

NOVA

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

DILYARA
DAMINOVA

BUILT ON SERVICE

DECEMBER 2022



Close with Confidence

Trusted Partner for Customers, Realtors, and Lenders



"As a Realtor, Cobalt is my go to settlement company because they make life easier. They are experts in handling the transaction, extremely detail oriented, always friendly and helpful in answering questions. I give my clients the BEST service possible and I look for the same in the settlement company. They have my complete confidence and are a 10+ in my book."
- Michelle Sagatov, with the Michelle Sagatov Group



Attorney Owned | Independent Title and Settlement Company

Contact Cobalt for:
Residential or Commercial Title Insurance & Settlement Services
Seller Side Closing | REFI | Preparation of Legal Documents

Jeff Nowak
Founder & Principal Attorney



703.646.1000
cobaltsettlements.com



HAPPY HOLIDAYS

From our Fairway Family to Yours!

Wishing you, your family and friends, a season filled with Holiday Cheer!



Kelly A. Katalinas

Branch Manager, NMLS# 365493

Direct: 703.868.9103

Office: 703.844.2060

kelly.katalinas@fairwaymc.com

www.kellykatalinas.com

3201 Jermantown Rd, Suite 220
Fairfax, VA 22030



TOP 1% MORTGAGE ORIGINATORS IN AMERICA 2021
BY MORTGAGE EXECUTIVE MAGAZINE

Copyright ©2022, Fairway Independent Mortgage Corporation, NMLS#2289, 4750 S Biltmore Lane, Madison, WI 53718, 1-877-699-0353. All rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions and limitations may apply. Equal Housing Lender.



Across the Road or Around the Globe...
You can count on movers like us!
We move anything, anywhere, anytime!



Local Moving | Interstate Moving | International Moving
Office Moving | Cargo Shipping | Customized Rates | Air, Land & Sea

CONTACT US TODAY FOR A FREE QUOTE!
301-926-3600 | info@shippingsolutionsworldwide.com
ShippingSolutionsWorldwide.com

Federal Maritime Commission (FMC)
Licensed Freight Forwarders & Licensed N.V.O.C.C., O.T.I. License Number: 022871, FMC license # 022871NF, USDOT # 1858557

mellohome + **loanDepot**
NMLS #174457

**The future of lending meets
the future of real estate**

How It Works

loanDepot aggregates digital inquiries, pre-qualifies buyers and works with our sister company, mellohome to match them with local real estate agents!



Borrower(s)

Borrower(s) complete an online inquiry and connects with the Loan Consultant.



Concierge

Borrower is referred to mellohome concierge team member to be matched with an expert local real estate agent.



Loan Consultant

loanDepot Loan Consultant establishes relationship, gathers info, pre-qualifies the client and continues to work with the borrower until they are ready to begin their home search.



Real Estate Agent

Top local real estate agent connects with borrower and begins helping them find the home of their dreams.

Contact me to learn about what mellohome can do for you!



Tim Kelly

Loan Consultant | NMLS #376030
(703) 537-2394 **Office**
(571) 308-3660 **Cell**
timkelly@loanDepot.com
www.loanDepot.com/timkelly



4114 Legato Road, Suite 240, Fairfax, VA 22033 | loanDepot.com, LLC NMLS ID #174457 (www.nmlsconsumeraccess.org/) and mellohome (Texas brokerage license #9006745) are sister companies. Rates, terms, and availability of programs are subject to change without notice. loanDepot.com, LLC NMLS ID 174457. Licensed by the VA Bureau of Financial Institutions MC-5431. To verify a license please visit www.nmlsconsumeraccess.org. (062822 782555)

TABLE OF CONTENTS



08

Index of Preferred Partners



10

Meet the NOVA Real Producers Team



12

Publisher's Note: Happy Holidays!



16

We Ask, You Tell: What is Your Favorite Christmas Movie?



22

Words by Wade: Holiday Event Ideas to Generate Clients in 2023!



26

Legal Hotline: Title Lock "Insurance"



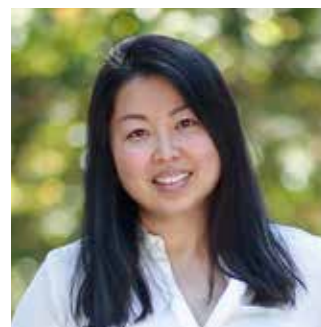
31

Words of Wisdom from This Month's Features



32

Partner Spotlight: Andrew Stallings, Home Field Advantage Inspections



38

Rising Star: Yon Chung



44

Cover Story: Dilyara Daminova



52

Home Matters: Hosting Holiday Guests



54

Top 250 Standings



NOVA Real Producers
@kristinbrindleyrealproducers



NOVA Real Producers
@kristinbrindleyrealproducers

Cover photo courtesy of Ryan Corvello.

@realproducers

OUR PROMISE TO YOU

We are dedicated to creating an effortless client experience. We believe that **communication is the crucial ingredient** that makes buying a home seamless, regardless if this is your first time buying a home or if you are a seasoned investor!

We know that buying a home is likely to be the most important financial decision of your life, so our value proposition is simple: **we will be with you every step of the process, and we deliver on what we promise.**



JOHN LIN
SENIOR LOAN OFFICER
NMLS ID # 2013416
JLIN@ICMTG.COM
(650) 888-0892

FRANCIS ACEVEDO-HENRIQUEZ
LOAN OFFICER ASSISTANT
FACEVEDO@ICMTG.COM
(571) 458-8393



THE JOHN LIN TEAM
YOUR HOME. YOUR DREAMS. OUR MISSION.

11325 Random Hills Road
Suite 600, Fairfax, VA 22030
(703) 342-4528
JLin.icmtg.com

Company NMLS ID # 56323 (www.nmlsconsumeraccess.org)





This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ACCOUNTANT/CPA

The McGruder Group
(703) 273-7381
McGruderCPAs.com

BUILDER

Green Valley
Custom Builders
(703) 865-5440
GreenValleyCustom
Builders.com

CHIMNEY
SERVICE/REPAIR

Winston's Chimney Service
(703) 283-2764
WinstonsServices.com

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

DJ/ENTERTAINMENT
SERVICES

Gold Event Group
(301) 613-1676
GoldEventGroup.com

ELECTRICIAN/ELECTRICAL
CONTRACTOR

Pro Electric
(703) 225-8222
ProElectricVA.com

ESTATE SALES

Four Sales, Ltd.
(703) 256-8300
FourSales.com

FLOORING

PriceCo Floors
(703) 966-8719
PriceCoFloors.com

HOME INSPECTION

Avanti Inspections
(571) 748-9591
Avantiinspections.com

Biller & Associates

(571) 528-6817
BillerandAssociates.com

Home Field Advantage
Inspection Services
(703) 755-5611
HFAdvantage.net

Hurlbert Home Inspection
(703) 830-2229
HHInsp.com

Rn HomeTech
(301) 221-0357
RnHomeTech.com

HOME ORGANIZATION

Judy On The Spot
(301) 798-4377
JudyOnTheSpot.com

HOME RENOVATION

Curbio
(810) 300-9432
Curbio.com

MaxHousePrice

(703) 215-2144
MaxHousePrice.com

HOME REPAIR

Innovative Realty
Contracting
(571) 283-4919
InnovativeRealty
Contracting.com

HOME WARRANTY

ARW Home
Anne Lang
(703) 932-5754
ARWHome.com/RealEstate

Cinch Home Services
(410) 730-7423
CinchRealEstate.com

HWA Home Warranty
Sharon Schwab
(224) 283-0714
HWAHomeWarranty.com

Old Republic
Home Protection
Molly Flory
(800) 282-7131 x1428
ORHP.com

Super Home, Inc.
Jonathan Asfour
(703) 254-9628
HelloSuper.com

JUNK REMOVAL

123JUNK
(800) 364-5778
123JUNK.com

MORTGAGE

Atlantic Coast Mortgage
Melissa Bell
(817) 807-1616
MelissaBellMortgage.com

Fairway Independent
Mortgage Corporation
Kelly Katalinas
(703) 868-9103
KellyKatalinas.com

Guaranteed Rate

John Jones
(571) 242-0864
Rate.com/CraigMiller

Homebridge Financial
Services, Inc.
Cody Kessler
(301) 928-7932
Homebridge.com/
Loan-Originator/
Cody-Kessler

loanDepot
Tim Kelly
(571) 308-3660
loanDepot.com/TimKelly

Movement Mortgage
Chris Shead
(703) 498-8235
ChrisShead.com

The John Lin Team at
Intercoastal Mortgage
(650) 888-0892
JLin.icmtg.com

Toni Hill Team
(703) 996-9705
ToniHillTeam.com

Vellum Mortgage
Nathan Burch
(703) 350-4000
NathanBurch.com

MOVING - INT'L/LOCAL/
LONG DISTANCE

Shipping Solutions
Worldwide
(301) 926-3600
ShippingSolutions
Worldwide.com

MOVING / STORAGE

Certified Master Movers
(703) 296-4528
CertifiedMasterMovers.com

HuberWilmot Moving
(703) 488-7117
HWmoving.com

Interstate Moving & Storage
(703) 226-3279
Moveinterstate.com

My Guys Moving
(571) 288-3840
MyGuysMoving.com

Town & Country Movers
(301) 670-4600
TownAndCountryMovers.com

PEST CONTROL

My Pest Pros
(202) 255-4886
MyPestPros.com

PHOTOGRAPHY

Ryan Corvello Photography
(757) 685-2077
CorvelloPhotography.com

TruPlace
(301) 972-3201
TruPlace.com

PRINTING / PROMOTIONAL

Silverado Printing, LLC
(703) 407-0268
SilveradoPrinting.com

PRINTING, DIRECT
MAIL SERVICES

My Marketing Matters
(301) 590-9700
MyMarketingMatters.com

PROPERTY MANAGEMENT

Circle Property Management
(703) 672-0687
CirclePM.com

REMODELING/BUILDING/
HOME IMPROVEMENTS

Sauvage Design & Build
(229) 392-1446
Robert@sauvagedesign
build.com

ROOFING

DryHome Roofing &
Siding, Inc.
(703) 230-7663
DryHome.com

STAGING

Inspired Home Design, Inc.
(703) 775-8777
InspiredHomeDesign.com

Preferred Staging, LLC
(703) 851-2690
PreferredStaging.com

Town & Country Staging
(800) 683-6683
TownAndCountry
Movers.com/Staging

TITLE SERVICES

Cobalt Settlements, LLC
(703) 350-5157
CobaltSettlements.com

Eastern Title & Settlement
(240) 403-1285
EasternTitle.net

Federal Title
(202) 362-1500
FederalTitle.com

Kensington Vanguard National
Land Services
(703) 637-9165
(703) 794-2101
KV-DCMetro.com

MBH Settlement Group
(703) 277-6806
MBH.com

Stewart Title and Escrow
(480) 203-6452
DCTitleGuy.com

Titan Title
(703) 865-4999
TitanTitleMetro.com

TRANSACTION COORDINATOR

Scalable RES
(571) 445-4737
Facebook.com/ScalableRES

VIDEO MARKETING/
BRANDING

Changeover Media
(703) 728-1230
ChangeoverMedia.com

VIDEO PRODUCTION &
MARKETING CONTENT

Best Side Story Media
(305) 409-8118
ABestSideStory.com

VIDEO SERVICES

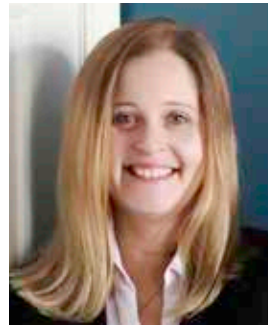
HD Bros
(833) 437-4686
HDBros.com

TruPlace
(301) 972-3201
TruPlace.com

VIRTUAL ASSISTANT

Cyberbacker Virginia
(703) 672-0687
Cyberbacker.com

MEET THE NOVA REAL PRODUCERS TEAM



Kristin Brindley
Publisher



Lexy Broussard
Associate Publisher



Ellen Buchanan
Editor



Wendy Ross
Operations Manager



Jaime Lane
Executive Assistant & Publishing Manager



Gina Carroll
Agent Relations & Events Coordinator



Ellie Caperare
Social Media Manager



Zachary Cohen
Writer



Ryan Corvello
Photographer



Bobby Cockerille
Videographer



To view our magazine online visit novarealproducers.com and look for "Magazine" or scan this QR code. (Password: connecthere#novarp)



If you are interested in nominating REALTORS® to be featured in the magazine, please email Wendy@kristinbrindley.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the NOVA Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.





SILVERADO PRINTING

A Full-Service Print Marketing Company
If you can imagine it, we can print your brand on it.

Merry Christmas!

STAY STYLISH THIS HOLIDAY

Add your company logo, emblem or message to create a bold, branded promotion that makes a great gift or giveaway at marketing and social events.

GIVE TIM A CALL TODAY TO DISCUSS YOUR BRANDING STRATEGY!
TIM MCCARTHY | PRESIDENT
(703) 407-0268 | SILVERADOPRINTING.COM | TIM@SILVERADOPRINTING.COM

PROMOTIONAL PRODUCTS • EVERY DOOR DIRECT MAIL (EDDM) CLOTHING & APPAREL • SIGNAGE • & MORE!



Sauvage Design Build LLC

Call Robert today to discuss your projects!
(229) 392-1446

INSPECT | CONSULT | EDUCATE
Proudly Servicing D.C., MD, VA, & WV Since 1995




5.0 ★★★★★ Google Rating

Pre-Purchase
Pre-Drywall
Final Walk-Through
Radon Testing
Thermal Imaging
Mold Investigation

Detailed Report

Scott Biller
Founder | ASHI Certified Inspector
571-528-6817 • billerandassociates.com
scott@billerandassociates.com

happy HOLIDAYS!



Dear *NOVA Real Producers*,

Another holiday season is in full swing... Can you believe how fast a year goes by?!

2022 has been an incredible year for bringing the *NOVA Real Producers* community together and getting to meet and/or reconnect with all of you — the best-of-the-best in Northern Virginia. We enjoyed featuring your inspirational stories in the magazine, curating valuable content for you, and engaging with you in person at the exciting events we held this year. There will be more to come in 2023!

Reflections...

The end of 2022 finds everyone in my family happy and healthy. Kellie, Avery and I had fun making food from around the world. Avery is now playing on the Maryland Sting 10UN travel softball team and was excited to share the excitement with her 84-year-old grandpa, Floyd Hamilton. And we had a new addition to our family in 2022 — my niece, Gracie Noelle, was born on July 27th with all 10 fingers and toes!

Professionally, we expanded The Kristin Brindley Team to both Richmond and Charlotte in 2022, and anticipate launching Real Producers

in the Long Island and Connecticut markets in 2023 as well. Thank you all for helping make *NOVA Real Producers* one of the fastest growing, strongest Real Producers communities in the nation!

Our team has been blessed this year, as well, to have added several new, wonderful members. Associate Publisher Lexy Broussard, who I've known for 10 years, is now on our team! We've recently welcomed Agent Relations & Events Coordinator Gina Carroll, who has lots of experience in real estate and with events; and Ellie Caperare has come on full-time for social media! We also recently brought a virtual assistant, Mark Celeste, onto the team, and Kaeli Ross just joined our agent care team as well! Wendy Ross, our director of operations, is an amazing mom, and having her recommend Kaeli to work with us, as well, is quite a compliment!

As we go into 2023, we are reflecting on our progress this year and our vision for the new year. In 2022, we have thrown some amazing

events for charity and are proud to have raised just under \$100,000 for Love Justice International to help end human trafficking. We especially enjoyed the Casino Royale in July and, of course, the NFL Game Day at FedEx Field in September! We're now looking forward to the Masquerade Ball in March 2023 and hope to see you all there!

As always, our mission is to connect, elevate, and inspire. If you haven't joined our private Facebook group yet, please do! It's one of the ways we stay connected as a community. We continue to want to know what you, the top producers in Northern Virginia, most want to see and experience with the Real Producers platform in the year to come. So please feel free to reach out to me at any time with questions, ideas or concerns. Real Producers is for and about what matters to you!

Wishing you and yours a very happy holiday season!



Kristin Brindley

Publisher
NOVA Real Producers
313-971-8312
Kristin@kristinbrindley.com
www.novarealproducers.com



FOOD FOR THOUGHT

Did you accomplish your goals in 2022?

CERTIFIED MASTER MOVERS

*Wishing our clients, friends and family
a wonderful Holiday!*



Throughout Gregg's 37-year career in the moving business, client satisfaction has been his main focus.

Starting out packing trucks, working his way to become a top estimator and now the owner of Certified Master Movers, his focus remains on the most important aspect of his job - his clients.



LOCAL, LONG DISTANCE AND INTERNATIONAL MOVING EXPERTS

**LET'S MOVE!
CALL TODAY:**

703.704.5127

certifiedmastermovers.com

Gregg Day

SAVE TIME & EMPOWER CLIENTS

REALEGAL™

Up to 2 hours of free legal consult for claims, potential claims or disputes specific to the property address listed on the settlement statement, for matters such as:

- Property condition / disclosure
- Security deposit
- Appliances / fixture conveyance
- Rent back agreements
- Buyer / seller breach of contract
- Misrepresentation by seller



Legal consultation is provided by independent, non-affiliated counsel, specifically by The Lawrence Law Group, PLLC or John E. Reid, PLLC.

FEDERAL
Title & Escrow Company

p: 202-362-1500 e: info@federaltitle.com

CHEVY CHASE • U STREET / LOGAN CIRCLE
ARLINGTON / BALLSTON • ROCKVILLE • POTOMAC

www.federaltitle.com/realegal

YOUR SUCCESS IS OUR BUSINESS

PS
Preferred Staging

Have a Merry & Bright
HOLIDAY SEASON

AWARD-WINNING HOME STAGING

VISIT US AT PREFERREDSTAGING.COM

H·H·I
Hurlbert Home Inspection, LLC

CONFIDENCE • INFORMATION • EDUCATION

Our team of licensed and insured inspectors provide a comprehensive, same-day report. We encourage clients to be present during the inspection so our team can best answer questions and provide feedback.

Seth Hurlbert
Owner & Inspector

Pre-Purchase Home Inspections | Pre-Drywall Home Inspections
Final Walk-Through Home Inspections
Pre-Listing Home Inspections | Radon Testing

Schedule online today, or give us a call for more information!
www.hhinsp.com • (703) 830-2229

Preparing for A Move?

Make Life Easier...
Call Judy On The Spot for Turn-Key Moving and Organizing Services!

Home & Office Moving Support Includes:

- Decluttering
- Packing/Unpacking
- Move-out/Move-in Cleaning
- Organizing
- Staging/Set-up
- Stocking Food and Supplies

J
JUDY ON THE SPOT.
WHO'S YOUR JUDY?

CONTACT US TODAY!
www.judyonthespot.com or 866.370.3402

►► we ask...you tell!

What is your favorite Christmas movie?



MEGAN HICKS
The Junkluggers of Gainesville, Virginia
My favorite Christmas movie is definitely the 1994 version of “The Santa Clause,” starring Tim Allen.



DILYARA DAMINOVA
Samson Properties
“Home Alone.”



JOHN GOODWYN
Pearson Smith Realty
A classic: “It’s a Wonderful Life.”



MICHELLE DOHERTY
RLAH Real Estate
There are a couple. It depends on if I want to cry or have nostalgia. “White Christmas” reminds me of my Nana, who is my favorite human being. And “The Family Stone” if I am alone and want to have a sappy moment.



JONATHAN ASFOUR
Samson Properties
“Die Hard.”



FELICIA BREWSTER
RLAH Real Estate
I don’t know if I have one. I should say “A Christmas Story” because I’m from Cleveland. But I’ve never actually seen the whole movie.



MATIAS LEVIA
Keller Williams Chantilly Ventures
“Elf” and “Christmas Vacation.”



KHANEISHA PAGAN
KW Metro Center
“This Christmas.” I thought Chris Brown was so cute. I wish he could have stayed like that forever.



BRITTANY FLOYD
Pearson Smith Realty
Oooooo... “It’s a Wonderful Life” or “Elf.” It’s a toss up.



CATHY POUNGMALAI
eXp Realty
“Love Actually.”



MEG CZAPIEWSKI
Keller Williams Realty
“Elf.”



CASI CAREY
eXp Realty
That’s a tricky one. I watch so many with my kids that I don’t think I can pick a favorite.



STEVE MCILVAINE
KW United
Oh gosh! I think it’s “Christmas Vacation.” It’s just so funny.



JORDAN BECK
Compass
I am Jewish so I am not really into Christmas movies. I was not really raised on them. But I do like “Eight Crazy Nights” with Adam Sandler.



KELLY STOCK BACON
ERA Teachers, Inc.
It’s easily going to be “A Christmas Vacation.” You need a little comedy in your life.



ELLA CONTRERAS
Casals, Realtors
That’s hard. I’m not a big movie watcher.



JJ GAGLIARDI
Changeover Media
My favorite Christmas movie is also the BEST Christmas movie — “Die Hard”!



JOSH FRIEDSON
Guaranteed Rate
“Home Alone.”



CANDYCE ASTROTH
Samson Properties
“Home Alone” is my favorite Christmas movie.



SUE GOODHART
Compass
“It’s a Wonderful Life.”



GREG WELLS
Keller Williams Realty
“Elf.”



DESIREE REJEILI
Samson Properties
My favorite movie is with Tim Allen — “The Santa Clause 1.”



KELLY KATALINAS
Fairway Independent Mortgage Corp.
“Elf.”



RITU DESAI
Samson Properties
My kids and I watch “Polar Express” every year. Even though they are in college, this movie during Christmas holds a very small childhood tradition that they look forward to continuing in their adulthood.



SUE SMITH
Compass
“It’s a Wonderful Life” with Jimmy Stewart and Donna Reed. We have watched this holiday movie every year since I was a child, and we still watch it every Christmas holiday! I encourage you and your family to make this one of your holiday movies!



ARTURO FERREIRA
Best Side Story Media
I like to watch the only Christmas duology: “Home Alone” and its sequel, “Die Hard.”



DIEGO ABREGU
Keller Williams Realty
Definitely “Elf.”

...



RENEE CONRAD
Keller Williams Realty

I love Christmas movies and recently rediscovered "Home Alone" with my kids. They really love it.



CRISTINA DOUGHERTY
Long & Foster Real Estate

I'd probably have to go with "Elf."



JIN CHEN WICKWIRE
eXp Realty

"It's a Wonderful Life" and "Home Alone."



JANET BRINCK
Keller Williams Realty

"The Ref."



LAURA SCHWARTZ
McEneaney Associates

"Love Actually."



VERONICA SEVA-GONZALEZ
Compass

"Elf."



ELLEN HEATHER
Long & Foster Real Estate

Dorky, but I love Guam so I have to say it is the Netflix original "Operation Christmas Drop"!!



CHRISTINE RICHARDSON
Weichert, REALTORS®

My number one favorite, hands down, is "Elf." I absolutely LOVE that movie and always have to watch it at least once every holiday season. It is a fun, timeless classic, with an uplifting message and easy-to-love characters. I've even been known to dress up as Buddy the Elf from time to time. And I totally embody his catch phrase, "Smiling's my favorite!"



We keep you focused on what you do best...
Listing & Selling Homes

EXTENSIVE EXPERIENCE WITH EXCEPTIONAL RESULTS
SERVING NORTHERN VIRGINIA'S TOP PRODUCING AGENTS

VACANT & OCCUPIED HOME STAGING • MOVE PLANNING • DESIGN
CONSULTING • ESTATE SALES • CONTRACTOR REFERRALS AND MORE

IHD
INSPIRED HOME DESIGN
(703) 775-8777

Leave the staging to us.
We put the luxury
in your listings.™

Book your FREE Consultation Today!
info@inspiredhomedesign.com • www.inspiredhomedesign.com



PROJECT RESULTS

As-is: \$875,000
Renovation Costs: \$110,000 (paid for by MHP)
Sales Price: \$1,252,000
SELLERS NETTED AN EXTRA \$267,000!!!

A DMV home in a favorable location that could sell for \$875,000 as-is sounds like a great listing, right?

Well, it could be so much better...and with MaxHousePrice it was! Over several decades, the clients hadn't done any major updates. The Real Estate Agent knew to contact MaxHousePrice because he understood that giving this home a modern update would be a monetary success for the next stage of the clients' lives!

MaxHousePrice not only PAID for and MANAGED the entire project, but also accommodated the costs of temporary housing for both the clients and their elderly parents.



BEFORE

MaxHousePrice
We NET you MORE!

Do you have a potential listing in a similar situation?
Contact MaxHousePrice to discuss the best scope of work to provide the highest ROI!

703-215-2144 • info@MaxHousePrice.com • MaxHousePrice.com



Free Quotes!

WHEN IT COMES TO THE
EXTERIORS'
TRUST THE EXPERTS!

DRYHOME
Roofing & Siding, Inc.

Roofing

Siding & Gutters

Windows

703-230-ROOF (7663) • www.DryHome.com

45921 Maries Rd, Suite 100 • Sterling, VA 20166 [@DryHome](https://www.facebook.com/DryHome)

Fairfax County, Loudoun County, Arlington County and Prince William County.



When you need
to upgrade the
flooring for your
listings, look no
further than
PriceCo Floors!

LUXURY VINYL • HARDWOOD • CARPET
FINANCING AVAILABLE!



Contact Us For
a FREE Quote!
PriceCoFloors.com
Family Owned & Operated

SUPER

WE'RE ON
A MISSION
TO MAKE
CARING FOR
A HOME
COMPLETELY
CAREFREE

hellosuper.com



Jonathan Asfour
703-254-9628
jonathan@hellosuper.com

LOCAL. LONG DISTANCE. RESIDENTIAL. COMMERCIAL.
MOVING AND STORAGE ADVOCATES

HuberWilmot
Moving & Storage

WHY CHOOSE HUBERWILMOT?

- Over 40 Years of combined moving and storage experience
- Fully licensed, insured & bonded
- Family Owned and Operated out of a local 21,000 square climate and temperature-controlled warehouse
- Clean, safe and modern moving trucks, equipment and protective materials
- All Drivers, Packers & Movers are experienced, ATA Certified, and background checked
- FREE onsite and virtual estimates
- FREE boxes and packing supplies

GET A FREE QUOTE TODAY!

(703) 488-7117 | HWMOVING.COM



HuberWilmot
Moving & Storage

HOLIDAY event ideas

TO GENERATE CLIENTS IN 2023!

► words by wade



By Wade Vander Molen

It's that time of year, when REALTORS® are looking for real estate holiday event ideas. These events are great ways to get back in front of your client base and prospects with the end goal of strengthening those relationships and getting referrals into next year. It's a great feeling to "hit the ground running" going into 2023, with transactions lined up and ready to go. There are many things you can do in the next

30 to 60 days to secure new business, but here are some of the best real estate holiday event ideas to secure business in the new year.

FOOD/TOY DRIVE EVENTS

Helping people is the root of what real estate agents do every day. This time of year, especially, is a time for reaching out within the community to help others. Participating in a food or toy drive and inviting your sphere

of influence to participate along with you is a great way to do something helpful for the community together. Find a food/toy drive near you or start one yourself and jump in!

CLIENT APPRECIATION EVENT — SANTA CLAUS VISITS

We all know someone who has the ability to play "Santa Claus." This could be a parent, cousin, friend, or find one for hire. In the spirit of

giving back, hold a client appreciation event at a venue (bowling alley, Top Golf, movie theatre, etc.) and invite your past clients and prospects. Have them bring their children as your "designated Santa Claus" will be arriving at the event to talk to kids and take pictures. Make sure you have a sign-in sheet so you can collect the names and follow up by thanking them for attending.

SUPER BOWL PARTY

The Super Bowl is played in early February, but start planning the party now. Super Bowl parties are a great way to get back in front of past clients and gain 2023 referrals. When I was a title rep in Phoenix, a client of mine had an annual Super Bowl party at his house that, over time, grew to be larger and larger. He would hire face painters and a petting zoo for the kids. Needless to say, that party would launch his business for the spring market. Your Super Bowl party

doesn't have to be a large blowout like his, but it's a great way to get people together, have fun, and strengthen those relationships.

CUSTOM CHRISTMAS CARDS

There are some great companies that allow you to customize your own Christmas cards for clients. The trick is to not only send these cards to your own clients, but to the people who either bought your listings or accepted your buyer clients' offers — the other side of your transactions. Take the time to write a personal note inside and make it personal to them. Use this as a reason to follow up in a few weeks to see if they received your card and start a conversation.

In 2023, it is going to take more work and activities to create the same past results of buyer and seller business. Use the time now to implement these holiday event ideas and strengthen those relationships!



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.

TOWN & COUNTRY MOVERS, INC.

Experienced, Reliable, Trusted | The DMV's top mover for over 40 years

Happy Holidays from our family to yours!

Call today for a free estimate!

703-560-8600 | 800-683-6683
www.townandcountrymovers.com



YOUR ESTATE SALE EXPERTS



REALTORS' RESOURCE FOR FULL-SERVICE ESTATE LIQUIDATION

Energy • Integrity • Intelligence

Full-Service Estate Sales • Live Auctions • Auction Brokerage
Charity Hauling • Disposal Hauling • Paint and Chemical Removal
Piano Removals • Personal Property Appraisals

Call NOW for a FREE Project Estimate!

(703) 256-8300 • (301) 580-9542

foursales.com • questions@foursales.com

Servicing MD, DC & VA since 1972



Protect Your Client's Wallet!



- 13 Months of initial coverage
- Free Seller's Coverage
- No age restrictions on appliances/ systems
- Dependable service from qualified technicians
- Includes Up to \$5K HVAC Protection



13 mo. WARRANTY

We've Got You Covered



Sharon Schwab
Account Executive
224.283.0714
Sharon.Schwab@
HWAhomewarranty.com



Full Service Moving & Storage



- Award Winning Service
- Local & Long Distance
- Residential & Commercial
- Secure Storage Facilities
- Packing Service & Supplies



FREE
Estimates

Call Terry Williams
(703) 657-1407
Terry@MyGuysMoving.com

curbio

Let us do the work for you.



FIX FIRST, PAY LATER

From repairs and refreshes to whole-home renovations, homeowners pay nothing until their home sells.

POWERED BY TECH

A modern home improvement experience that gets you from proposal to listing 60% faster, and with peace-of-mind.

TURNKEY CONCIERGE

Your dedicated Curbio team takes care of every detail from proposal to punch-list, saving you hours and hassles.

Learn more with our free on-demand
overview webinar!

curbio.com | 844-944-2629





TITLE LOCK “INSURANCE”

THE INSURANCE THAT ISN'T

R

ecently, I have fielded a growing number of calls from agents and former clients related to whether the title to their home could be stolen from them. At first, these inquiries bewildered me. However, a pattern emerged when I began to ask about the origin of their concern. Specifically, their questions arose after they heard a television or radio commercial. These advertisements provided a dire warning to consumers: “Your home could be stolen from right under your nose.” Almost immediately after answering these phone calls, I am met with a barrage of questions which usually come in rapid fire succession. Could this happen? How can I protect myself? Is my title “locked”? Like most things we hear in advertisements, a little bit of education goes a long way in determining how to proceed.

The solution proposed in these commercials is to purchase “title lock insurance.” However, when you review the service that is being offered, it is clear that title “lock” is not insurance at all. In fact, the service that is being purchased is an agreement to monitor public records. If it is later determined your title has been transferred to someone else, their obligation is simply to inform you that it has occurred. Upon closer inspection, it is apparent that title lock neither “locks” your title nor does it prevent fraudulent transfers. Title lock simply *notifies* you after the fraud happens. It is important to understand that despite the commercials’ distressing claims, these types of fraudulent transfers are very rare and hardly ever successful. Most fraudulent transfers occur with the intent of obtaining a fraudulent loan and not by physically stealing your home as the commercials imply. To be clear, if someone tries to transfer the deed to your home without your knowledge or consent, the conveyance would be fraudulent and void from the onset.

Although title lock providers try to align themselves with title insurance, the services are separate and distinct. Title insurance provides significant protection for homeowners against other people having an interest in their property. Title insurance protects real estate purchasers and/or lenders from losses that arise after a real estate settlement, but result from unknown liens, encumbrances, or other defects upon the title that existed prior to the settlement. Title insurance provides a critical protection for homeowners. Title insurance continues to protect homeowners even after they have sold their property. In addition, the coverage extends to the homeowners’ heirs after their death and can even increase in value to account for rising home values.

This issue has become so prevalent that the Attorney General of Maryland has sent out a Consumer Alert (<https://www.marylandattorneygeneral.gov/press/2022/062722CA.pdf>). The Attorney General concluded, “The bottom line is: You don’t need to purchase title lock insurance. It neither locks nor insures your title against fraud.” The service provided by title lock can be performed for free with a public records search. The best way for homeowners to protect themselves from this type of fraud, and actual risks to their ownership, is through the appropriate type of title insurance. Most enhanced owner’s title insurance policies already protect the homeowner from the type of fraud that title lock warns about. In the case of title lock “insurance,” knowledge is power for consumers. Providing this information to clients provides an opportunity to set yourself apart from others in your industry.



Colleen Sweeney is currently the managing attorney at MBH Settlement Group in the Fair Oaks office. Colleen has 20-plus years of legal experience ranging from drafting complex contracts to litigation to conducting real estate closings. Colleen has represented clients from cases at the trial court through the Supreme Court of the United States and the Commonwealth of Virginia. She is an active member of the legal community and a lifelong resident of Northern Virginia.

May Your Holidays Be *Pest-Free!*

Full-Service Pest Control Company specializing in Ants, Termites, Mice & More!

**SAVE
10%**

on any annual program
Must mention ad.
Exclusions may apply.
Inquire for details.



Call us today for a FREE quote! 703-665-4455



**my
pestpros**
We'll get rid of what's bugging you!®

WDI INSPECTIONS • VA, MD & DC • 10+ YEARS OF EXPERIENCE
MEMBERS OF THE NPMA, VIRGINIA, AND MARYLAND PEST MANAGEMENT ASSOCIATIONS
LOCAL, FAMILY-OWNED BUSINESS | MY PEST PROS IS PROUDLY OPERATED BY BRETT AND DEBRA LIEBERMAN.

**WE'VE GOT YOU
COVERED**



Save your clients
by getting
them **covered!**

Enroll them in the new
Cinch Preferred Plan
and they'll save \$50!*

**SAVES
\$50**



Join the Cinch for Real Estate
Pros Facebook Group

You can also follow us at:   

For additional information, please contact your local account executive:



Annie Murphy
Senior Account Executive
P: (571) 276-5739
E: amurphy@cinchhhs.com



cinchrealestate.com | (800) 247-3680

*Cinch Preferred Plan not available in all states. Excludes multi-family, multi-year plans and renewals. \$50 discount applies to year one only and requires \$200/\$475 deductible (depending on area) and includes the Premium Upgrade Package (buyer only). ©2021 Cinch Home Services, Inc. All rights reserved. Cinch and HMS are registered marks of Cinch Home Services, Inc.

Quality
GENERAL CONTRACTING & CONSULTING SERVICES



**SERVING REALTORS AND THEIR CLIENTS BY
ADDING VALUE TO THEIR HOMES SINCE 2008**



INNOVATIVE REALTY SOLUTIONS LLC
INNOVATIVE REALTY CONTRACTING

VA LICENSE: 2705135404

SCHEDULE A CONSULTATION TODAY!

(571) 283-4919

InnovativeRealtyContracting.com

Licensed • Insured • Experienced • Full-Service General Contractor



SARA
RODRIGUEZ

Close With **THE TITANS**
Close With **A SMILE!**



TITAN TITLE

703-865-4999 | www.titantitlemetro.com

info@titantitlemetro.com

10195 Main Street, Suite L | Fairfax, VA 22031
11140 Rockville Pike, Suite 590B | Rockville, MD 20852
1990 Old Bridge Rd, Suite 302 | Woodbridge, VA 22192

Check out our upcoming classes and events on Facebook and Instagram!



CYBERBACKER VIRGINIA

CYBERBACKER IS THE **LEADING PROVIDER OF WORLD-CLASS ADMINISTRATIVE SUPPORT AND VIRTUAL ASSISTANT SERVICES.**

"It's transformational."

"I feel like I have gotten my life back."

"My Cyberbacker relationship is an investment in my business and an investment in my life."

HIRE A CYBERBACKER NOW! LET'S CONNECT.

AMINA BASIC
 (571) 410-0661 | va@cyberbacker.com
 cyberbacker.com | @cyberbackervirginia

CYBERBACKER

We'll be your long-term partner in property management so you can...

Enjoy Life,
Grow Your Business,
Dream Of The Next Adventure!

- Vacancy Marketing • Tenant Screening • Rent Collection
- Property Maintenance • Financial Reporting • Eviction Protection

Circle Property Management
703.349.0144
 circlepm.com

Give me a call today, and let's start a great partnership!
 Patrick Page

NOVA
REAL PRODUCERS
 PRESENTS
Stay Inspired
 WORDS OF WISDOM FROM THIS MONTH'S FEATURES



DILYARA DAMINOVA
 Samson Properties
 "Exceptional service to my clients. That's the most important thing to me. No client will walk away upset from a transaction. My approach is simple... I just take care of people — really good care."

Favorite Quote: "The only person that can stop me is me."



YON CHUNG
 Keller Williams Realty
 "As a Christian, I believe that God has placed me where I need to be, and that could change at any moment. The fact that I'm here, doing what I love and making a difference in my clients' lives means that I've achieved what I view as success."



A Word from Our Preferred Partner:
ANDREW STALLINGS
 Home Field Advantage
 Inspection Services
 "Home Field Advantage is committed to making the home inspection process go as smoothly as possible for every client."

"Communication is of the utmost importance. We produce a comprehensive report within 24 hours of each inspection, with videos and pictures, thoroughly explaining the condition of a prospective home. In addition to a quality home inspection, we offer radon testing, warranty inspections, and new construction inspections."



ANDREW STALLINGS

HOME FIELD ADVANTAGE INSPECTION SERVICES



Taking Pride in Every Inspection

Talk about being in the right place at the right time... Who knew that a casual round of golf would lead to a thriving home inspection business? Andrew (Andy) Stallings certainly didn't.

...

▶▶ partner spotlight

By Holly Morgan
Photos by Ryan Corvello





Andrew Stallings is the owner of Home Field Advantage Inspection Services.

Back in 2017, Andy's father played golf with an owner of a home inspection company who was looking to not only sell his business but train the new owner in the art of home inspection services. At the time, Andy was looking to transition to business ownership after spending over six years as a project manager, remodeling kitchens and bathrooms. The fit was perfect for both men, and Home Field Advantage Inspection Services was born.

It didn't take long for Andy to realize that a career in home inspection was the right choice for his experience and his personality. The opportunity to do something different every day while helping homebuyers learn the ins and outs of their new home was a perfect career fit.

When asked what he finds most fulfilling about his work, Andy says, "Being able to help first-time homebuyers understand their new home. Seeing people feel good about their choices and achieving their goals in buying a home is the best part of the job."

In 2021, Home Field Advantage conducted 301 home inspections and the company is projected to increase that number to 325 this year. Andy is licensed to inspect homes in Northern Virginia, Washington, D.C., and Southern Maryland, and is hoping to add a few more inspectors to Home Field Advantage

within the next five years. He says he defines success by being able to live off something he enjoys doing and achieving the ideal work-life balance.

What sets Home Field Advantage apart from other home inspection companies? Andy says it's his efficiency and precise attention to detail. "I take pride in every inspection that I do, like it's the house I am buying for myself." He says Home Field Advantage is committed to making the home inspection process go as smoothly as possible for every client.

He also stresses the importance of communication, producing a comprehensive report within 24 hours of each inspection, with videos and pictures, thoroughly explaining the condition of a prospective home. In addition to a quality home inspection, Home Field Advantage offers radon testing, warranty inspections, and new construction inspections.

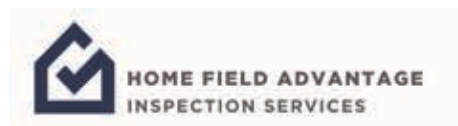
Andy grew up in Springfield, Virginia, and graduated from Radford University with a degree in business administration. He was an All-State wide receiver at West Springfield High School, has coached football in the past, and currently coaches high school travel baseball. Participating in and watching sports is a significant part of

Andy's personal life, specifically cheering for the Cleveland Browns, from the city where his extended family lives.

Earlier this year, Andy and his girlfriend, Raven, purchased their first home in Fairfax. While they have been busy renovating and perfecting their new home, making time to take their dog, Baker, to the beach, on a hike, or to a local brewery is a priority too.

A motivational quote that stays with him comes from retired professional golfer Gary Player: "We create success or failure on the course primarily by our thoughts." With Home Field Advantage Inspection Services, clearly, Andy has had his head in the game ... and has hit a hole in one.

For more information, call (703) 755-5611, email HomeFieldA1@gmail.com, or visit HFAdvantage.net.



**I TAKE
PRIDE IN EVERY
INSPECTION THAT I DO,
LIKE IT'S THE HOUSE I AM
BUYING FOR MYSELF.**



Run a successful real estate business and maintain that **golden** work life balance.



NEW

**Listing to Closing
combined package**

- better value
- more tasks
- LESS MONEY

Call us today to learn more!

571.445.4737

TRANSACTION COORDINATION | LISTING SUPPORT SERVICES

Scalable Real Estate Solutions | EMAIL: info@scalableres.com | WEB: scalableres.com | Alicia Brown, CEO | Katherine Dudley, CFO

**A Local Luxury Custom and Spec Home Builder
Who Believes in Professionalism and Integrity!**



Raj Tamang, PE, LEED AP, CEO

(703) 865-5440 | GreenValleyCB.com

3905 Railroad Ave., Suite 200N, Fairfax, VA 22030



**BEST OF
Arlington
2021
A TOP VOTE
GETTER**

**TECHNICAL AND PROFESSIONAL
EXPERTISE YOU NEED.**

Responsiveness & Personal Attention You Deserve.

**OUTSOURCED
ACCOUNTING**

**TAX PLANNING
AND PREPARATION**

**IRS
REPRESENTATION**



DAWN MCGRUDER, CPA
(703) 273-7381
MCGRUDERCPAS.COM
10306 EATON PL, SUITE 210
FAIRFAX, VA 22030
@MCGRUDERGROUPOPCAS

TMG
THE MCGRUDER GROUP

YON CHUNG



► rising star
By Kierstynn King



A ONE-WOMAN SHOW

Yon Chung feels like she's just getting started in her career. Yon has been in the real estate industry for the past 20 years. Before joining Keller Williams Realty five years ago, Yon was a CPA and considers being a REALTOR® her new calling.

Yon was first introduced to real estate shortly after she and her husband got married over 20 years ago. Yon's husband was in the process of getting his government job in the Foreign Service. "During that time, my husband and I decided to buy a place, before we were stationed overseas," Yon recalls. "We bought a condo through a Realtor, and that Realtor happened to be in the Foreign Service as well."

The Realtor explained how she had been in Yon and her husband's

situation before. "She shared that she invested and had financial security in real estate," Yon explains. "When I heard that, I thought, I want to be just like her. That led me to start investing, and my husband and I bought our first two properties that year."

During their time overseas, Yon and her family lived in five different Asian countries. When they returned to the states, Yon didn't get involved with real estate right away. She went back to being a CPA. "After realizing how much I was missing out in my young children's lives, I knew I wanted a change in career. I decided I wanted to try getting into real estate," says Yon. Yon joined Keller Williams in McLean, Virginia. She works as a solo agent and is a one-woman show; she's the CPA, CFO and COO of her business.

Within her first year in real estate, Yon was invited to Keller Williams' Million Dollar Club, and was eventually listed as a Top Agent by the Northern Virginia Association of REALTORS® and prominent magazines such as *Washingtonian*.

"I think what sets me apart from other agents is that I have a CPA, am creative, and am customer service-oriented. While I was abroad, I started a high-end professional photography business, which required attention to detail and a creative eye and mind. Having the experience of working with clients through owning your own business prepared me for the customer service factor needed in serving my clients in real estate," says Yon.

...



Yon Chung joined Keller Williams Realty in 2017.

...

Yon attended NYU, where she received a dual degree in finance and accounting. “Real estate is a very tricky business. You’re dealing with one of the most expensive financial decisions in a person’s life, so you need to be proficient, and know your numbers,” Yon explains. “You also need to be able to provide creative ideas and solutions for clients when they come to you with unique circumstances, and help clients see a situation in a positive and creative light. I’ve put out a lot of fires during the middle of transactions. As a CPA and an investor, I have the analytical background, which helps a lot of my clients who buy multiple investment properties,” says Yon.

Despite dealing with a lot of analytical work, Yon also loves being

creative. She loves being able to paint, dance, and sing. She credits some of it to being in New York City during her youth, but also says that’s just how she is. “I have paintings that I’ve done all around the house. I’ve also hung art I’ve painted in one of my listings. We have a karaoke machine downstairs,” she explains. “I don’t paint or sing as often as I’d like. When I come home at the end of the day, I’m putting on my mom hat and my wife hat.”

When Yon has a free moment, she’s either making sure she’s getting her rest, catching up on her Korean dramas, or spending time with her husband and their dog, Patches. Yon explains that she works whenever she can, and appreciates that this job allows her to be flexible.

“
I LOVE THIS JOB
SO MUCH, I DON’T
EVER SEEM TO STOP.

“My work-life balance isn’t necessarily making sure that I’m available while at home, because I’m working while I’m at home. Two of my younger children are in high school and my oldest is in college, so they don’t need me as much as they used to,” says Yon. “Thankfully, my husband is very supportive of my work. For me, that work-life balance is making sure I don’t run myself too thin. I love this job so much, I don’t ever seem to stop.”

Moving forward, Yon wants to be able to hire a support staff for herself and her clients. “I want to be able to provide even better service for my clients, because making sure my clients needs are met, and creating long-term relationships with my clients is my goal. I want to be able to do this for the long run, God willing,” Yon shares.

In the future, Yon wants to be able to set up a foundation that gives out scholarships to community colleges and trade schools. “My heart shifts as my kids grow, and right now my kids are in that transitional period between high school and college. I want to be able to support the kids who have the desire to go to school, but just not the financial means to do so.”

In terms of success, Yon already views herself as successful. “As a Christian, I believe that God has placed me where I need to be, and that could change at any moment,” Yon explains. “The fact that I’m here, doing what I love and making a difference in my clients’ lives means that I’ve achieved what I view as success.”

*Are you struggling to get your
video marketing off the ground?*

Changeover Media can help.

We provide coaching and consulting services to help you define your goals, create a strategy, and execute it flawlessly. Our focus is on helping you achieve your objectives and grow your business. We’ll help you create videos that engage your audience and deliver results.

Give us a call today!



CHANGEOVER
MEDIA



JJ Gagliardi
Owner & CEO
(703) 728-1230
jj@changeovermedia.com



Brittani Carter
Creative Director
(202) 854-0104
brittani@changeovermedia.com



www.CHANGEOVERMEDIA.com   

Local, regional, and national: Mailing lists for every market!



Web-to-Print Platform

Easy and fast online ordering for all your marketing materials through our web-to-print platform.

- ✓ Choose from one of our customizable templates
- ✓ Upload your own designs
- ✓ Print, ship, and mail on-demand

New!



MyMarketingMatters.com

We've launched our new website to assist our clients in reaching their business goals.

- ✓ Find our full product and service offerings online
- ✓ Easily accessible pricing information
- ✓ FAQ's, info, and support



List Manager

Our new list manager lets you create targeted lists for a neighborhood, or even from a single address.

- ✓ Create, maintain & edit lists right in our system
- ✓ Improved data = Better deliverability
- ✓ No charge access, FREE!

POWERING PRINT + PRODUCTIVITY SINCE 1982

Get started on your next project today!
mymarketingmatters.com | 301.590.9700



EASTERN TITLE & SETTLEMENT

Merry Christmas, Real Producers!

Let Eastern Title bring a unique convenience & peace of mind to your buying & selling process today!

OLD REPUBLIC HOME PROTECTION

Quality Coverage.
Essential Budget Protection.
Invaluable Peace of Mind.



Save your clients time, money, and hassle with a home warranty from Old Republic Home Protection.

Contact me for information today!

Molly Flory
Senior Account Executive
800.282.7131 Ext. 1428
MollyF@orhp.com
my.orhp.com/mollyflory



People Helping People

This is a paid advertisement.

What Makes Avanti Your Go-To Inspection Company?

Greater Value. Tailored Services.
Educational & Service Driven.



FREE
Warranties
Included With
Every Home
Inspection!

AVANTI INSPECTIONS

Home Inspections · Radon Testing
Termite (WDO/WDI) Inspections
Mold Inspections & Samples · Air Quality Samples

Experience the Avanti Difference. Contact Us Today!

571-748-9591 · www.AvantInspections.com
f Servicing Virginia, Maryland and DC Areas

WE CLOSE ANYWHERE, ANYTIME.

240-403-1285 | EASTERNTITLE.COM

11113 Manklin Meadows Lane | Berlin, MD 21811

6100 Executive Blvd.
Suite 410
Rockville, MD 20852

3 Research Place
Suite 201
Rockville, MD 20850

3926 12th St NE
Washington, DC 20017

112 E. Broad St.
Falls Church, VA 22046

11113 Manklin Meadows Lane
Berlin, MD 21811

Photo by Ryan Corvello

cover story

By Zachary Cohen
Photos by
Ryan Corvello

DILYARA DAMINOVA

Built on Service

WHEN WE SAT DOWN WITH DILYARA DAMINOVA IN 2019, SHE WAS JUST BURSTING ONTO THE NORTHERN VIRGINIA REAL ESTATE SCENE. SHE HAS ROCKETED UP THE LOCAL REAL ESTATE RANKINGS IN THE THREE YEARS SINCE.

Dilyara is a dedicated mother of four, but that doesn't stop her from running one of the area's most high-powered individual businesses.

"My approach is simple," Dilyara says. "I just take care of people — really good care."

THE AMERICAN DREAM

After growing up in Crimea, Dilyara became a successful businesswoman in Uzbekistan while still in her early twenties. She was awarded a green card to the U.S., and she moved to the D.C. area at 26.

Dilyara was confident in herself, but she met significant obstacles in the United States. Her English was poor and her credentials were lacking. Early on, she struggled to land the most basic of jobs. Her first gig was at Babies R Us.

Eventually, Dilyara found her way into real estate. She started slowly, but by 2017, began to gain some traction. She was recognized as a *NOVA Real Producers* Rising Star in early 2020, and her business has continued to grow.



Photo by Julia Chess



Photo by Ryan Corvello

...

In 2020, Dilyara closed 79 transactions for \$33 million, and closed 102 transactions for over \$47 million in 2021. She's on pace to have her best year, to date, in 2022.

BUILT ON SERVICE

Dilyara credits most of her success to her relentless customer service.

"Exceptional service to my clients — that's the most important thing to me," she says. "No client will walk away upset from a transaction."

Dilyara's commitment to client satisfaction is unrivaled. She's willing to give away part or even all of her commission to keep a client happy. Whatever it takes, she's willing to do.

"That has really helped me to get referrals. Those people thought I was a hero for them, and they referred me a lot," she says.

From a marketing perspective, Dilyara differentiates herself through her use of social media — specifically, Instagram. She posts daily, but not always about real estate. Instead, she shows followers and prospective clients the inner workings of her life, from cooking dinner to hanging out with her husband and four children.

"I decided to film stories on Instagram that disappear in 24 hours and update my life every day. People found it interesting. People have been following me for quite a while, and when they are ready to buy or sell, they realize I'm the REALTOR® they know the most because of my Instagram stories," Dilyara explains. "I took a different approach than other Realtors, and it's worked."

...

@realproducers



Dilyara Daminova with husband Samuel and their family (from left to right: John, Logan, Samuel Jr., Oliver, and Milana). (Photo by Ryan Corvello)



STAYING BALANCED

A mother of four, Dilyara has a rich life outside the business. She's committed to spending time with her family in the evenings so, unlike many Realtors, she doesn't run a 24/7 business.

"I am able to squeeze in work hours during the day, and in the evenings, spend time with my family and husband. When I've dedicated myself to work, I'm very focused on the business. Then, when I come home, I'm with my family."

Rather than setting explicit boundaries with clients about family time, Dilyara simply shares her daily life on social media. Clients see that she spends the evenings with her family, and unless it's urgent, they understand that she'll be available for them first thing in the morning. Dilyara is willing to talk to a client after hours if there is an urgent need.

"I've blended real estate into my life, and it doesn't bother me if someone calls at night, but it happens

very seldomly. I usually have a call with clients in the morning, give them updates, and that's all."

Dilyara and her husband, Sam, have four children: John (20), Milana (10), Samuel Jr. (5), and Oliver (3). Dilyara has a love for travel — for personal joy as well as for professional networking. For example, she recently networked with a top real estate agent in Switzerland, bringing back home a toolkit of new ideas.

As Dilyara looks ahead, she intends to continue to innovate, grow, and serve her clients to the best of her ability. The next step in her professional evolution is to develop a team.

"My big goal in 2023 is to create a team that will provide the same exceptional service I always have. I'm finally ready ... because as I've seen, the only person that can stop me is me."

“MY BIG GOAL IN 2023

is to create a team that will provide the same exceptional service I always have.



Dilyara Daminova was featured as a Rising Star in the March 2020 issue of *Nova Real Producers*. (Photo by Ryan Corvello)



Happy Holidays



TruPlace
Premium Property Visuals

FROM OUR FAMILY TO YOURS
(301) 972-3201



LUXURIOUS EVENTS

SCHEDULE TODAY AND LET'S MAKE YOUR
EVENT THE TALK OF THE TOWN.

(301) 613-1676
GoldEventGroup.com

*May Your Holidays Be Blessed
with Joy, Love & Happiness*



Call or Email Us Today!

301-221-0357

Schedule-me@RnHomeTech.com

www.rnhometech.com

Serving MD, VA and DC Metro area | 21214 Delevan Way | Germantown, MD 20876

Tony Fernandez, Founder
Lead Home Inspector
Fluent in English & Spanish,
Speaks Italian & French



HDBROS

VIDEO PRODUCTION.
REAL ESTATE MEDIA.



JOHN SCHWARTZ
PARTNERSHIP DIRECTOR

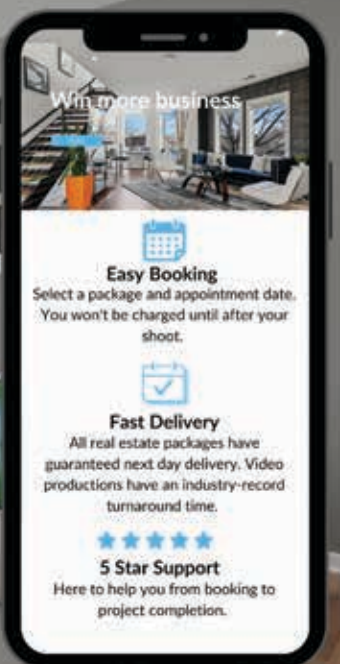
LET'S CONNECT!

schwartz@hdbros.com

(202) 215-9962

PARTNERSHIP BENEFITS

COST STABILIZATION.
OPERATIONAL ALIGNMENT.
MARKETING SUPPORT.
GROWTH BASED DISCOUNT.





HOSTING HOLIDAY GUESTS

By Shauna Osborne and Megan Weatherly Lynn

Does hosting guests for the holidays seem like it will require an overwhelming amount of preparation? You could spend the entire holiday season worrying over the comfort of your guests. Or, by following a few simple suggestions and planning ahead, you can spend time relaxing and enjoying the festivities and their company!

Tidy Up Outside

Make your guests feel welcome by creating an inviting atmosphere before they even come inside. Designate space for your guests to park. Check to make sure your house number is easy to see, even at night. Free your driveway, sidewalk and front access of any clutter that may be unsightly or cause guests to trip. Last, ensure your home's exterior is well-lit for guests arriving after dark.

Tidy Up Inside

Make common areas in your home, such as the entryway, living room and kitchen, feel inviting by decluttering them. Put away any shoes, jackets, toys or mail. Make sure to thoroughly clean your kitchen and bathrooms, as these rooms are sure to get quite a bit of use by your guests.

Think Like a Guest

When preparing for company, think of what you may need if you were the guest. Provide clean sheets and towels as well as extra pillows and blankets. You may also provide extra toiletries in your guest bathrooms, such as toothbrushes, soap and shampoo. Have extra toilet paper and a plunger stocked in all bathrooms so that everyone can avoid any potential embarrassment.

A few days before having houseguests, inquire about favorite snacks and

drinks and stock up on those items as well as coffee, tea, creamer/sugar and simple breakfast items, like cereal, milk, juice, fruit and granola bars.

Communicate

Do any of your guests have circumstances that require specific accommodations, such as allergies or difficulty climbing stairs? Be sure to ask these questions ahead of time to prepare well and make everyone feel safe and comfortable. When your guests arrive, be sure to communicate any information that may be helpful to them, such as how to operate thermostats and any itinerary or time-sensitive plans for their visit.

Taking the time to clean up, communicate and prepare ahead of time can make the difference between a stressful holiday season or treasured time well spent with family and friends.

Winston's

CHIMNEY SERVICE

Providing Quality Chimney Inspections,
One Satisfied Client At A Time!

"Bottom line up front- I'd recommend them to anyone! I called to have an inspection and possibly a cleaning for my chimney. They measured and checked the entire system and gave me pointers on what they could do and what I should do for myself. No updates, no add-ons, just real information and some professional honesty with relevant pricing." ~John B.

★★★★★

Voted **BEST CHIMNEY** Contractor by Arlington Virginia Magazine
Recommended Chimney Contractor by Northern Virginia Magazine
Voted Best Pick by Best Pick Publication

11301 Industrial Rd. | Manassas, VA 20109
703-379-5006 | winstonsservices.com

Virginia License #2705113496A • Maryland License #102224 • District of Columbia License #70106886

When you need electrical service, you want professional and reliable experts who will treat you fairly.

That's why you should call ProElectric for your FREE estimate!

⚡ GENERAL ELECTRIC ⚡ CIRCUIT BREAKERS
⚡ INSTALLS & REPAIRS ⚡ E-VEHICLE CHARGERS
⚡ LIGHTING FIXTURES ⚡ SWITCHES & OUTLETS
& MORE!

10% OFF* w/ code NOVA10
*Offer valid for a limited time. Exclusions may apply. Must mention code during scheduling.

PROElectric

(703) 225-8222
contact@proelectricva.com
ProElectricVA.com

Experienced,
Licensed Electricians



TOWN & COUNTRY STAGING

— Stage • Store • Move —

VISIT US ONLINE AT
townandcountrymovers.com/staging



"Transform each space into an unforgettable experience"

Realtor Loyalty Program | Experienced Team of Designers | 60 Days for 30 Days | Pay at Closing









TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Oct. 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Sarah A. Reynolds	Keller Williams Chantilly Ventures, LLC	593	\$336,024,979	168	\$85,103,447	761	\$421,128,426
2	Keri K Shull	Optime Realty	107.5	\$77,304,963	271	\$182,140,342	378.5	\$259,445,305
3	Martin K Alloy	SM Brokerage, LLC	216	\$135,092,956	106.5	\$66,636,330	322.5	\$201,729,286
4	Jennifer D Young	Keller Williams Chantilly Ventures, LLC	164	\$102,320,685	89.5	\$57,705,691	253.5	\$160,026,376
5	Sue S Goodhart	Compass	65	\$70,015,420	45.5	\$54,537,185	110.5	\$124,552,605
6	Jean K Garrell	Keller Williams Realty	63	\$63,945,751	50	\$45,840,263	113	\$109,786,014
7	Jason Cheperdak	Samson Properties	76.5	\$46,860,113	97	\$61,896,778	173.5	\$108,756,891
8	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	42	\$74,532,849	20.5	\$33,569,330	62.5	\$108,102,179
9	Akshay Bhatnagar	Virginia Select Homes, LLC.	29	\$19,790,757	109	\$87,549,137	138	\$107,339,894
10	Casey C Samson	Samson Properties	65.5	\$78,591,915	18	\$23,253,300	83.5	\$101,845,215
11	Phyllis G Patterson	TTR Sotheby's International Realty	50.5	\$69,592,520	23.5	\$28,768,200	74	\$98,360,720
12	Piper Gioia Yerks	Washington Fine Properties, LLC	11	\$38,196,250	11.5	\$53,744,350	22.5	\$91,940,600
13	Jennifer L Walker	McEneaney Associates, Inc.	50	\$41,340,076	46.5	\$43,151,576	96.5	\$84,491,652
14	Christopher J White	Long & Foster Real Estate, Inc.	52	\$50,154,850	27	\$28,805,500	79	\$78,960,350
15	Thomas S Hennerty	NetRealtyNow.com, LLC	124	\$66,413,000	14	\$8,018,070	138	\$74,431,070
16	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	19	\$11,455,300	88	\$62,948,876	107	\$74,404,176
17	Daan De Raedt	Property Collective	58	\$44,688,750	35	\$29,250,300	93	\$73,939,050
18	James W Nellis II	Keller Williams Fairfax Gateway	60	\$39,730,900	44	\$28,143,939	104	\$67,874,839
19	Laura C Mensing	Long & Foster Real Estate, Inc.	27	\$40,816,050	19	\$25,185,800	46	\$66,001,850
20	Betsy A Twigg	McEneaney Associates, Inc.	37.5	\$49,805,420	9	\$13,201,690	46.5	\$63,007,110
21	Ashraf Morsi	Keller Williams Realty	39	\$31,289,026	34	\$30,231,781	73	\$61,520,807
22	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	104	\$58,608,023	2	\$1,203,000	106	\$59,811,023
23	Viktorija Piano	Keller Williams Realty	26.5	\$35,429,980	20	\$23,292,740	46.5	\$58,722,720
24	Nikki Lagouros	Berkshire Hathaway HomeServices Pen-Fed Realty	40	\$23,157,201	54	\$35,453,578	94	\$58,610,779
25	Lisa Dubois-Headley	RE/MAX Distinctive Real Estate, Inc.	34.5	\$31,990,410	26	\$26,352,500	60.5	\$58,342,910
26	John Coles	Thomas and Talbot Estate Properties, Inc.	5	\$29,587,500	3	\$26,305,000	8	\$55,892,500
27	Khalil Alexander El-Ghoul	Glass House Real Estate	34.5	\$29,242,825	23	\$26,597,131	57.5	\$55,839,956
28	Bic N DeCaro	EXP Realty, LLC	19	\$15,057,550	54	\$40,623,745	73	\$55,681,295
29	Damon A Nicholas	Coldwell Banker Realty	31	\$23,265,640	43.5	\$31,613,937	74.5	\$54,879,577
30	Mercy F Lugo-Struthers	Casals, Realtors	18.5	\$8,781,428	97	\$45,847,032	115.5	\$54,628,460
31	Paul Thistle	Take 2 Real Estate LLC	51	\$34,181,949	23	\$20,046,900	74	\$54,228,849
32	Lenwood A Johnson	Keller Williams Realty	44	\$22,604,979	51	\$31,356,177	95	\$53,961,156
33	Lilian Jorgenson	Long & Foster Real Estate, Inc.	26	\$34,495,900	13	\$19,222,450	39	\$53,718,350
34	Carolyn A Young	RE/MAX Gateway, LLC	28	\$18,856,550	49.5	\$34,810,814	77.5	\$53,667,363
35	Dilyara Daminova	Samson Properties	15	\$8,099,000	80.5	\$44,978,990	95.5	\$53,077,990
36	Steven C Wydler	Compass	24	\$30,203,060	14	\$21,595,500	38	\$51,798,560
37	Sherif Abdalla	Compass	18.5	\$26,255,500	10	\$25,413,500	28.5	\$51,669,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
38	Cynthia Schneider	Long & Foster Real Estate, Inc.	58.5	\$35,709,587	25.5	\$15,534,600	84	\$51,244,187
39	Tom Francis	Keller Williams Realty	22	\$41,300,950	8.5	\$8,697,830	30.5	\$49,998,780
40	Kay Houghton	KW Metro Center	60	\$34,033,300	24.5	\$14,684,907	84.5	\$48,718,207
41	Irina Babb	RE/MAX Allegiance	55	\$38,095,250	12	\$9,021,500	67	\$47,116,750
42	Erin K. Jones	KW Metro Center	44	\$22,724,979	35	\$24,245,109	79	\$46,970,088
43	Michael I Putnam	RE/MAX Executives	42.5	\$24,480,400	36	\$22,138,500	78.5	\$46,618,900
44	Raymond A Gernhart	RE/MAX Executives	32	\$17,804,670	41.5	\$28,416,488	73.5	\$46,221,158
45	Kristina S Walker	KW United	27	\$21,601,852	27	\$24,599,100	54	\$46,200,952
46	Jennifer H Thornett	Washington Fine Properties, LLC	7	\$21,287,900	8	\$23,983,700	15	\$45,271,600
47	Bruce A Tyburski	RE/MAX Executives	26.5	\$22,837,733	24	\$21,171,375	50.5	\$44,009,108
48	Kimberly A Spear	Keller Williams Realty	27	\$18,887,500	32	\$24,090,865	59	\$42,978,365
49	Marianne K Prendergast	Washington Fine Properties, LLC	12.5	\$28,282,040	9.5	\$14,034,450	22	\$42,316,490
50	Kamal Parakh	Customer Realty LLC	26	\$15,049,873	36	\$26,397,028	62	\$41,446,901
51	Blake Davenport	RLAH @properties	10	\$5,834,202	50.5	\$35,600,017	60.5	\$41,434,218
52	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	3.5	\$1,852,000	51	\$39,442,675	54.5	\$41,294,675
53	Venugopal Ravva	Maram Realty, LLC	7.5	\$4,684,500	48	\$36,586,317	55.5	\$41,270,817
54	Jin Lee Wickwire	EXP Realty, LLC	14	\$9,003,948	14	\$12,543,846	28	\$41,158,306
55	Mona Banes	TTR Sothebys International Realty	13.5	\$12,796,475	25.5	\$28,327,800	39	\$41,124,275
56	Mansoor Dar	Keller Williams Realty	14	\$26,449,500	9	\$14,459,500	23	\$40,909,000

Disclaimer: Information based on MLS closed data as of Nov. 7, 2022, for residential sales from Jan. 1, 2022, to Oct. 31, 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.

JUST CLOSED!

Stewart Title is dedicated to putting your clients first and providing service that exceeds their every expectation!

Let us close your next Escrow deal for you!

stewart title Offices To Serve You in Virginia, Maryland, and D.C.
Real partners. Real possibilities.™ FAIRFAX • WASHINGTON, D.C. • FREDERICK • CROFTON



Wade Vander Molen
10505 Judicial Drive Ste 300, Fairfax, VA 22030
480-203-6452 • www.DCTitleGuy.com • vvander@stewart.com

TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Oct. 31, 2022

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
57	Matias Leiva	Keller Williams Chantilly Ventures, LLC	43	\$36,591,800	5	\$3,732,000	48	\$40,323,800
58	Andre M Perez	Compass	5.5	\$5,907,450	14	\$34,258,000	19.5	\$40,165,450
59	Eve M Weber	Long & Foster Real Estate, Inc.	31	\$27,350,900	16.5	\$12,729,500	47.5	\$40,080,400
60	Debbie P Kent	Cottage Street Realty LLC	58	\$34,843,450	5	\$4,939,203	63	\$39,782,653
61	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	29	\$26,266,430	15	\$13,142,500	44	\$39,408,930
62	Sri H Meka	Franklin Realty LLC	14	\$10,128,000	27	\$29,234,487	41	\$39,362,487
63	Steven J Watson	KW Metro Center	15	\$33,923,110	4	\$4,906,000	19	\$38,829,110
64	Kristen K Jones	McEnearney Associates, Inc.	11	\$10,783,499	24	\$27,822,325	35	\$38,605,824
65	Lauren A Bishop	McEnearney Associates, Inc.	14	\$18,927,750	13.5	\$18,319,100	27.5	\$37,246,850
66	Heather C Corey	TTR Sotheby's International Realty	17.5	\$31,606,000	4	\$5,595,000	21.5	\$37,201,000
67	Margaret J Czapiewski	Keller Williams Realty	51	\$29,231,235	14.5	\$7,966,861	65.5	\$37,198,096
68	Yony Kifle	KW Metro Center	14.5	\$6,013,810	63	\$30,594,810	77.5	\$36,608,620
69	Vicki M Benson	Pearson Smith Realty, LLC	45.5	\$33,248,938	2	\$3,339,010	47.5	\$36,587,948
70	Chul Kim	Samson Properties	13	\$10,763,700	26.5	\$25,121,361	39.5	\$35,885,061
71	Abuzar Waleed	RE/MAX Executives	27	\$14,782,699	43.5	\$20,912,909	70.5	\$35,695,608
72	Pamela A Yerks	Washington Fine Properties, LLC	8.5	\$32,762,500	1	\$2,300,000	9.5	\$35,062,500
73	Jillian Keck Hogan	McEnearney Associates, Inc.	16	\$10,970,500	27.5	\$23,924,710	43.5	\$34,895,210
74	Christine G Richardson	Weichert Company of Virginia	28.5	\$25,592,050	10	\$9,183,500	38.5	\$34,775,550
75	Joan M Reimann	McEnearney Associates, Inc.	24	\$21,579,900	16.5	\$12,922,300	40.5	\$34,502,200
76	Dinh D Pham	Fairfax Realty Select	24	\$12,837,108	43.5	\$21,639,739	67.5	\$34,476,847
77	Anthony H Lam	Redfin Corporation	13	\$11,287,000	26	\$23,094,700	39	\$34,381,700
78	Patricia E Stack	Weichert, REALTORS	23	\$23,011,100	9	\$11,054,000	32	\$34,065,100
79	Dustin M Fox	Pearson Smith Realty, LLC	28.5	\$17,490,762	23.5	\$15,869,650	52	\$33,360,412
80	Cheryl H Wood	Redfin Corporation	31	\$20,625,763	13	\$12,672,900	44	\$33,298,663
81	Joan Stansfield	Keller Williams Realty	14	\$10,285,350	24	\$22,493,273	38	\$32,778,623
82	Fouad Talout	Long & Foster Real Estate, Inc.	7.5	\$14,055,000	10.5	\$18,216,740	18	\$32,271,740
83	Kelly Martinez	Coldwell Banker Realty	30	\$20,445,710	16.5	\$11,468,113	46.5	\$31,913,823
84	Katie E Wethman	Keller Williams Realty	15	\$10,276,050	23	\$21,158,914	38	\$31,434,964
85	Elizabeth W Conroy	Keller Williams Realty	16	\$20,469,590	7.5	\$10,939,500	23.5	\$31,409,090
86	Timothy D Pierson	KW United	12	\$9,458,979	20.5	\$21,826,400	32.5	\$31,285,379
87	Danielle C Carter	Redfin Corporation	64.5	\$29,641,150	3	\$1,608,000	67.5	\$31,249,150
88	Sarah Harrington	Long & Foster Real Estate, Inc.	25	\$21,281,000	10	\$9,941,500	35	\$31,222,500
89	Jon B DeHart	Keller Williams Realty	22	\$16,917,609	16.5	\$14,229,930	38.5	\$31,147,539
90	Brittany Lambrechts Camacho	Century 21 Redwood Realty	16	\$12,203,500	19	\$18,901,752	35	\$31,105,252
91	Christina M O'Donnell	RE/MAX Distinctive Real Estate, Inc.	19	\$16,674,460	15	\$14,290,170	34	\$30,964,630

Disclaimer: Information based on MLS closed data as of Nov. 7, 2022, for residential sales from Jan. 1, 2022, to Oct. 31, 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.

*For a level of care and service
designed with over 30 years of
experience, contact Marc Wiltshire
or Jennifer McCarthy.*

**Kensington Vanguard is an independent title company closing transactions
nationwide with local expertise and presence throughout the DC Metro area.**



MARC WILTSHIRE
Executive Vice President
DC Metro Region
703.637.9165 (O) | 703.789.7654 (C)
mwiltshire@kvnational.com
3441 Commission Court, Suite 104,
Woodbridge, VA 22192



JENNIFER MCCARTHY
Vice President
DC Metro Region
703.794.2101 (O) | 703.801.5280 (C)
jmccarthy@kvnational.com
7051 Heathcote Village Way, Suite 205
Gainesville, VA 20155

KENSINGTON VANGUARD
NATIONAL LAND SERVICES

The ability to close wherever you are to help you get where you want to be.
kv-dcmetro.com

TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Oct. 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
92	Sheri Grant	TTR Sotheby's International Realty	8.5	\$13,081,500	8.5	\$17,809,000	17	\$30,890,500
93	Kathryn R Loughney	Compass	17	\$14,115,500	18	\$16,622,500	35	\$30,738,000
94	Laurn E Eadie	Compass	19.5	\$11,770,000	28	\$18,939,743	47.5	\$30,709,743
95	Jeddie R Busch	Compass	9	\$8,280,000	18	\$22,270,891	27	\$30,550,891
96	Laura R Schwartz	McEneaney Associates, Inc.	14	\$15,557,800	14	\$14,859,298	28	\$30,417,098
97	Marion Gordon	KW Metro Center	26.5	\$25,235,570	5	\$5,010,100	31.5	\$30,245,670
98	Elizabeth Ann Kline	RE/MAX 100	37	\$22,696,450	12.5	\$7,498,761	49.5	\$30,195,211
99	Heidi F Robbins	William G. Buck & Assoc., Inc.	17.5	\$14,959,650	17.5	\$15,177,000	35	\$30,136,650
100	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	16	\$28,190,370	1	\$1,739,720	17	\$29,930,090
101	Sandra Shimon	Redfin Corporation	30	\$20,535,649	12	\$9,368,400	42	\$29,904,049
102	Michael Gallagher	Redfin Corporation	31.5	\$27,200,630	2	\$2,688,000	33.5	\$29,888,630
103	Lisa T Smith	Pearson Smith Realty, LLC	29	\$22,575,545	10	\$7,241,024	39	\$29,816,569
104	Eli Tucker	RLAH @properties	15	\$10,676,989	18.5	\$18,859,180	33.5	\$29,536,169
105	Lizzie A Helmig	Metro House	23.5	\$12,900,263	33	\$16,529,565	56.5	\$29,429,828
106	Shaun Murphy	Compass	17	\$11,206,303	26	\$18,222,400	43	\$29,428,703
107	Megan E Duke	Keller Williams Realty	13	\$13,405,815	15	\$15,993,900	28	\$29,399,715
108	Tracy Chandler	Berkshire Hathaway HomeServices PenFed Realty	29	\$19,224,250	17	\$10,094,300	46	\$29,318,550
109	Katharine R Christofides	Century 21 New Millennium	20.5	\$11,732,250	22	\$17,552,465	42.5	\$29,284,715
110	Julie A Zelaska	Smith & Schnider LLC	13	\$21,242,940	4	\$7,650,000	17	\$28,892,940
111	Mary Ashley Zimmermann	Compass	14.5	\$13,151,135	16	\$15,690,489	30.5	\$28,841,624
112	Ritu A Desai	Samson Properties	15	\$10,048,900	14	\$18,790,204	29	\$28,839,104
113	Jill Judge	Samson Properties	12	\$7,259,900	33	\$21,469,800	45	\$28,729,700
114	Kevin E LaRue	Century 21 Redwood Realty	31	\$20,052,650	12	\$8,622,141	43	\$28,674,791
115	Deyi S Awadallah	D.S.A. Properties & Investments LLC	47.5	\$27,078,688	2	\$1,225,000	49.5	\$28,303,688
116	Ryan Rice	Keller Williams Capital Properties	25	\$16,231,077	20	\$12,042,950	45	\$28,274,027
117	Suzanne T Parisi	Century 21 Redwood Realty	14.5	\$13,307,000	13.5	\$14,939,950	28	\$28,246,950
118	Megan Buckley Fass	EXP Realty, LLC	19	\$18,812,830	8.5	\$9,361,500	27.5	\$28,174,330
119	Francesca Keith	Avery-Hess, REALTORS	10	\$12,675,500	11	\$15,287,500	21	\$27,963,000
120	Tanya R Johnson	Keller Williams Realty	26	\$20,265,771	11	\$7,692,251	37	\$27,958,022
121	Robert T Ferguson Jr.	RE/MAX Allegiance	25	\$19,665,551	10	\$8,202,700	35	\$27,868,251
122	Matthew R Elliott	Keller Williams Realty	18.5	\$12,307,650	20	\$15,501,900	38.5	\$27,809,550
123	Christine R Garner	Weichert, REALTORS	13	\$14,251,700	11	\$13,347,690	24	\$27,599,390

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
124	Gitte Long	Redfin Corporation	41	\$24,142,800	6	\$3,434,000	47	\$27,576,800
125	Victoria(Tori) McK-inney	KW Metro Center	20	\$14,394,124	17	\$13,125,825	37	\$27,519,949
126	Dilara Juliana-Daglar Wentz	KW United	21	\$10,789,748	27.5	\$16,679,653	48.5	\$27,469,401
127	Rheema H Ziadeh	Redfin Corporation	35	\$22,682,400	7	\$4,714,000	42	\$27,396,400
128	Matthew David Ferris	Redfin Corporation	20	\$12,065,245	22	\$15,324,900	42	\$27,390,145
129	Andrew J Biggers	KW United	17	\$14,305,250	10	\$12,994,933	27	\$27,300,183
130	Diane V Lewis	Washington Fine Properties, LLC	14.5	\$16,302,500	4.5	\$10,955,000	19	\$27,257,500
131	Wes W Stearns	M.O. Wilson Properties	29	\$17,218,206	17	\$9,992,821	46	\$27,211,027
132	Candyce Astroth	Samson Properties	14.5	\$9,341,000	29	\$17,735,032	43.5	\$27,076,032
133	Patricia Ammann	Redfin Corporation	11.5	\$9,194,500	22	\$17,831,590	33.5	\$27,026,090
134	Karen A Briscoe	Keller Williams Realty	16	\$21,050,590	7.5	\$5,925,026	23.5	\$26,975,616
135	Natalie U Roy	KW Metro Center	10.5	\$11,809,500	13	\$15,011,000	23.5	\$26,820,500
136	Kristin M Francis	KW Metro Center	23	\$19,026,800	14.5	\$7,776,860	37.5	\$26,803,660
137	Coral M Gundlach	Compass	9.5	\$7,565,000	20	\$19,170,400	29.5	\$26,735,400
138	John Rumcik	RE/MAX Gateway	16	\$10,279,000	23	\$16,441,500	39	\$26,720,500
139	Sue G Smith	Compass	16	\$13,421,000	16.5	\$13,256,300	32.5	\$26,677,300
140	David A Moya	KW Metro Center	20.5	\$14,100,750	15	\$12,482,500	35.5	\$26,583,250
141	Viktar Kutsevich	Samson Properties	8	\$5,652,818	28	\$20,905,150	36	\$26,557,968
142	Roy Kohn	Redfin Corporation	36	\$21,827,808	7	\$4,628,111	43	\$26,455,919

Disclaimer: Information based on MLS closed data as of Nov. 7, 2022, for residential sales from Jan. 1, 2022, to Oct. 31, 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.



OUR BUYDOWN PROGRAM LETS OUR CLIENTS PAY LESS FOR A MORTGAGE IN YEAR ONE (OR TWO)

Close the deal by temporarily lowering your buyer's interest rate. The Buydown program lowers monthly mortgage payments for the first two years of the loan based on the program selected.

- For new construction and existing homes
- Help your buyers ease into a new home as they build equity
- Help your buyer free up funds for all the little things that make a new house a home

Qualifications:

- 30-year fixed rate products only
- Conventional Conforming
- Conventional and High Balance
- 97% options available



scan here to learn more!



58 • December 2022

@realproducers

realproducersmag.com

NOVA Real Producers • 59

TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Oct. 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Areeb Fayyaz	Redfin Corporation	39.5	\$23,460,332	6	\$2,948,900	45.5	\$26,409,232
144	Jon C Silvey	Compass	21	\$18,935,900	7	\$7,406,811	28	\$26,342,711
145	Jean T Beatty	McNearney Associates, Inc.	9.5	\$6,923,500	14.5	\$19,417,750	24	\$26,341,250
146	Danielle Wateridge	Berkshire Hathaway HomeServices PenFed Realty	13.5	\$10,657,250	19	\$15,665,983	32.5	\$26,323,233
147	Nathan Daniel Johnson	Keller Williams Capital Properties	37	\$18,834,501	12.5	\$7,400,504	49.5	\$26,235,005
148	Lisa E Thompson	Hunt Country Sotheby's International Realty	12	\$17,052,498	5	\$9,115,000	17	\$26,167,498
149	Katherine Massetti	EXP Realty, LLC	16	\$11,100,904	23	\$15,033,000	39	\$26,133,904
150	William B Prendergast	Washington Fine Properties, LLC	9.5	\$19,872,040	3.5	\$6,252,450	13	\$26,124,490
151	Alyssa Rajabi	Redfin Corporation	5.5	\$4,589,000	33	\$21,507,910	38.5	\$26,096,910
152	Tracey K Barrett	Century 21 Redwood Realty	19.5	\$13,932,500	17.5	\$12,125,885	37	\$26,058,385
153	William S Gaskins	KW United	18.5	\$15,200,068	9.5	\$10,726,750	28	\$25,926,818
154	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	17	\$21,894,800	4	\$3,830,000	21	\$25,724,800
155	Chris Earman	Weichert, REALTORS	11.5	\$12,572,000	12	\$13,110,250	23.5	\$25,682,250
156	George M Mrad	KW Metro Center	13	\$20,446,600	4	\$5,206,350	17	\$25,652,950
157	David L Smith	Coldwell Banker Realty	6.5	\$2,839,500	35	\$22,715,929	41.5	\$25,555,429
158	James P Andors	Keller Williams Realty	20.5	\$19,424,320	7.5	\$6,042,100	28	\$25,466,420
159	Richie Hanna	RE/MAX Gateway	30.5	\$18,137,500	11.5	\$7,287,490	42	\$25,424,990

Disclaimer: Information based on MLS closed data as of Nov. 7, 2022, for residential sales from Jan. 1, 2022, to Oct. 31, 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.

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
160	Ana Lucia Ron	ANR Realty, LLC	89	\$24,958,750	2	\$449,900	91	\$25,408,650
161	Janet A Callander	Weichert, REALTORS	11	\$12,872,616	12.5	\$12,433,000	23.5	\$25,305,616
162	Monique H Craft	Weichert, REALTORS	25	\$14,290,450	18	\$10,938,400	43	\$25,228,850
163	A. Casey O'Neal	Compass	22	\$17,784,809	7	\$7,360,080	29	\$25,144,889
164	Ashley H Tauzier	Berkshire Hathaway HomeServices Pen-Fed Realty	21	\$13,131,000	19	\$11,873,500	40	\$25,004,500
165	William F Hoffman	Keller Williams Realty	11	\$15,619,970	9	\$9,359,000	20	\$24,978,970
166	Manuwa S Eligwe	KW Metro Center	15	\$7,918,600	27.5	\$17,024,965	42.5	\$24,943,565
167	Jennifer Fang	Samson Properties	15	\$10,492,500	19	\$14,339,500	34	\$24,832,000
168	Mark E Queener	Redfin Corporation	29	\$14,021,000	17	\$10,805,900	46	\$24,826,900
169	Frank J Schofield	Summit Realtors	10	\$5,175,950	32.5	\$19,617,958	42.5	\$24,793,908
170	Sridhar Vemuru	Aragami, LLC	9	\$6,652,000	21	\$18,083,530	30	\$24,735,530
171	Phillip B Brown	Property Collective	15	\$9,827,333	25	\$14,864,800	40	\$24,692,133
172	Sarah Brown	Compass	11	\$8,543,400	21	\$16,082,040	32	\$24,625,440
173	Kevin J Carter	RE/MAX Distinctive Real Estate, Inc.	10	\$7,777,000	16	\$16,819,958	26	\$24,596,958
174	Deborah L Frank	Deb Frank Homes, Inc.	27	\$22,532,693	2	\$2,050,000	29	\$24,582,693
175	Catherine B DeLoach	Long & Foster Real Estate, Inc.	26	\$21,487,750	4	\$3,094,600	30	\$24,582,350
176	Claudia V Cornejo	Fairfax Realty of Tysons	15	\$6,478,850	53.5	\$18,098,450	68.5	\$24,577,300
177	Robert C Clark	Redfin Corporation	34.5	\$23,956,778	1	\$474,999	35.5	\$24,431,777
178	Roberto R Roncales	Keller Williams Realty	26.5	\$19,395,175	8	\$4,905,000	34.5	\$24,300,175
179	Keith A Lombardi	Redfin Corporation	15	\$7,968,900	22	\$16,325,000	37	\$24,293,900





Homebridge®

Experienced, Quality and Trusted
Home Loan Financing

Most mortgage lenders sell rate and speed.
And while we have those too, we pride
ourselves on delivering something that
means a whole lot more...Quality.

It's a difference your clients will thank you for.

Cody Kessler
Branch Manager, Mortgage Loan Originator
(301) 928-7932 | ckessler@homebridge.com
homebridge.com/cody-kessler
NMLS #182716

Pikesville Branch, NMLS #1396565
25 Hooks Lane, Suite 216, Pikesville, Maryland 21208
Homebridge Financial Services, Inc.
194 Wood Avenue South, Ninth Floor, Iselin, NJ 08830, NMLS ID #6521
©2022 Homebridge Financial Services, Inc.

Branded Videography

Best Side Story Media.com
(305) 409-8118

^ FREE 15-minute call
can help you:

- o Promote your business
- o Systematize your training
- o Capture your event
- o Tell your story



TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Oct. 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Joel S Murray	Focal Point Real Estate , LLC	8	\$21,358,690	2	\$2,925,000	10	\$24,283,690
181	Shailaja Raju	Long & Foster Real Estate, Inc.	14	\$9,800,000	16	\$14,474,600	30	\$24,274,600
182	Cricket Bedford	Thomas and Talbot Estate Properties, Inc.	9	\$11,523,897	3	\$12,600,000	12	\$24,123,897
183	Aaron A Probasco	Samson Properties	9	\$8,357,542	12	\$15,715,260	21	\$24,072,802
184	Elizabeth Lord	Compass	6	\$5,193,000	21.5	\$18,709,660	27.5	\$23,902,660
185	Stephanie Pitotti Williams	KW Metro Center	7	\$6,251,700	22	\$17,575,500	29	\$23,827,200
186	Patricia Fales	RE/MAX Allegiance	18	\$19,217,000	5	\$4,528,000	23	\$23,745,000
187	Scott C Shawkey	Keller Williams Realty	9	\$17,784,680	5	\$5,899,900	14	\$23,684,580
188	Helen E MacMahon	Sheridan-MacMahon Ltd.	8.5	\$14,930,000	6	\$8,531,000	14.5	\$23,461,000
189	David Cabo	Keller Williams Realty	14	\$17,371,500	7	\$5,984,506	21	\$23,356,006
190	John S McCambridge	Samson Properties	14	\$9,629,000	16	\$13,709,000	30	\$23,338,000
191	Brittanie DeChino	TTR Sotheby's International Realty	7.5	\$5,078,000	16.5	\$18,157,400	24	\$23,235,400
192	Diane U Freeman	Redfin Corporation	4.5	\$2,387,300	33	\$20,813,990	37.5	\$23,201,290
193	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	20.5	\$17,725,030	4	\$5,399,900	24.5	\$23,124,930
194	Barbara G Beckwith	McEneaney Associates, Inc.	11	\$16,461,000	4	\$6,645,000	15	\$23,106,000
195	Tracy V Williams	TTR Sothebys International Realty	4.5	\$9,237,500	5	\$13,865,740	9.5	\$23,103,240
196	Kendell A Walker	Redfin Corporation	21	\$11,762,749	19	\$11,324,331	40	\$23,087,080
197	Elizabeth L Kovalak	Keller Williams Realty	22	\$15,561,000	11	\$7,479,760	33	\$23,040,760
198	Johnny W Benson	Long & Foster Real Estate, Inc.	8	\$9,207,950	10	\$13,702,210	18	\$22,910,160
199	Peter Pejacsevich	Middleburg Real Estate	5.5	\$8,555,500	9	\$14,291,750	14.5	\$22,847,250
200	Serif Soydan	EXP Realty, LLC	2	\$1,167,500	23	\$21,499,800	25	\$22,667,300
201	Caitlin Ellis	Property Collective	10	\$8,158,801	18	\$14,300,608	28	\$22,459,409
202	Jennifer Mack	EXP Realty, LLC	19	\$13,741,400	7	\$8,637,520	26	\$22,378,920
203	Scott J Buzzelli	Middleburg Real Estate	6	\$9,068,000	8	\$13,234,750	14	\$22,302,750
204	Leslie L Carpenter	Compass	12	\$13,486,000	7	\$8,816,000	19	\$22,302,000
205	Alexander J Bracke	Pearson Smith Realty, LLC	15.5	\$13,914,210	11	\$8,366,150	26.5	\$22,280,360
206	Kathleen R. Grieco	TTR Sotheby's International Realty	10	\$7,238,900	16	\$15,029,941	26	\$22,268,841
207	Ryan R Mills	Redfin Corporation	8	\$4,642,500	25	\$17,621,284	33	\$22,263,784
208	Karen M Hall	@home real estate	7	\$4,400,000	24	\$17,808,800	31	\$22,208,800
209	Linh T Aquino	Redfin Corporation	35	\$19,306,500	5	\$2,817,000	40	\$22,123,500
210	Tanya Salseth	KW United	4	\$3,490,000	36.5	\$18,573,000	40.5	\$22,063,000
211	Robert W Caines	RE/MAX Distinctive Real Estate, Inc.	28	\$21,213,913	1.5	\$842,240	29.5	\$22,056,153
212	Roxanne B Watts	Coldwell Banker Realty	20	\$15,771,833	7	\$6,249,000	27	\$22,020,833
213	Angela I Bresnahan	Keller Williams Realty	17	\$16,138,200	6	\$5,852,000	23	\$21,990,200
214	Benjamin J Grouby	Redfin Corporation	34.5	\$18,848,471	3	\$3,112,500	37.5	\$21,960,971
215	Hala N Adra	Compass	4	\$4,550,000	11	\$17,386,520	15	\$21,936,520

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
216	Laura M Sacher	Compass	9	\$6,887,500	18.5	\$15,033,611	27.5	\$21,921,111
217	Ram Kumar Mishra	Spring Hill Real Estate, LLC.	14.5	\$6,378,250	26	\$15,513,300	40.5	\$21,891,550
218	Jeffrey A Jacobs	Compass	10.5	\$6,771,500	20	\$15,083,800	30.5	\$21,855,300
219	Irene M DeLeon	Redfin Corporation	34.5	\$19,545,750	4	\$2,234,900	38.5	\$21,780,650
220	Katherine D Colville	Century 21 Redwood Realty	22	\$12,556,400	17	\$9,223,150	39	\$21,779,550
221	Heather E Heppe	RE/MAX Distinctive Real Estate, Inc.	16	\$13,052,561	7	\$8,724,870	23	\$21,777,431
222	Kiran Morzaria	Samson Properties	7	\$3,467,000	25	\$18,273,221	32	\$21,740,221
223	Kelly A Stock Bacon	ERA Teachers, Inc.	14.5	\$13,653,500	8	\$8,023,960	22.5	\$21,677,460
224	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	20.5	\$11,727,150	17.5	\$9,915,500	38	\$21,642,650
225	Kara Chaffin Donofrio	Long & Foster Real Estate, Inc.	9	\$7,457,500	19	\$14,158,000	28	\$21,615,500
226	Joseph L Dettor	Keller Williams Fairfax Gateway	24	\$18,067,041	5	\$3,520,481	29	\$21,587,522
227	Juli A Hawkins	Redfin Corporation	42.5	\$20,290,851	3	\$1,281,100	45.5	\$21,571,951
228	Kyle R Toomey	Compass	18.5	\$8,896,250	20	\$12,606,525	38.5	\$21,502,775
229	Gail Romansky	Pearson Smith Realty, LLC	17.5	\$18,274,560	3	\$3,145,000	20.5	\$21,419,560
230	Branden L Woodbury	Redfin Corporation	40	\$20,302,499	3	\$1,117,000	43	\$21,419,499
231	Abel Aquino	Redfin Corporation	31	\$17,755,990	5	\$3,583,614	36	\$21,339,604
232	Touqeer Malik	Fairfax Realty of Tysons	7	\$4,798,000	21	\$16,538,090	28	\$21,336,090
233	Natalie Wiggins	Redfin Corporation	29	\$14,864,477	9	\$6,420,000	38	\$21,284,477

Disclaimer: Information based on MLS closed data as of Nov. 7, 2022, for residential sales from Jan. 1, 2022, to Oct. 31, 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.



**Do you want to BUILD A RELATIONSHIP with
a different kind of mortgage company?**

MOVEMENT MORTGAGE IS THE ANSWER!

**BEGIN YOUR RELATIONSHIP WITH CHRIS TODAY AND
SEE WHY MOVEMENT IS MORE THAN MORTGAGES.**

CHRIS SHEAD Loan Officer, Movement Mortgage, NMLS # 1276733
(703) 498-8235 • Chris.Shead@movement.com • ChrisShead.com
3701 Pender Drive Ste. 115, Fairfax, VA 22030



DC-ML01276733, MD-28606, VA-MLO-22764VA | Movement Mortgage, LLC supports Equal Housing Opportunity. NMLS ID# 39179 (www.nmlsconsumeraccess.org) | 877-314-1499. Movement Mortgage, LLC is licensed by D.C. # MLB39179, MD # 19094, VA # MC-5112. Interest rates and products are subject to change without notice and may or may not be available at the time of loan commitment or lock-in. Borrowers must qualify at closing for all benefits. "Movement Mortgage" is a registered trademark of the Movement Mortgage, LLC, a Delaware limited liability company. 8024 Calvin Hall Rd, Indian Land, SC 29107.



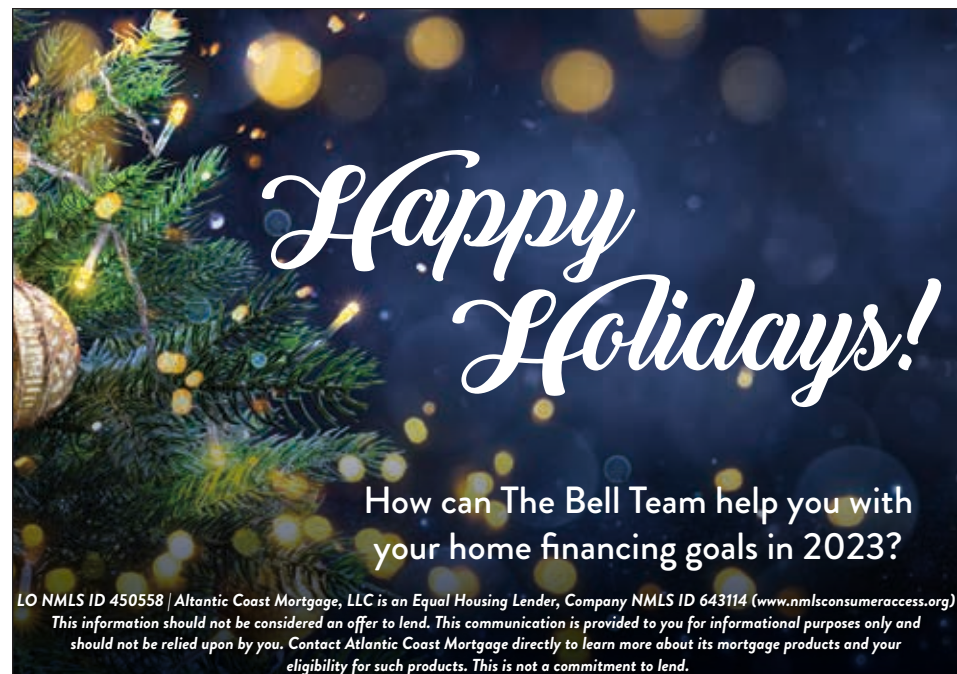
MOVEMENT
MORTGAGE

TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Oct. 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Albert D Pasquali	Redfin Corporation	16	\$8,505,500	19	\$12,757,000	35	\$21,262,500
235	Angela Allison	Houwzer, LLC	27.5	\$21,262,400	0	\$0	27.5	\$21,262,400
236	Fred P Reitzel	RE/MAX Distinctive Real Estate, Inc.	9.5	\$15,680,077	7	\$5,520,000	16.5	\$21,200,077
237	Marnie S Schaar	Compass	22	\$17,102,500	5	\$4,097,000	27	\$21,199,500
238	John Moore	Compass	20	\$15,933,009	6	\$5,190,000	26	\$21,123,009
239	Troy J Sponaugle	Samson Properties	13	\$7,566,518	20.5	\$13,524,069	33.5	\$21,090,587
240	Leo Lee	TTR Sotheby's International Realty	9.5	\$7,284,000	12	\$13,692,900	21.5	\$20,976,900
241	John R. Lytle	Pearson Smith Realty, LLC	3.5	\$2,314,175	28	\$18,661,100	31.5	\$20,975,275
242	Tracy M Dillard	Compass	3.5	\$6,367,500	8	\$14,583,255	11.5	\$20,950,755
243	Michael McConnell	Redfin Corporation	26	\$13,774,676	11	\$7,155,550	37	\$20,930,226
244	Joshua Chapman	Compass	8	\$4,768,030	13.5	\$16,062,250	21.5	\$20,830,280
245	William P Bensten	Merion Realty LLC	9	\$14,300,830	4	\$6,365,110	13	\$20,665,940
246	Patricia M Blackwelder	Samson Properties	12.5	\$9,335,463	13	\$11,301,763	25.5	\$20,637,226
247	John Murdock	Keller Williams Realty	28.5	\$17,174,562	5	\$3,444,990	33.5	\$20,619,552
248	Tracy B Dunn	McEneaney Associates, Inc.	9.5	\$8,211,500	13	\$12,388,000	22.5	\$20,599,500
249	Brad C Kintz	Long & Foster Real Estate, Inc.	35	\$18,257,250	3	\$2,329,000	38	\$20,586,250
250	Victoria Zhao	Samson Properties	8	\$3,969,250	20	\$16,579,165	28	\$20,548,415

Disclaimer: Information based on MLS closed data as of Nov. 7, 2022, for residential sales from Jan. 1, 2022, to Oct. 31, 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.



Happy Holidays!

How can The Bell Team help you with your home financing goals in 2023?

LO NMLS ID 450558 | Atlantic Coast Mortgage, LLC is an Equal Housing Lender, Company NMLS ID 643114 (www.nmlsconsumeraccess.org) This information should not be considered an offer to lend. This communication is provided to you for informational purposes only and should not be relied upon by you. Contact Atlantic Coast Mortgage directly to learn more about its mortgage products and your eligibility for such products. This is not a commitment to lend.

The Bell Team

AT YOUR SERVICE WITH



ATLANTIC COAST
MORTGAGE

MELISSA BELL

Senior Vice President, Sales Manager
NMLS ID # 450558

M: 817-807-1616

MBell@acmllc.com

TheMelissaBellTeam.com



HAVE JUNK? WE CAN HELP!

IT'S AS EASY AS POINT AND PICK UP

Just point to the junk and let uniformed **123JUNK** drivers pick it up. We load, haul and dispose of your junk responsibly using the eco-friendly **1-2-3 Disposal Process** everyone's talking about.



1 - DONATE



2 - RECYCLE



3 - DISPOSE

NO-BRAINER PRICING

123JUNK charges a flat fee based on **volume**. Fuel, labor, disposal fees, donation deliveries—it's all in there, and you'll know the price before we begin. We'll even provide receipts for tax-deductible donations!



WWW.123JUNK.COM

Proud Partner of



Proudly Serving DC, MD & VA

Jack Brandt
703-791-1238
JBrandt@123JUNK.com



Kevin Wheeler
Phone: 301-798-6055
kwheeler@123junk.com



PRINT ME MORE!

Were you, the team or your business featured in an issue of *DC Metro Real Producers*?

Want a copy of your article or full magazines that you were featured in?



REPRINTS!

What the heck is a reprint? A reprint is a 4- or 8-page, magazine-quality-grade paper with your full article and photos, and you on the **cover** of the publication.

WHY DO I NEED THOSE?

These reprints are a professional marketing tool that can help brand you, your team, and/or your business.

- Use on listing appointments
- Send out to friends and family
- Send to clients with your holiday greetings
- Brokers, use as recruiting tools for capturing new talent
- Use when farming your favorite neighborhood



WHAT IF I CHANGED COMPANIES OR NEED SOMETHING CORRECTED IN MY ARTICLE?

No worries! We can make any changes needed. We send you a proof, you approve, and then they are sent to you via FedEx.

WHO CAN BUY THESE?

The REALTOR® who was featured, the broker, our partner, or family. Anyone who wants to promote you!

HOW DO I ORDER?

Email us at info@dcmetrorealproducers.com.

Happy Holidays from our Interstate family to yours!



Connect With Us

D.C. Metro area locations in Landover, Springfield and Sterling

Quality You Can Trust!

**Local | Long Distance | International
Moving & Storage Services**

For more information about preferred pricing and special programs for your clients, call **Sherry Skinner** at

703.226.3282



Sales@invan.com | MoveInterstate.com



**HOME FIELD ADVANTAGE
INSPECTION SERVICES**

REALTORS, Why Choose Us?

- Less than 24-hour turnaround
- Thorough inspection reports
- Photos & videos (if applicable)
- Enroll in Errors & Omissions/General Liability insurance
- ✓ Buyer's Home Inspection
- ✓ Pre-Listing Inspection
- ✓ New Construction Inspection
- ✓ Home Maintenance Inspection
- ✓ Radon Testing

Schedule an inspection today!

ANDREW STALLINGS

Licensed Home Inspector
(703) 755-5611 • Homefielda1@gmail.com

hfieldadvantage.net

VA LIC. #3380001255 • MD LIC. #33653

**YOUR
PEACE
OF MIND
IS MY
PRIORITY**



ARW HOME

Home Warranty



Anne Lang

Territory Manager
(703) 932-5754
alang@arwhome.com

Industry Leading Coverage
From the Kitchen to the Curb™



External Water/
Sewer Coverage



Use Ours or Choose
Your Contractor



Call Center
in USA



REALTOR®
Concierge Service

Call or visit 1-877-ARW-AGNT • arwhome.com/realestate

©2022 ARW Home 901 Yamato Road, Ste 100E, Boca Raton, FL, 33431.
From the Kitchen to the Curb® is a trademark of ARW Home.



Merry Christmas!
We look forward to working with you in 2023.



Toni Hill
Loan Officer | NMLS ID: 1657634
(703) 996-9705
toni@tonihillteam.com
tonihillteam.com



MOVEMENTMORTGAGE



3701 Pender Dr, Ste 115, Fairfax, VA 22030. DC-ML01657634, FL-LO81768, MD-1657634, PA-90420, VA-MLO-35938VA | Movement Mortgage LLC. All rights reserved. NMLS ID #39179 (www.nmlsconsumeraccess.org). Interest rates and products are subject to change without notice and may or may not be available at the time of loan commitment or lock-in. Borrowers must qualify at closing for all benefits. For more licensing information please visit movement.com/legal

OUR FOCUS IS ON YOUR NEEDS

"MBH SETTLEMENT GROUP MADE OUR HOME BUYING PROCESS VERY SMOOTH. THEY ARE EFFICIENT AND VERY PROFESSIONAL.

WE WHOLEHEARTEDLY RECOMMEND THEM."

- GOOGLE | SIDOINE | NOV 2021

"SO RESPONSIVE EVERY TIME I HAD A QUESTION...BEYOND HELPFUL IN TRYING TO FIX A BLUNDER THAT WAS COMPLETELY MY FAULT, BUT SHE MADE ME FEEL AT EASE ABOUT THE WHOLE THING. FINALIZING THE CLOSING PROCESS AND SIGNING ... WAS A BREEZE.

HIGHLY RECOMMEND."

- GOOGLE | DANIELLE K. | NOV 2021



Looking For Exceptional Service And A Smooth, Secure, Convenient Closing That Is Focused On Your Needs?

Contact MBH at one of our 20 offices across VA, MD & DC.

MBH
Settlement Group
Positioned for your success.™

Bethesda
301-941-4990

District of Columbia
202-749-8420

Alexandria (Old Town)
703-739-0100

Arlington
703-237-1100

Burke
703-913-8080

Chantilly
703-277-6800

Fair Oaks
703-279-1500

Fredericksburg
540-373-1300

Front Royal
540-878-4210

Gainesville
703-468-2020

Kingstowne
703-417-5000

Lake Ridge
703-492-7900

Loudoun County
703-840-2000

Manassas
703-393-0333

McLean
703-734-8900

Reston
703-318-9333

Stafford
540-658-0992

Vienna
703-242-2860

Warrenton
540-349-7990

Winchester
540-546-0615



NOW IT'S FASTER AND EASIER FOR YOUR CLIENTS TO BUY A HOME

Thanks to Vellum Advantage

- Low Downpayment Options
- Transparent Process
- Streamlined Experience
- Fast to Close

Contact me today to learn more!



Nathan Burch, CMB
Senior Vice President
NMLS ID #: 231804

Direct & Text: (703) 350-4000
nathan@vellummortgage.com
NathanBurch.com



Vellum Mortgage, Inc. | NMLS ID# 1657323
Equal Housing Lender | www.nmlsconsumeraccess.org

