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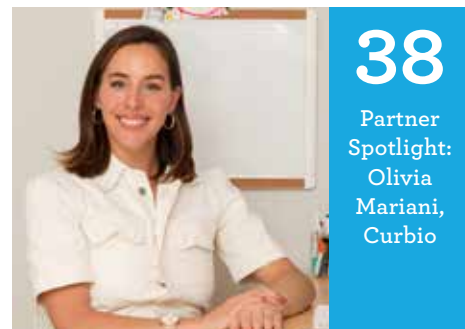
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Check out our upcoming classes and events on Facebook and Instagram!



►► publisher's note

HAPPY NEW YEAR!

Dear NOVA Real Producers,

We're pleased to bring you the 32nd edition of *NOVA Real Producers*. This month, we share the *Real Producers'* Washington Football Team Game Day photos. The event was EPIC and we won! Check out the photos inside on pages 18–25!

As usual, this magazine is provided free of charge and is distributed exclusively to the top 500 REALTORS® in Northern Virginia. Thank you to our Preferred Partners, who make it possible! If you're receiving this publication, then congratulations — it means you're the “best of the best” and in the top 0.5 percent of your field.

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

#### Circle of Influence

As top performers, it's always important to be aware of our circle of influence. “Your circle is your ceiling.” Isn't that the truth!

When you're surrounded by positive and persistent people, opportunities are endless. Their energy, drive, audacity, and vision rub off on us, inspiring us to become our best and to envision more empowered possibilities.

On the contrary, when you're surrounded by the wrong people, opportunities are *nowhere* — the economy is terrible, nobody has money, and the world is a horrible place. As the saying goes, “You can't soar with the eagles when you hang out with turkeys.”

Oftentimes, once we reach the top levels in our offices and areas, it becomes increasingly more difficult to be surrounded by people who are on similar “levels,” chasing similar dreams, and holding themselves to similar standards. The problem is that the higher the standards we hold ourselves and our organizations to, the higher the standards we should be having for our circle of influence. Audit, and be intentional!

That's why this *NOVA Real Producers* group was born: to help celebrate, inspire, and connect the top performers in Northern Virginia's real estate industry, and to forge stronger relationships between the people who take the profession seriously.

We look forward to seeing you at our future events, connecting with the other high performers in the area, and in our private Facebook group, Top 500 NOVA Real Producers.

We are excited for 2022 and the events we are planning — our 100-plus-attendees events with safety measures in place (we have adapted to the environment) and smaller events as well. We listened to what you asked for. Look for your invite to our next big event coming up in March!

If you have any suggestions for our writers or agents on topics you'd love to see featured, please email us at [info@novarealproducers.com](mailto:info@novarealproducers.com).

Yours in success,



**Kristin Brindley,**  
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# What is the weirdest thing that has happened to you at a showing?



**IAN MCVEIGH**  
**The Redstone Group**

A tree fell through the house while we were showing.



**JON GRANLUND**  
**Keller Williams Realty Dulles**

Touring foreclosures with investors after the bubble was very interesting. During that time, it was very common for copper to be stolen from those homes. I walked into one home and the copper was stolen but the water never shut off. The water was waist-deep and still pouring out.



**SARAH PICOT**  
**McEneaney Associates**

Discovering a hidden room. I took an investor to a property that needed lots of work. He was blah about it until going behind the staircase in the basement and finding a two-story basement room underneath the basement we knew about. It was crazy. We could have played basketball down there.



**DALLISON VEACH**  
**The Veach Realty Group**

Dropping my phone and the house key into an abandoned pool with dark green algae water!



**CHRISTINE BROWN**  
**Avery-Hess, REALTORS®**

Totally walked in on people in bed that were not clothed. Tenant situation, where they were renting rooms.



**LINDSAY POTTER**  
**Keller Williams Realty**

I walked into a house for my showing time and another family was already there.



**JESSICA FAUTEUX**  
**RE/MAX Allegiance**

I walked in and someone was sleeping.



**MANSOORA DAR**  
**Keller Williams McLean**

Divorce situation and the husband didn't want the house shown. Went inside and the husband came running up the stairs, saying, "No, you can't show the house." I was scared to death because he wasn't supposed to be there. He told us, "Get out!" I called the listing agent and he was so apologetic.



**DIANNE VAN VOLKENBERG**  
**Long & Foster Real Estate**

Had a client hiding in the basement closet underneath the stairwell. They didn't want to leave the house. People wanted to check the closet space so they opened the door and there was a little bald man hunched over.



**BEN HEISLER**  
**Pearson Smith Realty**

I found a squatter in a vacant property.



**DEBBIE WICKER**  
**Keller Williams Realty**

I had a client who brought a psychic with them to identify top houses. She picked the second one and we all went to the house during the home inspection. The client had a trained rescue dog...she was part of an animal activist group. The dog would follow us around from house to house to house. The client told us this dog was a model citizen and would sit and stay at the houses, so we let her bring the dog along. Sure enough, the dog was a model citizen. We did the home inspection at house number two and the family that owned the house had a rabbit hutch. Unknown to us, the rabbit was hopping around and the dog grabbed the rabbit and killed it.

It was a hot June day and the psychic left. All of a sudden, Sally the psychic was back at the door. She said, "There's a problem; there's a dead rabbit in the yard." The client who owned the dog comes running from the yard screaming, "You murderer!" The mom and kids had left to go to a party, so we had to shovel Fluffy into a paper bag and bury it in the trash can and tell the listing agent. The dad and kids were okay, but the mom was very upset.



**PIPER YERKS**  
**Washington Fine Properties**

A dog ran out of the gate and we couldn't find him. We went on foot and our assistant went in the car looking for the dog and ended up saving the wrong dog and putting it into the house! Luckily, we finally found the right dog.



**MICHELE BARRERA**  
**Compass**

My first client ever (female) in 2019...I went to do a showing and a woman ran out of the bathroom to meet us wrapped in a towel asking who we were and why we were there!



**NOEL TUGGLE**  
**Pearson Smith Realty**

I had a brand new client that I had never met before and he was 10 minutes late to our showing. He pulls into the parking spot and I go to shake his hand and he says, "No, can you just open the house?" Then, when I do, he runs into the house and up the stairs and uses the restroom and clogs the toilet. Not only that, but he also runs out of toilet paper. I had to look all over for toilet paper and ended up needing to give him the paper towel roll and had him clean up.



**BRETT SELESTAY**  
**Property Collective**

Clients walked into a rental, and they didn't get the memo that there was a showing and the guy in the house had a bong and was smoking.



**ELI TUCKER**  
**RLAH Real Estate**

At my client's first showing, we got to the house in the early afternoon, and in every bedroom, the lights were off and people were asleep!



**DILYARA DAMINOVA**  
**Samson Properties**

I had a gun at my head because the seller forgot to notify his tenant that there was a showing scheduled and the tenant thought that someone broke into her home. Since that happened, I now scream out loudly, "Realtor!" before entering any property, no matter what, even when I go into an empty home.

...





**SUE SMITH**  
Compass

Scheduled, confirmed showing...a large dog (husky mix) came running toward the door as I was opening it. I closed the door quickly and the dog hit the door with full force! Needless to say, we did not view the home, and my clients were no longer interested! So much for having your pet contained, as were the instructions in the MLS.



**RITU DESAI**  
Samson Properties

This was back in the winter of 2006. I was showing townhomes to a family. It was a cold wintery evening. We decided to step on the deck to check out the view and the backyard. It was a cold day. I pulled the door behind us not wanting to let cold air get inside the vacant home. Next thing I know, we have locked ourselves out. None of us had our shoes on (remember, we did not have shoe booties back in those days — and a cell phone was a luxury!). I had a Blackberry phone, but I had left my listing sheet inside the home. To

make matters worse, it was getting dark, there were no staircases leading to the backyard where I could walk around and go back to the front door, and the home backed up against the woods so no one was passing by.

We tried calling out to the neighbors but no one could hear us. My clients had young kids complaining they were getting cold. My heart was racing and I was about to have a panic attack. At that moment, analyzing the situation, my client (husband/dad) decided to jump over to the neighbor's deck and bang on their door for help. The neighbor heard the bang and was so scared and confused seeing a man standing on their deck. We explained the situation. They let my client walk through their home. Escort to the front door of the townhome we were previewing. From that point onwards, I made a *rule* to never ever close the door behind without confirming if I had a key to get back inside. They did not end up buying that home.



**LISA THOMPSON**  
Sotheby's International Realty

At a walk-through, we had a rather large salamander in the house. I called a fellow agent to help and get him out. Also, I was doing a broker's open in a historic home (100-year-old home) and I looked out through the kitchen door and the rocking chair was moving by itself. We went to check it out and a huge black snake was rocking it back and forth.



**YOUSSEF ZEROUAL**  
Weichert, REALTORS®

The husband kept on asking me and my clients to check out the updated master bathroom. When I opened the door, his wife was naked in there!



**FRANCISCO LOPEZ**  
Pearson Smith Realty

There was a home down south in Stafford or Fredericksburg. "I knocked on the door and no one answered at first. Then, some lady came running out of her bedroom and was angry and said not to touch anything. The clients and I walked into the basement and she had a wall full of guns. All different types.

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# NOVA and DC METRO REAL PRODUCERS' GAME DAY!

NOVEMBER 14, 2021



What an amazing event we had on November 14 at FedEx Field! This was our first joint event between NOVA and DC Metro Real Producers, where we got to see the Washington Football Team defeat the Tampa Bay Buccaneers. A *huge* thank-you to our sponsors because without them we wouldn't have had this incredible event. Check out pictures of the event on the following pages and on our social media pages!

Thank you again for being a part of our "connecting, elevating, and inspiring" *Real Producers* community. We know your time is precious, and we are grateful that you shared some of it with us. We can't wait to see you at our next event!

Photography and videography were done by Ryan Corvello, Aaron Lebo, HDBros, and Best Side Media Story.



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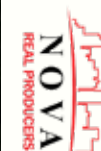
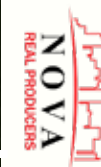
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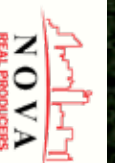
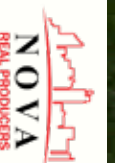
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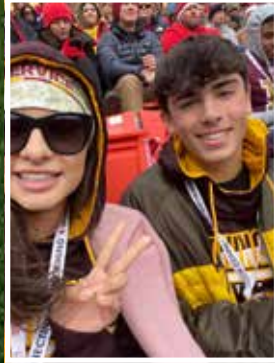


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# How to Take Your 2022 Goals to the Next Level!

words by wade  
By Wade Vander Molen

**2022 IS HERE.** The time to pat ourselves on the back from our great 2021 is over. We have our business plans ready to go and goals set for the new year. The path we each take to reach our goals might be different, but in this article, I want to approach how we view our 2022 goals in another way. Traditional goals might center around doing more transactions, increasing your GCI, or growing a team. There are a few 2022 goal-related items that perhaps you haven't thought about but might be helpful to your business. Let's discuss!

## Lead-Source Funnels

Increasing your lead-source funnels is one of the best ways to grow your real estate business. Many REALTORS® will tell you they generate their business by referral. That is just one lead-source funnel. Look at all your transactions generated in 2021 and write down how you generated each client. Which of your lead-source funnels are heavy and which are weak? Which funnels are you looking to add to your business — more clients in 2022 from open houses, Facebook ads, Instagram, organic online, or client-appreciation events?

If your goal in 2022 is to do 12 more transactions than you did the year before, how many more transactions need to be generated, from which lead-source funnel, to achieve your goal?

## New Marketing Opportunities

Another way to look at your 2022 goals is to look at what marketing expenses you had in 2021. What worked for you and what didn't? The worst thing you want to do is throw away money that could be used towards other, more useful things. If you spent money on postcards or online leads, for example, and you took a loss on that marketing effort, stop

doing those things in 2022 and use that money for other opportunities. Again, look at lead-source funnels, and set goals on what money is to be redirected where to generate more clients in the new year.

## New-Hire Goal

Depending on where you are in your career, this goal can help your business explode. The place where agents finally break through the glass ceiling is the additional hire. This hire doesn't have to be a buyer agent, but instead an administrative hire, transaction coordinator, or marketing assistant. They say if you don't have an assistant, you are one. Leveraging your business to take back your time so it can be focused on what you do best is important. Make this a priority in 2022 and it will do wonders for your business.

## Get Uncomfortable

Lastly, set a goal of doing something(s) that makes you uncomfortable. This could be public speaking, starting a YouTube channel and doing videos, or doing more Instagram content. Whatever it is, doing what others are not willing to do will make you stand out in a sea of real estate agents. Set quarterly goals for what each of these new, uncomfortable things will be and make a plan to achieve them. You will find that some of your weaknesses can eventually become your strengths.

The bottom line is, having a real estate business plan and goals are important, but if you dig deeper, there are goals within goals. Let's make 2022 your best year yet. Good luck!



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

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By Colleen Sweeney, Esq.

# RENT BACK

## Your Powerful Tool

In this competitive market, real estate agents are tasked with finding creative ways to entice sellers and “win” buyers their dream house. “Rent backs” have become an effective tool. The parties need to understand that this is not a typical landlord-tenant scenario; rather, they have a contractual relationship defined by the terms of the post-occupancy settlement agreement. Therefore, it is important to carefully tailor contracts that address both parties’ rights and responsibilities.

The first factor to consider is the occupancy charge. For example, will there be a daily or flat fee or will the

buyer’s daily cost define the charge? Due to the demands of this seller’s market, buyers often agree that there will be no payment associated with the post-settlement occupancy. This is acceptable if noted in the contract.

The second factor to consider is the occupancy deadlines. A defined date should be established for the property to be vacated. The contract should also address what occurs if: 1) the deadline is not met, or 2) the seller leaves early. If the seller is paying a daily cost, will they receive a refund? Also, be cognizant that the length of the post-occupancy could impact the buyer’s financing if it exceeds 60 days.

The third factor to consider is property maintenance and condition. Generally, the contract should state that the seller will pay for the utilities and maintain the electrical, plumbing, existing appliances, AC, equipment, and fixtures in substantially the same condition as they were on the settlement date. One important caveat: what would occur in the event of catastrophic loss? The contract should make it clear that the buyer’s insurance would be utilized. A savvy real estate agent will carefully address the responsibilities of the parties in such an event. The contract should also state what condition the property will be in when vacated.

The fourth factor to consider is the security deposit. These funds can only be used for the limited purpose of addressing a deficiency that arose during the post-occupancy time period. A sufficient escrow should be held to remedy potential issues. The contract should state that the buyer must conduct a post-occupancy inspection of the property. Likewise, the terms required for the return of the security deposit should be defined and carefully adhered to.

The risk of loss should also be addressed. It is imperative to let your buyer and seller know they must have insurance that reflects their current ownership interest. After the settlement date, the seller is responsible for insurance to cover bodily injury and their personal property. The buyers must have a homeowner’s policy starting on the settlement date. Because the seller will have reduced their coverage, the contract should note that the buyers would be responsible for more significant

damage (fire, act of God, or other casualty), which is covered under a typical homeowners’ policy.

Finally, the contract should include a plan for access to the property during the term of the agreement. A set of keys should be provided at settlement and the buyer should be granted reasonable access. If this is an investment property, the buyer should have expanded access to show the property and place a sign and lockbox on the premises.

Utilizing a standard seller’s post-settlement occupancy agreement, such as NVAR KI020-rev 01/19, as an addendum to your contract is critical. Understanding the impact of each contractual term allows you to tailor the contract to your client’s needs and clearly define expectations. With careful attention to these details, a rent back can be a powerful tool.

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, litigation, and 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.





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"When I was at the Brady Center and a couple of other organizations, I tried to make a difference on a macro level. With my role in real estate, I can make an impact on a micro level, helping people through life-changing events. I look forward to helping them go through the same successful life transitions I've experienced."



**COLIN GUNDERSON**

Keller Williams Realty

"I hope that everything I do, whether it be personal or professional, is an embodiment of what my parents taught me: The true mark of a gentleman, or a lady, is someone who puts the consideration of others before their own. That is my mantra, and I hope and pray that it is present in all I do."



**OLIVIA MARIANI**

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"Success means finding balance. When you find harmony with professional, personal, and family lives, that is the ultimate success." "There's virtually no real estate transaction that excludes some type of home improvement or repair work. Real estate professionals have a true competitive edge with Curbio in their corner."



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# Olivia Mariani

## Curbio

## Taking the Hassle Out of Home Improvement

*“The traditional home improvement process doesn’t work for real estate,” Olivia Mariani begins. “However, Curbio was built for real estate. It was built to get every listing to closing with smart and fast home improvements.”*

### It’s a Win-Win

Virtually every real estate transaction includes some type of home improvement or repair work. When selling a home, repairs and improvements help get the home ready to be listed on the market. On the flip side, when purchasing a house, buyers have a laundry list of projects and updates they want to be taken care of prior to moving in.

Thanks to Curbio, what used to be a painful, time-consuming experience fraught with inconsistencies has been

transformed. Olivia and her team have placed three values at the core of their offerings: speed, reliability, and transparency. Curbio partners with REALTORS® and their clients to get homes ready for market or move-in with smart home improvements delivered via a turnkey experience.

“We make home improvement hassle-free and reliable, so all Realtors and their clients get to closing quickly and with peace of mind,” Olivia explains. “Agents depend on Curbio to reach their clients’ goals, whether it is to sell fast, sell for more, or move into their dream home. The biggest win-win is working with agents every day to achieve their clients’ goals by taking the hassle out of home improvement.”

**A Contractor Built for the 21st Century**  
“The traditional home improvement process is outdated, unreliable, and simply does not work for real estate,” Olivia continues.

Scheduling and working with contractors can often be time-consuming and riddled with delays, leading to issues closing on time or risking the client relationship. Curbio understands the flaw in working with a typical contractor during a real estate transaction.

Curbio is an all-in-one home improvement company founded on the premise of doing things differently. The company is committed to delivering peace of mind through a technology-driven approach. Curbio offers a

...



Olivia at home with Lia (left) and Benny (right).

partner spotlight

By Zachary Cohen  
Photos by Ryan Corvello



...

vastly different experience compared to working with traditional contractors, where old-school methods still reign supreme. All contractors are licensed and insured and trained and reviewed regularly by Curbio.

“We are the Realtor’s home improvement company, and unlike most

concierge programs that are simply providing up-front cash for improvements, we’re the licensed general contractor and project manager on every project,” Olivia explains. “With Curbio, the entire process is turnkey. Everything from A to Z is taken care of, alleviating the real estate professional’s workload and saving agents



Director of Marketing Olivia Mariani says Curbio is an all-in-one home improvement company with turnkey systems that help get homes ready for market in the shortest time possible.

an average of 40 hours in project management time.”

**Making Home Improvement Simpler**

Curbio offers technology and systems that assure their success in any real estate transaction. According to Olivia, Curbio’s repairs move 65 percent faster than those of the average general contractor. Curbio provides same-day estimates and fixed-price proposals. From the initial quote to the final punch list, the client has full visibility into the project with an app that allows them to track each stage of the project with real-time photo, video, and text updates. Curbio also defers all payments until closing, with zero fees, interest, or premiums.



“I love that I get to be part of a company on a mission to make home improvement simpler and more accessible for the real estate industry,” Olivia explains. “It’s an industry that is old-fashioned and has been done the same way forever, and Curbio is changing that, bringing a refreshingly transparent, turnkey approach to Realtors and their clients.”



*Olivia Mariani has spent her career in the technology industry developing creative, data-driven marketing strategies for companies of various sizes, from startups to publicly traded companies. She is now the director of marketing at Curbio. For more information, please visit [curbio.com](https://curbio.com).*





## » agent spotlight

By **Dave Danielson**  
Photos by **Aaron Lebo**

# brian SIEBEL

## *Commitment and Tenacity*

**Y**ou know when you see someone who has a true passion for their work. It comes through in the way they help others ... the way they invest themselves fully to reach results for those around them. That's the spirit that Brian Siebel, J.D., carries with him each day.

As vice president of Compass and team leader of Siebel Homes, Brian takes an all-in approach to helping his clients find success with a true sense of commitment and tenacity. "I really enjoy my clients and helping them achieve their goals in life. It's very satisfying," Brian emphasizes. "While I enjoy working with clients in all stages of life and with various real estate needs, the majority of my focus is with first-time homebuyers.

I really enjoy helping them make that transition in life. I also have a very international clientele and enjoy the diverse group of families and individuals I have the chance to help."

### **Making a Difference**

Brian earned his real estate license in October 2013. Before that, he built a successful, difference-making career in Washington, D.C., as a public interest lawyer, including serving for 13 years with the Brady Center to Prevent Gun Violence. "Through my time there, I fought to reduce the scourge of gun violence on a national level," he recalls. "I also worked for organizations to protect voting rights and advocate around federal judgeships and issues before the U.S. Supreme Court. It has always been

my passion to help change the world for the better."

### **Learning and Growing**

Brian was born on a dairy farm in Indiana and grew up in Illinois. He learned many lessons that have stayed with him and have helped to shape his life. His father left farming and became a REALTOR®, a role he relished for the rest of his life. Brian's stepfather, who had the biggest influence on him, was a businessman with a law degree. "I practiced law for 22 years and now work as a Realtor. It's fascinating to me that I'm doing the things that my two fathers did," Brian smiles.

After 10 years in Washington State, finishing college and working, Brian moved to Washington, D.C., to become a public

interest lawyer. He went to American University, where he met his wife, Linda Howell, at law school. He clerked for a renowned federal judge in Buffalo, New York, for two years, moved back to D.C., got married, and, after a few years litigating at a large D.C. law firm, began his tenure with the Brady Center to Prevent Gun Violence.

When the economic crash of the late 2000s hit, the Brady Center had to cut its staff dramatically, and Brian was let go. "After the Brady Center, I worked for a couple of other organizations, but was once again the victim of a lack of public interest organization funding," Brian recalls. "Eventually, I decided I was going to go into real estate to help people directly."

Brian joined McEneaney Associates Inc., REALTORS® in Arlington, and it didn't take long for Brian to realize he was on the right path. As he says, "I was very happy immediately. ...





It was a great opportunity for me to build my own business. It was the time for me to be in charge of my own path. My first year built a foundation. In the second year, the business took off.”

Signs of Success

That’s definitely an understatement. Brian quickly grew his business, and, in his fifth year, he began averaging over \$20 million in sales volume annually. In the process, he has been recognized by *Washingtonian Magazine* as a Top Producer every year since 2017, and by *Arlington Magazine* since 2019. In 2020 and 2021, Brian received *DC Modern Luxury Magazine’s* real estate award and Broker Agent Advisor’s Seven Star award. Zillow has also awarded him Best in Customer Service, Master of Client Happiness, and Best of Zillow.

In 2019, Brian moved to Compass, where he has created a great team under the name Siebel Homes — a team that has five members today.



Brian Siebel is vice president of Compass and team leader of Siebel Homes.

Brian works with gratitude for the environment he enjoys at Compass. “I really love it here. Compass is a very forward-looking company that offers tremendous tools to its agents to help us help our clients,” he says. Brian also enjoys the parallels between law and real estate. “In both cases, I put my clients’ interests first. When I was at the Brady Center and a couple of other organizations, I tried to make a difference on a macro level. With my role in real estate, I can make an impact on a micro level, helping people through life-changing events,” he points out. “I look forward to helping them go through the same successful life transitions I’ve experienced.”

Family Foundation

Family is at the heart of life for Brian. He and Linda have two adopted children: Elizabeth, who is pursuing her master’s degree at George Mason University, and Ethan, who just started his collegiate career at DePaul University.

In his free time, Brian has a passion for travel. He also likes to exercise and looks forward to time spent on the water.

Leading the Way

Those who have the chance to know and work with Brian appreciate his honest, straightforward manner and the way he puts his experience and expertise to work to make a positive difference in the world. It is reflected in more than 90 five-star online reviews offered by his clients.

“I’ve lived a very good life and I’m trying to help other people live good lives too. Homeownership is a key part of that,” Brian says. “My life changed when I bought my first condo in D.C., and then, after Linda and I married, we bought our first house, followed by a bigger house as our kids started to grow. At some point, we will become downsizers. There are a whole lot of memories attached to all of that. I’m trying to help others have those same types of good experiences and memories.”

Congratulations to Brian Siebel for the positive impact he creates. Each day, the people around him benefit from his heartfelt commitment and tenacity.



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Photo by Ryan Corvello

# COLIN GUNDERSON

## FROM MLB TO REAL ESTATE: LESSONS LEARNED ALONG THE WAY

By Zachary Cohen

*The difference between the impossible and the possible lies in a person's determination.*  
—TOMMY LASORDA

### ▶▶ rising star

Before becoming a REALTOR®, Colin Gunderson, of Keller Williams Realty, spent 12 years working as the Los Angeles Dodgers' press coordinator and assistant to baseball legend Tommy Lasorda. After relocating to Washington, D.C., Colin hoped to pick up a job by leveraging his expertise in communications. But rather than sliding into a new industry with ease, Colin was faced with unexpected obstacles.

#### THE ROAD TO REAL ESTATE

"After working at the highest levels of Major League Baseball for as long as I did, I thought I could show up in D.C. and be hired immediately. I was flat-out wrong," Colin says humbly. "Instead of employers viewing me as a communications professional whose skills could transcend industries, they looked at me as just a baseball guy."



Colin Gunderson (left) works with Josh Dukes (right), on the Wasz-Dukes Real Estate Team at Keller Williams. (Photo by Ryan Corvello)

During this time, Colin wrote a book, *Tommy Lasorda: My Way*, and hosted a podcast, *Love of Baseball*. As he searched for steady work, Colin developed a distaste for what he coined, "the online resum  game." He recalls the time when his struggle came to a head. He was on the way to his seventh interview for a speech-writing position when he reached out to an old friend.

"I was casually texting my buddy, Josh Dukes, asking him to wish me luck on the interview, which he did. I told him that if it didn't go well, I would have to come to sell real estate with him. I didn't use an emoji because they weren't yet created at

that time, but if they were, I would have used a few of those smiley, laughing ones with tears coming out of the eyes. Being a Realtor was never a thought."

A month passed, and Colin had yet to hear from the organization he interviewed with. That's when he decided to call Josh back. To his own surprise, Colin found the opportunity to become a real estate agent enticing. "After talking with Josh about the industry, I was so pleased and relieved to find a profession that matched my values. Service above self."

That was 2017. Over the past four years, Colin has seen his real estate business take off. In 2020, he closed 27 transactions for \$12 million, and in 2021, he's tracking to close 30 homes for \$20 million. He works alongside Josh and their team leaders, Bruce and Sharon Wasz (who, coincidentally, represented Colin during the purchase of his first home).

#### MAKING AN IMPACT

Four years passed between when Colin moved to Alexandria in 2013 and when he began his real estate career. Colin has found some success with his podcast and his book (which spent three weeks as number 1 on Amazon's sports biography best-seller list), but his struggle to find full-time employment affected his family. However, when he teamed up with Josh, Bruce, and Sharon, he knew he had found his professional home.

"Josh took me through the entire industry — what it really looks like on a daily basis, yet also that the possibilities were endless. I could have called my network with the Dodgers or MLB. Through that network, I could have taken a baseball job. I could have taken a communications job way below my ability. I could have gone into finance," Colin reflects. "Yet, I wanted to be my own man."



Before real estate, Colin worked for the Los Angeles Dodgers as press coordinator and assistant to Tommy Lasorda.





*Every day, I have the opportunity to help people reach lifelong goals and achieve generational dreams.*

“Josh, with Bruce and Sharon, have made it possible for me to give my family a lifestyle the likes of which they never dreamed [Colin and his wife, Silvie, have a 7-year-old son, Vincent, and a 3-year-old daughter, Nina]. I couldn’t be more thankful to Josh, Bruce, and Sharon. I pay them back every single day with my loyalty, love, and respect.”

#### LESSONS ON LIFE

Although he’s now cemented in his real estate career, Colin often reflects on his time with the legend Tommy Lasorda. The lessons he learned during that era continue to fuel the fire of his love for service — and for life. “Not a day passes that I do not use a lesson Tommy taught as a baseball manager in my real estate business,” Colin explains. “In essence, Tommy taught life lessons through baseball.”

As Colin looks toward the future, he keeps those lessons close to the heart. Rather than planning to control his future destiny, he remains ready to face the unknown. “Baseball is a beguiling game,” he says. “During moments of frustration with players, or managers, Vin Scully used to say, ‘If you want to make God smile, tell Him your plans.’”

Author of the Amazon best-seller, *Tommy Lasorda: My Way*, Rising Star Colin Gunderson’s four-year-old real estate career is skyrocketing. (Photo by Ryan Corvello)

Colin credits his early success to the tutelage and guidance of his mentors.

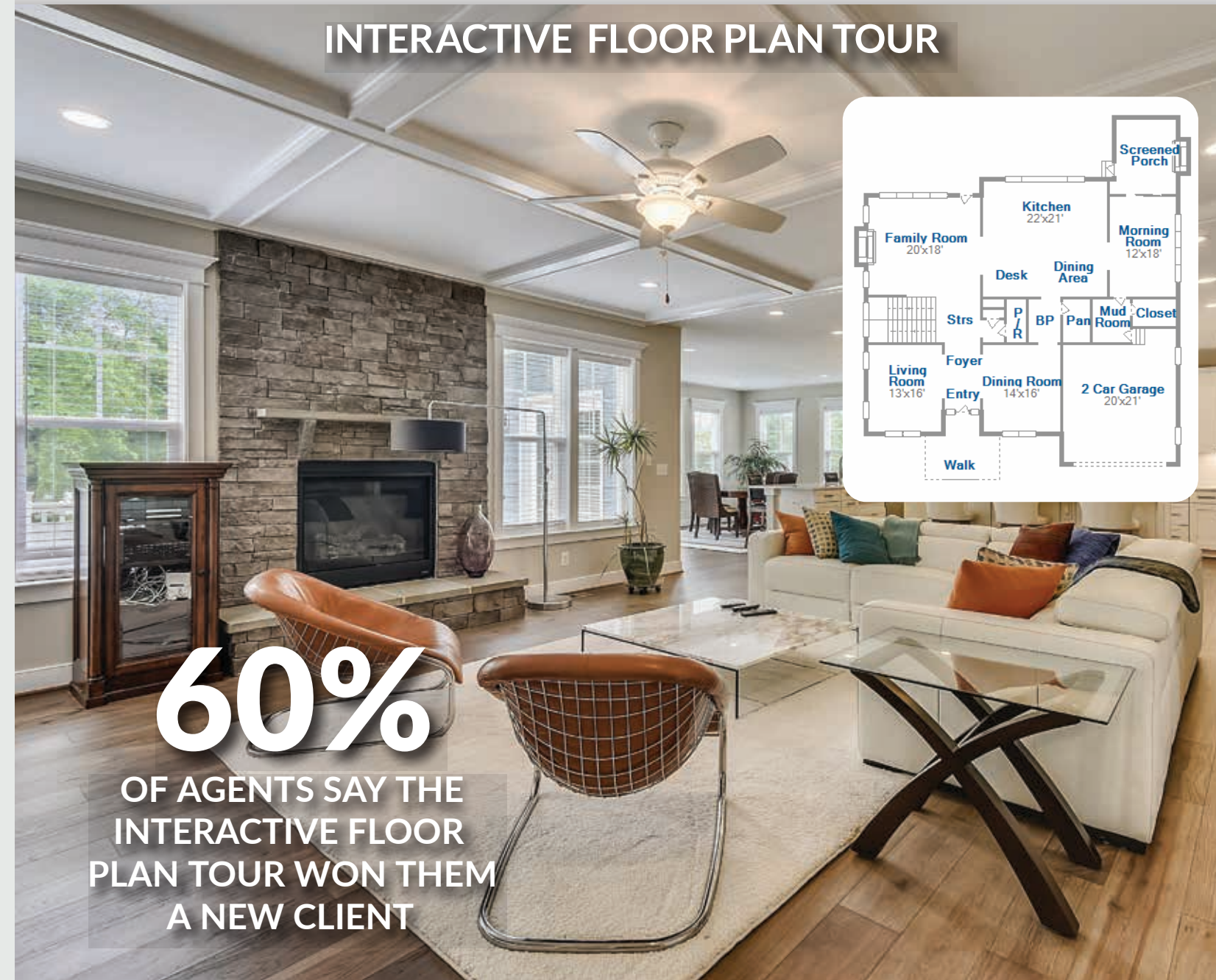
“Through their belief in me, they gave me the opportunity to build a business based on service above self, a business with limitless possibilities, a business that changed my family’s future and gave me a new love,” he beams.

Colin had always desired work that allowed him to serve others. That was certainly the case when he worked for Tommy Lasorda and the Dodgers. Every day, he had the opportunity to give people a lifelong memory. His efforts helped Tommy live a purposeful and fulfilling life. “And my real estate business is the exact same,” Colin says. “Every day, I have the opportunity to help people reach lifelong goals and achieve generational dreams. That is a privilege and an honor.”



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# TOM GRASS

## JK MOVING SERVICES



### partner spotlight

By Chris Menezes  
Photos by Ryan Corvello



General Manager Tom Grass (center) with Moving Consultants (from left to right) Phil Philbin, Joe Pence, Antonio Fabrizi, Rich Stewart, Hugo Mercedes.

## TIME TESTED, CUSTOMER APPROVED

When it comes to moving, experience is important. You want someone who not only knows what they're doing, but who also understands how to maintain a highly successful business. As we know, longevity in business hinges on excellent customer service. With over 37 years in the moving business, there are few who can match the experience and longevity of Tom Grass and JK Moving Services.

Tom has loved the moving business ever since he "stumbled into it" at a young age. An adventurous entrepreneur at heart, Tom started working

at age 11, when he acquired his own paper route and started cutting lawns in his neighborhood.

"I always enjoyed working and having that independence," says Tom. "When I got into the moving business, I enjoyed helping people move to the next phase of their life. I always enjoyed driving and loved performing out-of-town moves. It gave me the opportunity to see the United States. Also, being in the D.C. area gave me the opportunity to meet some celebrities and very high-end officials."

With a degree in business from Montgomery College, Tom eventually started his own moving company. After 21 years of growing his business, he merged his company with JK Moving Services in 2004 and opened the Maryland business unit.





...

“Serving on the executive team and 16 years later, the Maryland business unit continues to grow, with two warehouses and a great team for our residential services and our commercial services,” Tom explains. “It’s been extremely fulfilling, helping our workforce grow their careers while providing the very best for our customers, regardless of how big or small the job is,” says Tom.

Tom isn’t the only person on the JK Moving team with incredible experience. According to Tom, 60 percent of their sales representatives have an average tenure of 21 years with the company, while 40 percent has an average tenure of seven years. With an employee retention rate as high as that, you have to be doing something right.

Tom says the real difference in JK Moving can be found within their brand promise: “You will be treated with care and respect;” their purpose: “Stress-free relocations;” and their seven core values: “It’s my job; be caring and courteous; have moxie; together we succeed; commit to growth; connect the dots; and the bottom line.”

That all translates to providing customers with the best experience they possibly can as a unified team. One way they do that is through technology. Long before COVID, they partnered with Yembo, a tech start-up company driven by AI that actually helps calculate customer need by utilizing pictures and measurements.

“With this technology, we have three new ways to help a customer in understanding their needs and budget,” Tom explains. “We can perform the in-home consultation with this new technology, the customer can perform their own survey at their



Tom and his wife Debbie enjoy taking long trips on his Harley Davidson with family and friends.



Opened in 2004, the JK Moving Services’ Maryland business unit has two warehouses for their residential and commercial services.

“

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convenience, or we can video chat with them to answer all their immediate questions. This information is downloaded in our JK Moving Services customer app that enables booked customers to follow their shipment from estimate to delivery, making everything extremely easy and efficient for our customers.”

Simply put, JK Moving Services is a company that cares. They care about their customers, their employees, and their community. In fact, they even have a 150-acre community farm (The JK Community Farm), which provides organic fruit, vegetables, and protein to local hunger-relief programs and shelters.

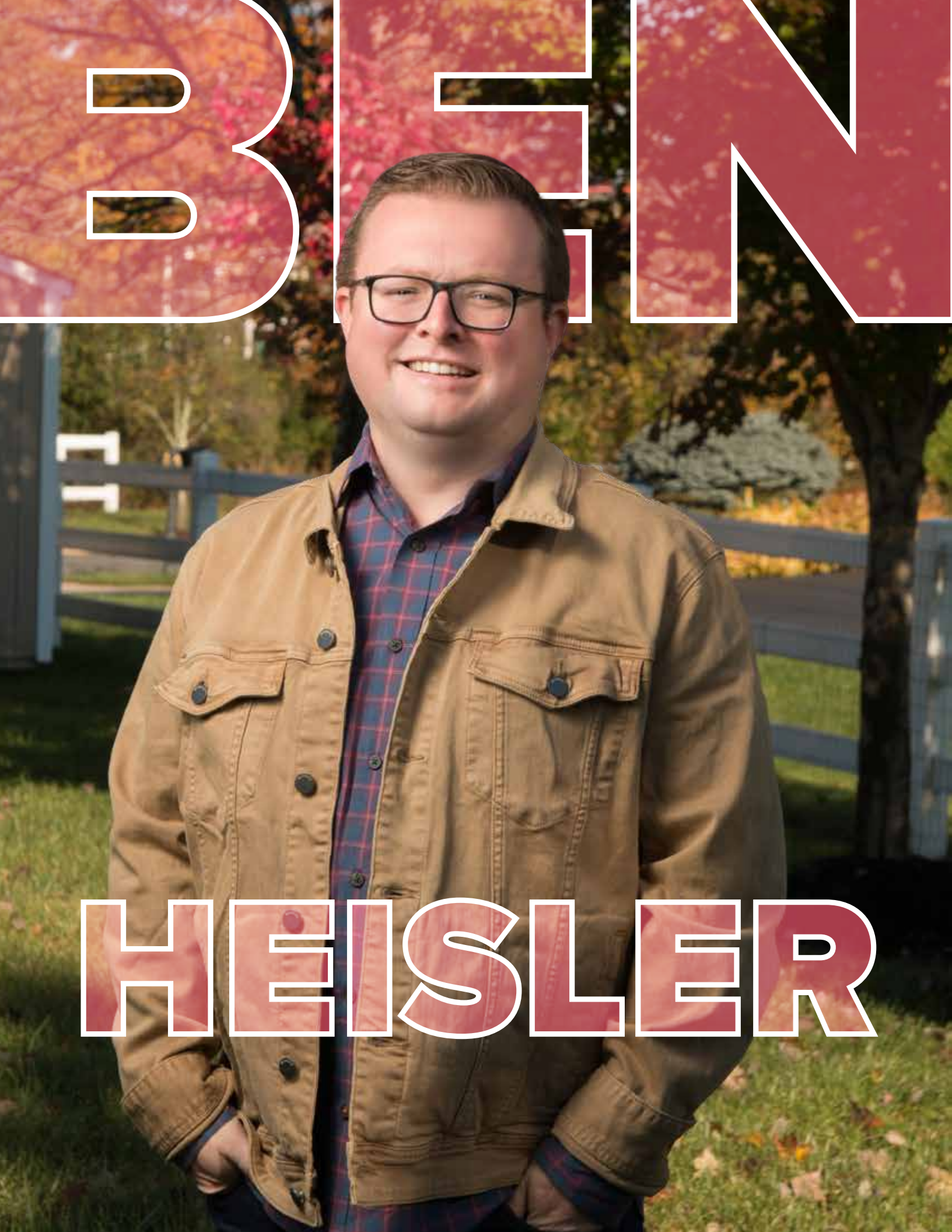
“Recognizing that hunger was a real issue in Loudoun County, Virginia, and surrounding areas, JK Moving Services launched the JK Community Farm in 2018 to help those struggling with food insecurity, including children, senior citizens, families, and individuals in need,” says Tom.

Outside of the business, Tom and Debbie, his wife of 37 years, enjoy spending time with their four children and nine grandchildren, whether spending time at their son’s farm, going to the beach, or playing and watching sports together. They also enjoy jumping on the Harley Davidson for an afternoon drive and traveling to new places.



*JK Moving Services provides relocation and storage services for residential and commercial clients, locally, interstate, and internationally. They serve the general public, the military, the government, and national accounts. To utilize Tom and JK Moving Services for your next move, call 301-340-6683 or visit [www.jkmoving.com](http://www.jkmoving.com).*





BEN

HEISLER

» cover story

By Dave Danielson  
Photos by Ryan Corvello



Ben and Shannon Heisler with 5-year-old twins Luke and Olivia and 2-year-old Layla.

## SEEING THE STORY UNFOLD

Think of all of the people you have helped in your career ... those who have relied on your experience and expertise to get to the next page in life.

One of those who has a sustaining passion for helping his clients write the next chapter in their lives is Ben Heisler.

A REALTOR® with Pearson Smith Realty, Ben has a knack—and love—for helping his clients' stories take shape and become reality.

"I love being part of their stories. When I work with someone, it's fun to see the way things have worked out for them through their lives," Ben says. "I remember when they sold their house and didn't have kids, and then seeing life move forward for them. I like being part of people's stories."

### EARLY GLIMPSES OF A REWARDING CAREER

Ben first earned his real estate license in 2004 and started full-time in the business in 2005. But his entrepreneurial nature and interest in real estate got going much earlier in his life — as a boy growing up in Ohio.

"It seems like I always enjoyed selling things. I remember selling pumpkins on the street corner when I was growing up," he recalls. "I had always worked. My parents were adamant that I needed to stay busy with something, whether it was sports or working. Along the way, my family had been in real estate."

### BREAKING NEW GROUND

As Ben came of age, he had his sights set on becoming an architect for a time. In the meantime, when he was 15, he approached a local real estate firm.

"I came to them and asked about working with them as an office assistant. They didn't have a job, and they thought it was a joke," he remembers.

But they hired him. Soon, Ben was soaking up as much as he could, working after school at the firm part-time, and again during summers.



“Working at the real estate office confirmed my interest in the business. I really enjoyed it, including the people’s side, as well as the marketing aspect,” he remembers.

So once he graduated high school, Ben took the next logical step. He earned his license and started life as a Realtor.

“I was on a team at the time. When I first started, I was doing administrative work and selling. In time, I transitioned out of the administrative stuff and started selling,” he says.

#### WHERE LIFE AND BUSINESS MEET

In early 2011, Ben started on his own with a full-time assistant — his mother, Lisa.

“It’s wonderful having the chance to work with her like this,” Ben says. “She had gotten her real estate license in the early 2000s for a few years. She came back and works alongside me as our operations manager. She works with our clients to make it a great process, and her attention to detail keeps the team running incredibly smoothly.”

“

**[SHANNON] WORKS WITH OUR CLIENTS TO MAKE IT A GREAT PROCESS, AND HER ATTENTION TO DETAIL KEEPS THE TEAM RUNNING INCREDIBLY SMOOTHLY.**

”



Shannon Heisler is also a real estate agent and works alongside her husband, Ben, on his team.







Ben Heisler started in real estate right after high school and is now team lead of the highly successful Heisler Homes team at Pearson Smith Realty.

Ben is also honored to be joined in life and business by his wife, Shannon. “Shannon works as an agent with the team, as well,” he says. “It means a lot being able to share this with her.”

**SIGNS OF SUCCESS**

The signs of Ben’s success are unmistakable. In 2020, he recorded just under \$29 million in sales volume on 44 transactions.

In 2021, he and his team were on track to complete an estimated 57 transactions, representing about \$39 million in sales volume.

**A REWARDING LIFE**

Away from work, Ben and Shannon treasure time spent with their children: 5-year-old twins Luke and Olivia and 2-year-old Layla.

When it comes to giving back to the community, Ben and his family support the Wholehearted Foundation, an organization that helps families who have children with cardiac issues.

**A LASTING IMPACT**

Those who get to know and work with Ben come to know him on many levels. They rely on his resourcefulness and willingness to help. They also know they can trust what he says and appreciate his honest, straightforward manner.

“I like being the person they can count on as they move ahead in life,” he says.

Each day, Ben meets a new client. In turn, it’s a new opportunity to look at their journey — their story. As they begin a momentous new chapter in life, they know one thing for certain ... that Ben Heisler will be there to help them turn the page.

**“ I LIKE BEING THE PERSON THEY CAN COUNT ON AS THEY MOVE AHEAD IN LIFE. ”**

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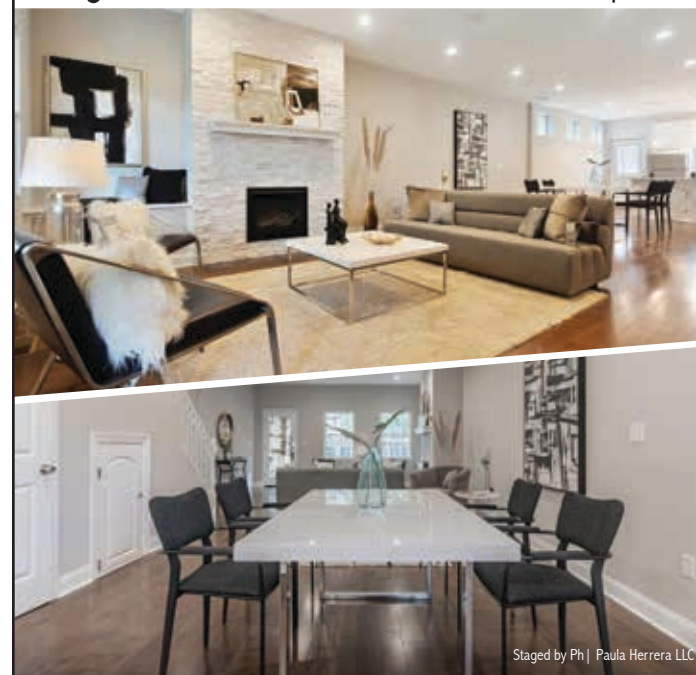


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# TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to November 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	250.5	\$160,296,576	552	\$368,870,880	802.5	\$529,167,456
2	Sarah A. Reynolds	Keller Williams Chantilly Ventures, LLC	621	\$344,538,688	238.5	\$127,910,896	859.5	\$472,449,568
3	Jennifer D Young	Keller Williams Chantilly Ventures, LLC	287.5	\$161,438,288	155	\$87,928,936	442.5	\$249,367,216
4	Debbie J Dogrul	Long & Foster Real Estate, Inc.	174	\$119,413,128	110.5	\$70,987,440	284.5	\$190,400,576
5	Akshay Bhatnagar	Virginia Select Homes, LLC.	59	\$42,171,108	151	\$109,572,712	210	\$151,743,808
6	Phyllis G Patterson	TTR Sotheby's International Realty	84.5	\$90,523,008	51	\$55,924,832	135.5	\$146,447,840
7	Jennifer L Walker	McEneaney Associates, Inc.	80	\$65,139,228	76	\$67,589,200	156	\$132,728,432
8	Sue S Goodhart	Compass	65	\$63,617,812	57	\$58,950,912	122	\$122,568,720
9	Jason Cheperdak	Samson Properties	63.5	\$42,015,520	112	\$72,046,144	175.5	\$114,061,664
10	Daan De Raedt	Property Collective	78	\$54,679,700	72.5	\$54,609,222	150.5	\$109,288,922
11	Casey C Samson	Samson Properties	77	\$77,621,240	19	\$20,608,058	96	\$98,229,296
12	Jean K Garrell	Keller Williams Realty	74	\$62,353,748	52	\$34,330,712	126	\$96,684,464
13	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	47	\$64,825,520	25.5	\$29,533,900	72.5	\$94,359,424
14	Cynthia Schneider	Long & Foster Real Estate, Inc.	97.5	\$57,856,224	45	\$30,832,364	142.5	\$88,688,592
15	Khalil Alexander El-Ghoul	Glass House Real Estate	42	\$35,456,440	54.5	\$52,573,144	96.5	\$88,029,584
16	James W Nellis II	Keller Williams Fairfax Gateway	89	\$52,814,300	57	\$31,718,356	146	\$84,532,656
17	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	144	\$82,566,648	2	\$886,350	146	\$83,452,992
18	Christopher J White	Long & Foster Real Estate, Inc.	70	\$56,758,984	26	\$20,372,950	96	\$77,131,936
19	Bic N DeCaro	EXP Realty, LLC	26	\$20,511,960	81.5	\$56,349,260	107.5	\$76,861,224
20	Raymond A Gernhart	RE/MAX Executives	47	\$34,309,464	57	\$40,483,936	104	\$74,793,400
21	Heather C Corey	TTR Sotheby's International Realty	19.5	\$69,482,632	3.5	\$4,212,000	23	\$73,694,632
22	Michael I Putnam	RE/MAX Executives	55.5	\$30,778,446	75	\$42,605,380	130.5	\$73,383,824
23	Patricia E Stack	Weichert, REALTORS	51.5	\$55,986,664	16	\$16,849,376	67.5	\$72,836,040
24	Steven C Wydler	Compass	29.5	\$43,204,500	16	\$28,261,600	45.5	\$71,466,096
25	Barbara G Beckwith	McEneaney Associates, Inc.	27.5	\$50,235,088	13	\$20,775,600	40.5	\$71,010,688
26	Nikki Lagouros	Property Collective	42.5	\$23,623,200	86	\$47,254,632	128.5	\$70,877,832
27	Piper Gioia Yerks	Washington Fine Properties, LLC	12	\$35,210,296	10.5	\$34,730,000	22.5	\$69,940,296
28	Kimberly A Spear	Keller Williams Realty	59	\$33,262,556	49	\$36,015,992	108	\$69,278,552
29	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	30	\$17,161,400	90	\$52,051,892	120	\$69,213,296
30	Kay Houghton	KW Metro Center	66	\$32,556,100	57	\$35,383,400	123	\$67,939,504
31	Bruce A Tyburski	RE/MAX Executives	49	\$36,528,872	41	\$30,800,380	90	\$67,329,248
32	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	36.5	\$36,649,752	31	\$28,796,876	67.5	\$65,446,624
33	Lenwood A Johnson	Keller Williams Realty	82	\$42,290,616	46.5	\$22,767,500	128.5	\$65,058,116
34	Laura C Mensing	Long & Foster Real Estate, Inc.	28.5	\$34,069,520	26	\$29,610,750	54.5	\$63,680,272
35	Tom Francis	Keller Williams Realty	30	\$52,937,240	11	\$9,637,500	41	\$62,574,740
36	Erin K Jones	KW Metro Center	52	\$27,210,978	60.5	\$33,512,200	112.5	\$60,723,176
37	Debbie P Kent	Cottage Street Realty LLC	89	\$56,826,072	5	\$3,765,901	94	\$60,591,972

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
38	Irina Babb	RE/MAX Allegiance	67	\$46,022,040	17	\$14,139,520	84	\$60,161,560
39	Paul Thistle	Take 2 Real Estate LLC	64	\$38,336,900	31	\$19,710,150	95	\$58,047,048
40	Timothy D Pierson	KW United	26	\$21,199,524	45	\$36,328,152	71	\$57,527,676
41	Dinh D Pham	Fairfax Realty Select	24	\$14,406,700	79.5	\$42,358,900	103.5	\$56,765,600
42	Viktorija Piano	Keller Williams Realty	31	\$33,308,150	20.5	\$22,624,384	51.5	\$55,932,536
43	Mercy F Lugo-Struthers	Casals, Realtors	14.5	\$6,849,030	116	\$48,497,648	130.5	\$55,346,680
44	Megan Buckley Fass	EXP Realty, LLC	24	\$27,912,068	24	\$26,978,550	48	\$54,890,620
45	Victoria(Tori) McKinney	KW Metro Center	35	\$29,715,292	30	\$24,415,652	65	\$54,130,944
46	Irene M deLeon	Redfin Corporation	81	\$47,358,200	9	\$6,356,651	90	\$53,714,848
47	Kendell A Walker	Redfin Corporation	37	\$20,254,428	52.5	\$33,267,458	89.5	\$53,521,884
48	Marianne K Prendergast	Washington Fine Properties, LLC	20	\$30,883,028	12	\$21,580,650	32	\$52,463,676
49	Margaret J Czapiewski	Keller Williams Realty	67.5	\$35,386,552	31	\$16,905,050	98.5	\$52,291,600
50	Nathan Daniel Johnson	Keller Williams Capital Properties	59.5	\$29,149,428	44.5	\$22,837,610	104	\$51,987,036
51	Kristina S Walker	KW United	35	\$23,542,500	40	\$28,400,116	75	\$51,942,616
52	Josh Dukes	KW Metro Center	37.5	\$20,427,544	60	\$31,037,300	97.5	\$51,464,844
53	Ryan Rice	Keller Williams Capital Properties	46	\$29,363,380	33.5	\$21,979,030	79.5	\$51,342,408
54	Gitte Long	Redfin Corporation	71	\$39,303,408	16	\$12,036,000	87	\$51,339,408
55	Jennifer H Thornett	Washington Fine Properties, LLC	15	\$33,764,004	11	\$17,479,700	26	\$51,243,704
56	Jillian Keck Hogan	McEneaney Associates, Inc.	30.5	\$24,446,450	33.5	\$26,628,708	64	\$51,075,160
57	Anthony H Lam	Redfin Corporation	23	\$16,669,850	45	\$34,280,780	68	\$50,950,632
58	Betsy A Twigg	McEneaney Associates, Inc.	35	\$36,580,036	12	\$13,193,000	47	\$49,773,036
59	Lisa Dubois-Headley	RE/MAX West End	42	\$32,904,286	16.5	\$15,670,885	58.5	\$48,575,172
60	Damon A Nicholas	Coldwell Banker Realty	38	\$26,572,032	35	\$21,399,192	73	\$47,971,224
61	Lilian Jorgenson	Long & Foster Real Estate, Inc.	28.5	\$42,439,000	6	\$5,374,999	34.5	\$47,814,000
62	Sherif Abdalla	Compass	23	\$29,864,600	8	\$17,713,250	31	\$47,577,848
63	Joan M Reimann	McEneaney Associates, Inc.	26	\$28,224,514	20.5	\$19,330,000	46.5	\$47,554,512
64	William B Prendergast	Washington Fine Properties, LLC	19	\$25,838,028	14	\$21,473,650	33	\$47,311,676
65	Venugopal Ravva	Maram Realty, LLC	11	\$6,451,050	67	\$40,741,504	78	\$47,192,556
66	Diane V Lewis	Washington Fine Properties, LLC	20	\$27,376,200	12.5	\$19,795,630	32.5	\$47,171,832
67	Michelle A Sagatov	Washington Fine Properties	14	\$18,217,000	20	\$28,607,620	34	\$46,824,620
68	Rheema H Ziadeh	Redfin Corporation	66	\$40,225,960	9	\$6,468,000	75	\$46,693,960
69	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	15.5	\$26,108,000	12.5	\$20,412,500	28	\$46,520,500
70	Eve M Weber	Long & Foster Real Estate, Inc.	43	\$36,419,000	16	\$10,022,600	59	\$46,441,600
71	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	19	\$29,715,504	11	\$15,884,350	30	\$45,599,856

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to November 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Martin K Alloy	SM Brokerage, LLC	57	\$31,737,894	25.5	\$13,801,998	82.5	\$45,539,892
73	Paramjit K Bhamrah	Redfin Corporation	66	\$42,298,060	4	\$2,905,000	70	\$45,203,060
74	Jeremy G Browne	TTR Sotheby's International Realty	27.5	\$23,240,700	20.5	\$21,472,690	48	\$44,713,392
75	Lauryn E Eadie	Compass	33	\$20,393,300	34	\$24,237,594	67	\$44,630,892
76	Abuzar Waleed	RE/MAX Executives LLC	37	\$18,561,372	54.5	\$26,003,300	91.5	\$44,564,672
77	Lizzie A Helmig	KW United	25	\$11,024,600	65	\$33,482,062	90	\$44,506,664
78	Joan Stansfield	Keller Williams Realty	31	\$24,814,800	22	\$18,598,806	53	\$43,413,608
79	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	22.5	\$38,784,400	3	\$4,540,000	25.5	\$43,324,400
80	Danielle C Carter	Redfin Corporation	85	\$40,024,000	6	\$3,168,000	91	\$43,192,000
81	Sri H Meka	Franklin Realty LLC	24	\$16,175,790	34	\$26,858,440	58	\$43,034,228
82	Lisa T Smith	Pearson Smith Realty, LLC	43	\$34,151,488	11	\$8,756,240	54	\$42,907,728
83	Jill Judge	Samson Properties	20.5	\$15,374,700	46	\$27,516,500	66.5	\$42,891,200
84	Eli Tucker	RLAH Real Estate	25	\$21,449,150	21	\$21,220,944	46	\$42,670,092
85	Angela Allison	Houwzer, LLC	52	\$42,073,360	1	\$575,000	53	\$42,648,360
86	Matias Leiva	Keller Williams Chantilly Ventures, LLC	51	\$36,692,752	5	\$5,817,500	56	\$42,510,248
87	Elizabeth Kline	RE/MAX 100	39.5	\$25,503,634	26	\$16,969,722	65.5	\$42,473,356
88	Dilyara Daminova	Samson Properties	15	\$6,026,900	74	\$36,146,900	89	\$42,173,800
89	Lauren A Bishop	McEneaney Associates, Inc.	15	\$20,886,500	13	\$21,177,500	28	\$42,064,000
90	Patricia Ammann	Redfin Corporation	14.5	\$10,984,400	38	\$30,907,420	52.5	\$41,891,820
91	Kristen K Jones	McEneaney Associates, Inc.	17	\$21,528,500	13	\$20,326,280	30	\$41,854,780
92	Robert T Ferguson Jr.	RE/MAX Allegiance	32	\$24,935,700	23	\$16,769,000	55	\$41,704,700
93	David L Smith	Coldwell Banker Realty	8	\$4,142,999	48	\$37,456,964	56	\$41,599,960
94	Jin Chen	Pearson Smith Realty, LLC	35	\$23,401,980	29	\$18,005,044	64	\$41,407,024
95	Karen E Close	Century 21 New Millennium	20	\$22,397,500	14	\$18,794,948	34	\$41,192,448
96	Deyi S Awadallah	D.S.A. Properties & Investments LLC	68	\$39,358,760	2	\$1,622,000	70	\$40,980,760
97	William F Hoffman	Keller Williams Realty	18.5	\$28,114,150	12	\$12,588,900	30.5	\$40,703,048
98	Sridhar Vemuru	Aragami, LLC	13	\$7,087,800	45	\$33,359,030	58	\$40,446,832
99	Elizabeth W Conroy	Keller Williams Realty	18.5	\$25,272,250	10	\$14,967,288	28.5	\$40,239,536
100	Jack D Work	RE/MAX Allegiance	30	\$21,364,080	27	\$18,742,396	57	\$40,106,476
101	Katharine R Christofides	Century 21 New Millennium	16.5	\$13,004,900	43.5	\$27,082,124	60	\$40,087,024
102	Wes W Stearns	M. O. Wilson Properties	43	\$27,006,332	22	\$13,052,400	65	\$40,058,732
103	Deborah D Shapiro	TTR Sothebys International Realty	12.5	\$21,681,650	10.5	\$18,167,800	23	\$39,849,448
104	Kristin M Francis	KW Metro Center	33	\$22,933,650	25	\$16,832,276	58	\$39,765,924
105	Laura R Schwartz	McEneaney Associates, Inc.	23	\$17,315,332	23	\$22,121,620	46	\$39,436,952

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to November 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Ashraf Morsi	Keller Williams Realty	25	\$20,891,256	24	\$18,459,726	49	\$39,350,984
107	Phillip B Brown	Property Collective	26	\$15,052,535	43.5	\$24,296,250	69.5	\$39,348,784
108	Blake Davenport	RLAH Real Estate	5	\$2,350,000	57	\$36,926,576	62	\$39,276,576
109	Keith K Howard	Keller Williams Realty	29	\$26,998,300	13	\$12,011,400	42	\$39,009,700
110	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	10	\$5,663,800	47	\$33,116,772	57	\$38,780,572
111	Scott C Shawkey	Keller Williams Realty	18	\$32,217,250	5	\$6,541,000	23	\$38,758,248
112	Cathy V POUNGMALAI	Frankly Real Estate Inc.	43	\$29,116,276	11	\$9,425,000	54	\$38,541,276
113	Yony Kifle	KW Metro Center	14	\$5,709,159	71.5	\$32,486,376	85.5	\$38,195,536
114	George S Koutsoukos	Compass	16	\$22,410,960	9	\$15,745,661	25	\$38,156,620
115	Karen A Briscoe	Keller Williams Realty	21.5	\$27,539,000	12.5	\$10,607,500	34	\$38,146,500
116	Benjamin D Heisler	Pearson Smith Realty, LLC	37	\$24,462,076	18	\$13,400,493	55	\$37,862,568
117	Shaun Murphy	Compass	17	\$10,095,925	32	\$27,668,216	49	\$37,764,140
118	Scott A MacDonald	RE/MAX Gateway, LLC	46.5	\$31,962,956	7	\$5,697,500	53.5	\$37,660,456
119	Branden L Woodbury	Redfin Corporation	69	\$32,233,576	10	\$5,299,900	79	\$37,533,476
120	Rajesh Cheruku	Ikon Realty - Ashburn	15	\$9,864,500	41	\$27,370,512	56	\$37,235,012
121	Elizabeth L Kovalak	Keller Williams Realty	26	\$20,106,150	22	\$16,737,731	48	\$36,843,880
122	Roy Kohn	Redfin Corporation	57	\$34,272,028	3	\$2,508,075	60	\$36,780,104
123	Albert D Pasquali	Redfin Corporation	12	\$7,199,000	42	\$29,571,890	54	\$36,770,888

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
124	Tanya R Johnson	Keller Williams Realty	32	\$21,791,000	21.5	\$14,787,790	53.5	\$36,578,788
125	Sarah Harrington	Long & Foster Real Estate, Inc.	26	\$22,501,360	18	\$14,019,900	44	\$36,521,260
126	Janet A Callander	Weichert, REALTORS	19.5	\$19,131,428	20.5	\$17,212,280	40	\$36,343,708
127	Lisa E Thompson	Hunt Country Sotheby's International Realty	18	\$27,209,930	7	\$9,099,630	25	\$36,309,560
128	Heather E Heppe	RE/MAX Distinctive Real Estate, Inc.	34	\$27,065,920	11	\$9,085,465	45	\$36,151,384
129	Aarti Sood	Redfin Corporation	7	\$4,245,000	47	\$31,890,744	54	\$36,135,744
130	Christina M O'Donnell	RE/MAX West End	19.5	\$18,597,378	18.5	\$17,194,030	38	\$35,791,408
131	Claudia V Cornejo	Fairfax Realty of Tysons	21	\$7,502,250	81.5	\$28,111,496	102.5	\$35,613,744
132	Ana Lucia Ron	ANR Realty, LLC	116	\$35,344,864	0	\$0	116	\$35,344,864
133	Sreedhar Maram	Maram Realty, LLC	13.5	\$9,657,402	38	\$25,554,050	51.5	\$35,211,452
134	Michael McConnell	Redfin Corporation	35	\$17,249,200	29	\$17,899,526	64	\$35,148,728
135	Carolyn A Young	RE/MAX Premier	31.5	\$21,301,544	24	\$13,803,585	55.5	\$35,105,128
136	David Cabo	Keller Williams Realty	18	\$18,226,390	16	\$16,571,000	34	\$34,797,392
137	Thomas R Moffett Jr.	Redfin Corporation	43	\$25,430,400	15	\$9,293,600	58	\$34,724,000
138	Brian D MacMahon	Sheridan-Mac Mahon Ltd.	16	\$9,064,400	41	\$25,188,852	57	\$34,253,252
139	Micah A Corder	Washington Fine Properties, LLC	12.5	\$24,945,004	6.5	\$9,137,250	19	\$34,082,256
140	Maria E Fernandez	Compass	13.5	\$9,346,000	31	\$24,689,900	44.5	\$34,035,900
141	Nikki Nabi	Samson Properties	18	\$12,738,800	21	\$21,294,972	39	\$34,033,772
142	Jean T Beatty	McEearney Associates, Inc.	14	\$14,807,000	18	\$19,117,600	32	\$33,924,600
143	Angel Arturo Cruz Jr.	Keller Williams Realty	13	\$7,226,000	39	\$26,336,783	52	\$33,562,784
144	Lyssa B Seward	TTR Sotheby's International Realty	22	\$20,509,944	16	\$13,043,060	38	\$33,553,004
145	Fouad Talout	Long & Foster Real Estate, Inc.	8.5	\$19,286,500	11.5	\$14,217,500	20	\$33,504,000
146	Robert W Caines	RE/MAX Distinctive Real Estate, Inc.	41	\$27,406,994	7	\$5,826,811	48	\$33,233,804
147	Steven J Watson	Pearson Smith Realty, LLC	15	\$30,425,090	3	\$2,787,000	18	\$33,212,090
148	Katherine D Colville	Century 21 Redwood Realty	34	\$19,019,740	24.5	\$14,158,245	58.5	\$33,177,984
149	Andrea M Hayes	Living Realty, LLC.	33.5	\$17,145,062	21	\$15,654,380	54.5	\$32,799,442
150	David A Moya	KW Metro Center	18	\$14,904,050	17	\$17,758,000	35	\$32,662,050
151	Heeran Lee	NewStar 1st Realty, LLC	25	\$14,526,400	27	\$18,077,752	52	\$32,604,152
152	James P Andors	Keller Williams Realty	15	\$14,849,998	19.5	\$17,657,200	34.5	\$32,507,198
153	Cheryl L Hanback	Redfin Corporation	7	\$4,940,500	36	\$27,301,888	43	\$32,242,388
154	Mayura G Gupte	Realty2U Inc.	15	\$11,609,500	25	\$20,613,048	40	\$32,222,548
155	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	27	\$13,187,350	36	\$19,013,752	63	\$32,201,100
156	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	10	\$13,591,500	14	\$18,475,000	24	\$32,066,500
157	Abel Aquino	Redfin Corporation	56	\$30,386,600	4	\$1,664,999	60	\$32,051,598
158	Christopher Craddock	EXP Realty, LLC	45.5	\$17,983,756	26.5	\$14,040,586	72	\$32,024,340
159	Jacob Smith Hamilton	KW Metro Center	22	\$14,573,756	29	\$17,216,040	51	\$31,789,796

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to November 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
160	William R Davis	Century 21 New Millennium	19	\$19,049,490	8	\$12,670,500	27	\$31,719,990
161	Jon B DeHart	Keller Williams Realty	21	\$15,245,500	24	\$16,432,400	45	\$31,677,900
162	Dean P Yeonas	Yeonas & Shafran Real Estate, LLC	8.5	\$17,686,730	9	\$13,940,000	17.5	\$31,626,730
163	Andrew J Biggers	KW United	19.5	\$15,022,315	20.5	\$16,575,722	40	\$31,598,038
164	Laura M Sacher	Compass	14	\$11,251,100	26.5	\$20,327,200	40.5	\$31,578,300
165	Kamal Parakh	Customer Realty LLC	20	\$9,578,067	38	\$21,943,406	58	\$31,521,472
166	Natalie H McArtor	Long & Foster Real Estate, Inc.	36.5	\$23,443,052	16	\$8,072,546	52.5	\$31,515,596
167	Lorene Shafran	Yeonas & Shafran Real Estate, LLC	7.5	\$17,651,320	7	\$13,829,790	14.5	\$31,481,110
168	Manuwa S Eligwe	KW Metro Center	17	\$7,939,000	47	\$23,541,324	64	\$31,480,324
169	Ashley C Leigh	Linton Hall Realtors	51.5	\$30,513,876	2	\$680,000	53.5	\$31,193,876
170	Linh T Aquino	Redfin Corporation	53.5	\$27,285,000	7	\$3,883,000	60.5	\$31,168,000
171	Benjamin J Grouby	Redfin Corporation	42	\$23,997,732	11	\$7,062,412	53	\$31,060,144
172	William S Gaskins	KW United	19.5	\$14,994,815	15	\$15,984,778	34.5	\$30,979,592
173	Mark R Sirianni	Compass	14	\$23,130,960	6	\$7,690,000	20	\$30,820,960
174	Christine G Richardson	Weichert Company of Virginia	26	\$19,076,480	17.5	\$11,614,550	43.5	\$30,691,030
175	Viktar Kutsevich	Samson Properties	21	\$12,994,500	26	\$17,623,520	47	\$30,618,020
176	Brittany Lambrechts Camacho	Century 21 Redwood Realty	21	\$12,546,470	26	\$17,929,742	47	\$30,476,212
177	Roberto R Roncales	Keller Williams Realty	37	\$21,904,950	17	\$8,549,500	54	\$30,454,450
178	Tracy M Dillard	Compass	9	\$17,227,124	8	\$13,184,000	17	\$30,411,124
179	Chul Kim	Samson Properties	14	\$9,307,100	26	\$21,056,598	40	\$30,363,698
180	John Eric	Compass	12	\$15,808,200	6	\$14,496,430	18	\$30,304,630

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
181	Sandra Shimono	Redfin Corporation	30	\$16,580,590	22	\$13,652,300	52	\$30,232,890
182	Nancy Sorensen-Willson	Long & Foster Real Estate, Inc.	17.5	\$16,061,250	17	\$14,114,090	34.5	\$30,175,340
183	Danilo D Bogdanovic	Redfin Corporation	43	\$23,921,400	9	\$6,237,500	52	\$30,158,900
184	Gregory A Wells	Keller Williams Realty	27	\$22,133,026	9	\$8,013,800	36	\$30,146,826
185	Ahmad T Ayub	Redfin Corporation	9	\$5,130,100	41.5	\$25,013,100	50.5	\$30,143,200
186	Jeddie R Busch	Compass	16	\$12,467,219	18.5	\$17,660,152	34.5	\$30,127,372
187	Peter Pejacsevich	Middleburg Real Estate	10	\$14,487,800	7.5	\$15,621,375	17.5	\$30,109,176
188	Jay A D'Alessandro	Long & Foster Real Estate, Inc.	40	\$29,862,242	0	\$0	40	\$29,862,242
189	Sue G Smith	Compass	26.5	\$17,629,652	15.5	\$12,071,552	42	\$29,701,204
190	Andrew Musser	KW United	19	\$16,187,000	16.5	\$13,461,107	35.5	\$29,648,108
191	Candee Currie	CENTURY 21 New Millennium	29.5	\$22,382,718	7	\$7,246,900	36.5	\$29,629,618
192	Heidi F Robbins	William G. Buck & Assoc., Inc.	13.5	\$10,610,825	22	\$18,903,900	35.5	\$29,514,724
193	Keith A Lombardi	Redfin Corporation	13	\$7,520,300	37	\$21,949,800	50	\$29,470,100
194	Charlet H Shriner	RE/MAX Gateway, LLC	23	\$13,096,961	25.5	\$16,298,409	48.5	\$29,395,370
195	Ellen F Patrick	Compass	17	\$15,520,150	16	\$13,724,611	33	\$29,244,760
196	Anna Vidal	Keller Williams Realty	32.5	\$15,080,502	26	\$14,101,265	58.5	\$29,181,768
197	Sarah Brown	Compass	15	\$9,255,655	24	\$19,881,500	39	\$29,137,156

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to November 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
198	Mona Banes	TTR Sothebys International Realty	8.5	\$7,727,000	22	\$21,306,980	30.5	\$29,033,980
199	LeAnne C Anies	Property Collective	37.5	\$21,581,650	12	\$7,341,140	49.5	\$28,922,790
200	Ann P McClure	McEneaney Associates, Inc.	23	\$13,401,250	23	\$15,436,018	46	\$28,837,268
201	Lex Lianos	Compass	20	\$12,440,107	19.5	\$16,379,352	39.5	\$28,819,460
202	Cheryl H Wood	Redfin Corporation	9	\$7,706,000	27	\$21,066,220	36	\$28,772,220
203	To-Tam Le	Redfin Corporation	13	\$7,682,270	31	\$21,052,242	44	\$28,734,512
204	Ashton A Vessali	Compass	22	\$21,762,800	9	\$6,967,000	31	\$28,729,800
205	Dustin M Fox	Pearson Smith Realty, LLC	23.5	\$14,701,050	21	\$14,015,725	44.5	\$28,716,776
206	Raya Fridental	Redfin Corporation	38	\$21,842,400	9	\$6,762,254	47	\$28,604,654
207	Kyung H Soung	Realty One Group Capital Properties	18	\$14,389,750	20	\$14,096,840	38	\$28,486,590
208	Tolga M Alper	Keller Williams Realty	28	\$15,626,295	21	\$12,857,900	49	\$28,484,196
209	Jessica S Richardson	Compass	12	\$14,016,040	15	\$14,382,440	27	\$28,398,480
210	Joy L Deevy	Compass	22	\$15,769,075	17.5	\$12,578,600	39.5	\$28,347,676
211	Mary Ashley Zimmermann	Compass	16	\$14,015,519	17.5	\$14,297,339	33.5	\$28,312,858
212	Kevin E LaRue	Century 21 Redwood Realty	23	\$17,386,840	13	\$10,923,736	36	\$28,310,576
213	Kelly K. Ettrich	Century 21 Redwood Realty	18	\$11,488,600	22	\$16,705,990	40	\$28,194,590
214	Gail Romansky	Pearson Smith Realty, LLC	22	\$18,309,622	10	\$9,873,862	32	\$28,183,484
215	Mara D Gemond	Redfin Corporation	15.5	\$11,402,544	23	\$16,630,033	38.5	\$28,032,576
216	Dina R Gorrell	Redfin Corporation	49	\$27,505,042	2	\$485,000	51	\$27,990,042
217	Jonathan J Fox	Compass	19.5	\$14,325,500	17	\$13,544,518	36.5	\$27,870,018

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
218	Brian P Whritenour	Living Realty, LLC.	19	\$11,136,861	25	\$16,582,335	44	\$27,719,196
219	Leah Knight	Long & Foster Real Estate, Inc.	15	\$8,788,375	29	\$18,889,840	44	\$27,678,216
220	Michelle Walker	Redfin Corporation	22.5	\$11,647,500	25	\$15,884,699	47.5	\$27,532,200
221	Leo Lee	TTR Sotheby's International Realty	10	\$9,734,070	17	\$17,746,070	27	\$27,480,140
222	Megan E Duke	Keller Williams Realty	14.5	\$12,279,999	16.5	\$15,182,500	31	\$27,462,500
223	Beth C Anspach	Pearson Smith Realty, LLC	18.5	\$17,317,000	10	\$10,136,860	28.5	\$27,453,860
224	Theresa Valencic	Long & Foster Real Estate, Inc.	7	\$16,677,500	6	\$10,735,500	13	\$27,413,000
225	Patricia F Brown	Century 21 New Millennium	41	\$23,516,560	7	\$3,890,900	48	\$27,407,460
226	Serif Soydan	KW Metro Center	1	\$718,450	39.5	\$26,663,000	40.5	\$27,381,450
227	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	29	\$23,021,300	7	\$4,308,069	36	\$27,329,368
228	Jennifer Mack	Pearson Smith Realty, LLC	16	\$10,009,252	21.5	\$17,300,724	37.5	\$27,309,976
229	Michael C Rush	Long & Foster Real Estate, Inc.	20	\$14,001,300	18	\$13,240,676	38	\$27,241,976
230	Scott J Buzzelli	Middleburg Real Estate	11	\$15,220,300	8.5	\$11,920,436	19.5	\$27,140,736
231	Angela M Kaiser	Redfin Corporation	18.5	\$9,526,400	22.5	\$17,525,300	41	\$27,051,700
232	Brad C Kintz	Long & Foster Real Estate, Inc.	47	\$22,092,906	9	\$4,958,550	56	\$27,051,456
233	Richie Hanna	RE/MAX Gateway	33.5	\$20,422,820	9.5	\$6,511,500	43	\$26,934,320
234	Ruijing F Hurwitz	Keller Williams Realty	10	\$7,001,100	28	\$19,892,100	38	\$26,893,200

**Disclaimer:** Information based on MLS closed data as of December 6, 2021, for residential sales from January 1, 2021, to November 30, 2021, in Virginia, Maryland, and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to November 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
235	Murugesan Vijayanand	Coldwell Banker Realty	8	\$5,092,500	31	\$21,765,980	39	\$26,858,480
236	Janet Pearson	Pearson Smith Realty, LLC	30	\$26,828,844	0	\$0	30	\$26,828,844
237	Alexander J Bracke	Pearson Smith Realty, LLC	24.5	\$14,160,158	21	\$12,606,000	45.5	\$26,766,158
238	Jason Walder	Compass	13	\$7,064,500	18.5	\$19,696,000	31.5	\$26,760,500
239	Ram Kumar Mishra	Spring Hill Real Estate, LLC.	8	\$2,922,900	54	\$23,779,104	62	\$26,702,004
240	Tana M Keeffe	Compass	16.5	\$16,404,341	13	\$10,233,873	29.5	\$26,638,214
241	Jamie Petrik	Long & Foster Real Estate, Inc.	36	\$26,568,970	0	\$0	36	\$26,568,970
242	Lauren M Kivlighan	Northern Virginia Real Estate Inc.	26	\$19,941,670	9	\$6,620,486	35	\$26,562,156
243	Sheri F Allen	Weichert, REALTORS	36	\$20,463,300	12	\$6,085,800	48	\$26,549,100
244	John R. Lytle	Pearson Smith Realty, LLC	9.5	\$4,603,500	43	\$21,881,310	52.5	\$26,484,810
245	Howard J Swede	Keller Williams Realty/Lee Beaver & Assoc.	33	\$17,254,650	14.5	\$9,199,690	47.5	\$26,454,340
246	Toby M Lim	Compass	7	\$3,724,250	15.5	\$22,680,850	22.5	\$26,405,100
247	Brian Siebel	Compass	11	\$5,926,000	23	\$20,438,500	34	\$26,364,500
248	Tony O Yeh	United Realty, Inc.	17	\$8,982,099	25	\$17,353,000	42	\$26,335,100
249	Brett D Rice	RE/MAX Executives	16	\$19,562,728	9	\$6,755,899	25	\$26,318,628
250	Monique H Craft	Weichert, REALTORS	27	\$14,877,750	22	\$11,396,300	49	\$26,274,050

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A photograph of a white gutter system installed on a light-colored siding. The gutter is shown from a low angle, looking up at the roofline.

**Siding & Gutters**

A photograph of three white-framed windows with green shutters. The windows are set into a light-colored siding. There are some green plants in front of the windows.

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