750	17	\$11,062,900	24	\$14,552,650
213	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	14.5	\$8,164,650	11	\$6,340,500	25.5	\$14,505,150
214	Laura M Sacher	Compass	3	\$2,770,000	12.5	\$11,678,611	15.5	\$14,448,611
215	Chris J Colgan	Keller Williams Realty/Lee Beaver & Assoc.	16	\$9,911,999	5	\$4,519,000	21	\$14,430,999
216	Timothy J Williams	Redfin Corporation	23	\$12,204,981	3	\$2,105,000	26	\$14,309,981
217	Roberto R Roncales	Keller Williams Realty	14.5	\$11,027,850	5	\$3,275,000	19.5	\$14,302,850
218	Steven P Cole	Redfin Corporation	13	\$6,960,900	8	\$7,327,550	21	\$14,288,450
219	Karen E Close	Century 21 New Millennium	4	\$7,651,012	5	\$6,603,675	9	\$14,254,687
220	Priti L Malhotra	KW United	6	\$5,159,000	4	\$9,080,000	10	\$14,239,000
221	Janet A Callander	Weichert, REALTORS	7.5	\$8,895,500	6	\$5,279,000	13.5	\$14,174,500
222	Conor Sullivan	KW Metro Center	5	\$7,297,500	8	\$6,827,490	13	\$14,124,990
223	Elizabeth L Kovalak	Keller Williams Realty	14	\$10,469,000	6	\$3,593,850	20	\$14,062,850
224	Caitlin Ellis	Property Collective	5.5	\$4,370,801	12	\$9,687,000	17.5	\$14,057,801
225	Michael Sobhi	Fairfax Realty Select	7	\$7,977,000	6	\$6,077,000	13	\$14,054,000
226	Tanya R Johnson	Keller Williams Realty	12	\$8,989,321	7	\$5,012,251	19	\$14,001,572
227	Julie W Chesser	Century 21 Redwood Realty	12	\$11,887,000	3	\$2,100,501	15	\$13,987,501
228	Patricia M Blackwelder	Samson Properties	8	\$5,621,963	9	\$8,320,278	17	\$13,942,241
229	Danilo D Bogdanovic	Redfin Corporation	17	\$10,842,001	4	\$3,065,588	21	\$13,907,589
230	Dawn A Wilson	TTR Sotheby's International Realty	8	\$6,126,000	9	\$7,761,225	17	\$13,887,225
231	Lucia A Jason	Samson Properties	6.5	\$4,912,450	11.5	\$8,959,749	18	\$13,872,199
232	LeAnne C Anies	Property Collective	13	\$8,966,200	6	\$4,895,050	19	\$13,861,250
233	Ahmad T Ayub	Redfin Corporation	7	\$5,494,004	14	\$8,352,000	21	\$13,846,004

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Stacie M Hennig-Davis	Compass	7	\$5,584,990	8	\$8,224,200	15	\$13,809,190
235	Helen E MacMahon	Sheridan-MacMahon Ltd.	4	\$7,970,000	5	\$5,781,000	9	\$13,751,000
236	Kathrin Donovan	Keller Williams Realty	14	\$9,222,400	8	\$4,447,505	22	\$13,669,905
237	Aaron A Probasco	Samson Properties	6	\$7,136,500	4	\$6,485,510	10	\$13,622,010
238	Brittanie DeChino	TTR Sotheby's International Realty	5	\$3,908,000	12.5	\$9,679,400	17.5	\$13,587,400
239	John Murdock	Keller Williams Realty	20	\$12,452,162	2	\$1,128,000	22	\$13,580,162
240	Joy Muczko	Pearson Smith Realty, LLC	5	\$5,385,000	9	\$8,193,500	14	\$13,578,500
241	Crystal L Sheehan	Keller Williams Realty	2	\$1,671,500	5	\$11,901,650	7	\$13,573,150
242	Juli A Hawkins	Redfin Corporation	29	\$13,550,201	0	\$0	29	\$13,550,201
243	Barbara G Beckwith	McEneaney Associates, Inc.	7	\$10,676,000	2	\$2,865,000	9	\$13,541,000
244	Lauren Breslaw	Compass	6	\$5,166,000	11	\$8,371,832	17	\$13,537,832
245	Kendell A Walker	Redfin Corporation	13	\$7,088,749	10	\$6,391,980	23	\$13,480,729
246	Brad C Kintz	Long & Foster Real Estate, Inc.	23	\$12,968,650	1	\$504,000	24	\$13,472,650
247	cihan baysal	Long & Foster Real Estate, Inc.	1	\$839,000	18	\$12,633,250	19	\$13,472,250
248	Touqeer Malik	Fairfax Realty of Tysons	4	\$2,648,000	13	\$10,813,090	17	\$13,461,090
249	Suzanne T Parisi	Century 21 Redwood Realty	5	\$5,067,000	7	\$8,390,000	12	\$13,457,000
250	Mayra L Cisneros Cardoza	America's Choice Realty	2	\$919,000	31	\$12,516,000	33	\$13,435,000

**Disclaimer:** Information based on MLS closed data as of July 6, 2022, for residential sales from Jan. 1, 2022, to June 30, 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.

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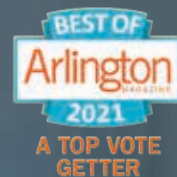


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