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Kelly A. Katalinas

Branch Manager, NMLS# 365493

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www.kellykatalinas.com

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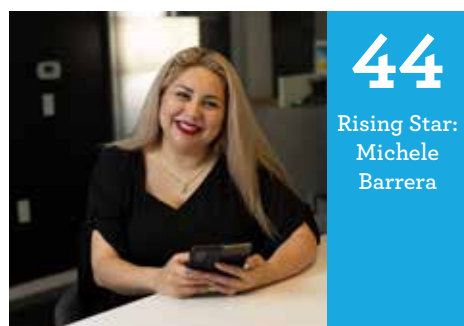
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Cover photo courtesy of **Ryan Corvello**.



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

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► publisher's note

HAPPY INDEPENDENCE DAY!

Dear NOVA Real Producers,

Given the recent tragic events in Ukraine, the freedoms I enjoy waking up to each day in America have been top of mind lately and make me feel more grateful than ever for the sacrifices others have made to protect our sacred liberties. Living on the doorstep of our nation's capital, I often reflect on our country's incredible grit as we went from being the underdogs to becoming the powerhouse we are today.

As you go about your Fourth of July BBQs, picnics, and fireworks, my hope is that you will pause to remember all of the courageous men and women that came before us, many paying the ultimate price to ensure the privilege of celebrating true independence this holiday. Nothing great is easily won, and I believe our Real Producers can relate to that hard truth.

Speaking of celebrations, I am really looking forward to our upcoming Casino Royale event this week! We still have a few spots left at the gaming tables for last-minute RSVPs, so please be sure to sign up ASAP and wear your best James Bond-inspired attire as we gamble at a gorgeous property at 1342 Potomac School Road in McLean for a great cause on July 13. All proceeds from our Texas Hold 'Em tourney will be donated to Love Justice International, as we aim to save 500 lives from being trafficked this year. What better cause this month than giving someone their personal freedom?

Also, be sure to check out our NOVA May Mastermind photos on page 18, and thank you to all who attended this educational event to benefit LJI!

In addition to feeling grateful for being an American, I feel especially

blessed to be on this wonderful journey with our *Real Producers* community. Thank you to our talented, diverse group of top agents and preferred partners for contributing to making our Northern Virginia sandbox a friendlier one in which to work and play.

Have a happy and safe Fourth with your loved ones, and see you soon!!



Kristin Brindley
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FOOD FOR THOUGHT

What are some of your all-time favorite songs about America?



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Who are your favorite industry teachers?

Which classes have you found most valuable?



JASON CHERPDAK
Samson Properties

Having a coach! I've had a coach all my life — someone to keep me at the top of my game, challenge me, and help me be my best self. I have a business coach today, and they have helped tremendously!



MARC CORMIER
BHHS PenFed Realty

Most of my inspiration and direction come from sales instructors outside the industry.



DANIEL SANDERS
Four Sales Ltd.

Since 2009, Simon Sinek has been, and remains, one of my favorite authors and speakers. His message of focusing on "Why" has been a North Star as we've grown the business and adapted to changes in the business climate. Simon's core concept is that good leaders inspire people to act by giving them a sense of purpose or belonging, and his message is one of leadership by getting buy-in to the company's mission rather than by direction. It's his total body of work that inspires, and his continuously evolving material that has the greatest impact on my decision making, rather than a particular course. He is a wonderful storyteller and uses storytelling as an artfully effective way of getting his message heard.



FRANK SCHOFIELD
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1. Matt James (coach from KW)
2. Tom Ferry
3. Jack Willnick



TONY FERNANDEZ-SARDINA
Rn HomeTech LLC

As a home inspector, I am a member of InterNACHI — one of the three nationwide home inspector associations.

One of the main reasons I chose InterNACHI over ASHI or NAHI is the fact that InterNACHI has a wealth of excellent online courses. In fact, in 2020, InterNACHI became the first (and thus far, the only) nationally accredited online home inspector college whose courses are now accepted as continuing education credit (or units), which will satisfy the CEU requirements for both Maryland and Virginia licensing renewal.

All of their courses are taught by in-house instructors who are also still active home inspectors. The courses offer both a classroom or written component with quizzes and a final exam, as well as a video component in which students are able to see the topics discussed.

In addition, InterNACHI has its own in-house faculty teaching the courses.



ASHEIGH WEHMEYER
Compass

I like Brian Buffini, but I also like Compass mentors. They come to retreats and do online classes.



LINDSEY HAGEN
Compass

BOLD is all about getting out of your comfort zone and getting to live the life you love. I've taken it six times so far!



BRIAN URIBE
Pearson Smith Realty

Kent Eley has been in the business for over 20 years. I worked with him at Century 21 New Millennium, and he taught me a lot. He's a great mentor.



RYAN RICE
Keller Williams Capital Properties

I learn from other agents. I was asked to be on a panel with Wade Vander Molen, Bic DeCaro, Megan Fass, and Khalil El Ghoul, and I learned a lot.



FAITH SAUNDERS
Pearson Smith Realty

My brokerage. The amount of education classes they have is extensive. Pearson Smith has such a wide breadth of virtual classes, and Dustin Fox has been my mentor and given me lots of great recommendations.



KARA CHAFFIN DONOFRIO
Long & Foster Real Estate

I love the work of Sharran Srivatsaa. His podcast is called *Business School*. I also enjoy Jeff Pfitzer, who hosts *Drunk on Social*.



STEPHANIE LIN
Pearson Smith Realty

My team leader, Dustin Fox, is a wealth of knowledge, and I love his vision. Before I joined Pearson Smith, though, I was on YouTube searching for everything, listening to podcasts like *Bigger Pockets* and local agents like Karen Cooper, who is also from Pearson Smith.

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What an educational event our May Mastermind at Fort Myer's historic Patton Hall was! We had an amazing time raising money for a worthwhile cause and learned a great deal about 'Listings, Leverage, and Leadership' in the process. Thank you, from the bottom of our hearts, to all the NOVA Real Producers, preferred partners, and our brilliant speakers who participated!

Through the live auctioning of our speakers, *NOVA Real Producers* raised \$31,800, with all proceeds going to Love Justice International to prevent human trafficking. Our goal is to save 500 lives through LJI this year, and we appreciate your generous support!

A huge thank-you to our May Mastermind event sponsors: **Vellum Mortgage, Stewart Title and Escrow, loanDepot, Town & Country Movers, Scalable RES, Cinch Home Services, and Four Sales Ltd.**, as well as to **HD Bros** for capturing our event on film and to **Ryan Corvello** for capturing the day on camera! You are all absolutely amazing and appreciated ... we couldn't have done this without you!

Check out photos from the Mastermind on the following pages and also on our new Facebook

page: www.facebook.com/kristinbrindleyrealproducers. If you were one of our Top 500 attendees, **be sure you join our new, private Top 500 group today and tag yourself and your friends in the pictures!**

We can never express enough gratitude for our preferred partners. We simply could not do what we do without your tremendous support. Thank you again for being part of our special *NOVA Real Producers* community. As always, it was great seeing everyone and connecting again as a community. We look forward to seeing you again soon at our exciting Casino Royale event in McLean!

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





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A Brad Rozansky live home seller's seminar. (Photo used with permission of The Rozansky Group at Compass)

3 EVENTS

Every REALTOR® Should Be Doing to

GENERATE BUSINESS

Coming to you this month with some marketing strategies that aren't technology-focused, but instead are in-person-focused. Technology allows us to leverage our time and get our value messages out to as many people as we can, but in-person events serve as conduits to get face-to-face with people with whom we want to do business. There are Realtors who shy away from large speaking opportunities, but others see it as a great chance to share their value directly to their target audience. There are three

specific speaking events that can help agents create business for themselves right now.

Home-Selling Seminars

With the market shifting, we all know several people in our database or farm who could benefit from selling their investment property or primary residence. The goal is to get face-to-face with them to explain why now is a good time to sell and how you and your real estate team can make their home sale easy and profitable. I would

reserve a local neighborhood clubhouse, library, or local restaurant and start inviting your database and social media following (minus the Realtors). Invite your favorite vendors to participate and sell the team. The average homeowner may not be aware of the current market shift and why selling can benefit them. Doing this will help you grow your listing business.

Downsizing Seminars

The other major demographic of homeowners that could greatly benefit from a

home sale is the downsizers — homeowners who have lived in their primary residence for many years and finally want to “cash out” of their largest investment. A downsizing seminar is similar to the home-selling seminar but targets a very specific demographic. The goal is to show them not only how they can benefit from a home sale in this market but how you and your team can assist with the transition process. Having lived most of your adult life in the same home, parting with it comes with several challenges, from decluttering to the emotional toll of leaving, but the downsizing seminar gives you the chance to convey your value to alleviate their concerns.

Client Appreciation Events

One of the questions I ask Realtors when I meet with them is, “Have you ever done a client appreciation event?” I ask this because, as we emerge out of the COVID era, it is a great event to get back in front of your past clients and sphere of influence. These events don't need to be

super expensive and over the top. I have client appreciation events at local parks, bowling alleys, and Top Golf. I would bring note cards with every person's full contact information and make them verify the information when they arrive. If their phone number or email has changed, they will tell you! This allows you to update it correctly in your CRM. The name of the game is to grow new relationships and expand existing ones, and this event will help do that.

With the market shifting, it is more important than ever to not only grow your business by targeting would-be sellers but keep your database close to the chest as every buyer and seller referral is very important. Let's get face-to-face with your target audience!



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

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The 411 on 1031 Exchanges

What Your Clients Need to Know

1031 exchanges are a commonly used tool in the real estate industry. Those who routinely play a part in real estate transactions may understand what they are and how they work, but for clients who only buy or sell a property once or twice over their lifetime, the presence of 1031 exchange language in their real estate contract may make them uneasy.

To help get your clients more comfortable with the 1031 exchanges, I've laid out some basic points you can use to explain what the 1031 exchange is, how it works, and what your clients can expect when they enter into a contract where a 1031 exchange is going to be used.

What Is a 1031 Exchange?

Named after the IRS Code Section 1031, a 1031 exchange allows for the individual or entity that is selling an investment property to avoid paying capital gains taxes on the sale if the proceeds are immediately reinvested into a new investment property of "like-kind" that is of equal or greater value. A 1031 Exchange can only be utilized for investment properties and cannot be used if a property was or is going to be a primary or principal residence.

What Types of Real Estate Qualify for a 1031 Exchange?

Real properties used for business, trade, or investment purposes and are of "like-kind" can usually qualify for a 1031 exchange. Interpreted broadly, "like-kind" property is property of the same nature, character, or class; most traditional forms of real estate will qualify as like-kind. For example, a vacant lot is considered like-kind to a residential condominium unit. Personal property, inventory, stocks, bonds, and notes, however, are not considered like-kind for the purposes of a 1031 exchange.

What Happens to the Proceeds of the Sale in a 1031 Exchange?

Any proceeds that a seller, or "exchangor," earns from the sale of an investment property are transferred directly to a "qualified intermediary." A qualified intermediary is a third party that agrees to hold the proceeds of the sale in escrow until the exchangor goes to settlement on a new investment

property, at which time the qualified intermediary will transfer the funds to the settlement company handling the transaction.

When Utilizing a 1031 Exchange, How Quickly Does the Exchangor Need to Close on a New Investment Property?

From the settlement date on the sold or "relinquished" property, the exchangor has 45 days to identify a replacement investment property to purchase. The exchangor can identify up to three potential replacement properties, but the closing on the replacement property must be completed within 180 days of the settlement on the relinquished property or the due date (including any/all extensions) of the income tax return for the tax year when the investment property was sold, whichever is sooner. Failure to complete the purchase of another investment property within this timeframe can result in the exchangor being exposed to capital gains taxes.

What Can Your Client Expect When the Other Party is Utilizing a 1031 Exchange?

A party's intent to use a 1031 exchange is typically indicated in the contingencies and clauses addendum of the residential sales contract. By ratifying a contract where the other party has indicated they will be utilizing a 1031 exchange, your client agrees to cooperate and execute any necessary documents from the Qualified Intermediary, but no additional action needs to be taken.

Does the Client Take on Any Additional Risk in Agreeing to a Contract Where There Will be a 1031 Exchange?

No. The contingencies and clauses addendum expressly states that by acknowledging the use of 1031 exchange by the opposing party, your client will not incur any expense or liability.

And there you have it. Although 1031 exchanges may be unusual to your clients, by being able to give them just a little bit of background information, you will hopefully help them to get over any of their qualms or concerns and get onto a smooth and seamless transaction.



Shannon A. Minarik joined MBH Settlement Group in 2019 and is the managing attorney of the Lake Ridge office. She has been a licensed attorney in Virginia for over eight years. Outside of the office, Shannon is an avid runner, reader, and lifelong fan of Cleveland sports teams.



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WORDS OF WISDOM FROM THIS MONTH'S FEATURES



DUSTIN & DEVON FOX
FOX HOMES TEAM
PEARSON SMITH REALTY

"A lot of people ask, 'Why? Why is it a good thing for our team and our clients to have so much growth?' It's like any network effect. The more people on the network, the more effective the network is. It's all about getting results."

Favorite quote: "We'll never catch up with ourselves. We'll never have to worry about somebody catching up to us." —Edwin Land



DEBBIE WICKER
WICKER HOMES GROUP
KELLER WILLIAMS REALTY

"I've had a note above my desk for years, which reads, 'I am not closing a transaction; I am opening a relationship.' My team and I really care about our clients and their experience. We've known many of our clients for 20 or even 30 years, helping them buy and sell homes many times over."



MICHELE BARRERA
THE ORACLE GROUP
COMPASS

"I hit the ground running in the morning so I can wind down with my little boys that won't be little forever. Success, to me, is finding that fine balance between being a rock star at work and at home."

"Every day, my coach tells me to do my 10 affirmations: 'I can do hard things.' I try to instill that mindset in my kids too."



KAYLA PEREIRA
TOWN & COUNTRY MOVERS

"We're still all about being family-owned, so I'm here to build relationships. Lunch and learns, one-on-one with agents, connecting with them to talk about our services. And it's not just moving — we do moving and storage, as well as staging. Many of the agents in *Real Producers* know that we have a great reputation. We

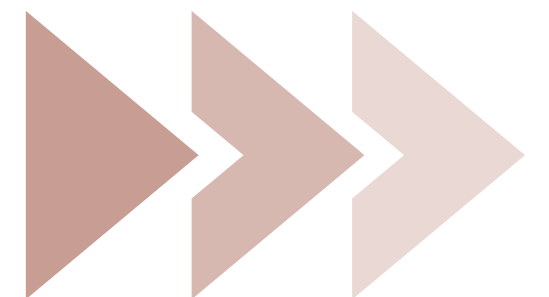
go above and beyond for their clients so they can feel comfortable and proud to refer us."



JOSH GREENE
EASTERN TITLE

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Favorite quote: "No'might mean 'no' today, but it doesn't mean 'no' later. So keep talking to people, keep asking for business."



KAYLA PEREIRA

TOWN & COUNTRY MOVERS

Old-School Values, **New-School Vision**

►► partner spotlight

By **Zachary Cohen**
Photos by **Aaron Lebo**

Town & Country Movers Inc. is a family-owned company based in the Washington, D.C., metro area. Since 1977, the company has grown from a small, local moving business to a nationally recognized, independent moving, storage, and staging company.

Over the years, Town & Country Movers has made a name for themselves in the real estate world as well. In 2017, they expanded into staging services and are now positioned to

provide a wide variety of services during a real estate transaction.

Town & Country Movers' track record shows a consistent focus on growth. This pattern continues with the hire of Kayla Pereira, who joined the team as the director of marketing in June 2021. She's bringing in her expertise in what she calls "guerrilla marketing," as well as a renewed focus on technology-based solutions.

It Runs in the Family

Kayla's parents have run a property management company since she was a young child. She grew up helping

them out in the business and later took on a full-time role as a leasing agent. After graduating from Mount St. Mary's University, Kayla dove into property management and found a love for her work.

"I fell in love with it ... until COVID hit, and it was more difficult to lease a luxury apartment," Kayla explains. "So I went off to get a different job as an account manager for property development." There, Kayla would connect with lenders and real estate agents. And while she enjoyed the work to an extent, she was, admittedly, bored. Stuck in an office all day, she missed connection and personal interaction.

...





From left to right: Jason Bass, Ryan Bass; and Kayla Pereira, of Town & Country Movers.



...

“That’s when I came across Town & Country. It sounded aligned with what I was doing in the real estate realm. I already had my own connections that I felt I could bring to the company.”

After talking with the owners, Kayla was brought on board. Her role as director of marketing is to help guide Town & Country Movers into the future.

“We’re still all about being family-owned, so I’m here to build relationships,” Kayla notes. “Lunch and learns, one-on-one with agents, connecting with them to talk about our services. I’m the guerrilla marketer.

I’m more focused on going out to speak to agents one-on-one, introducing the company, and introducing myself.”

More than Moving

As the economy and the real estate market continue to boom, Town & Country Movers’ business is flourishing as well. Their staging business, founded in 2017, has become an integral part of their work.

“It’s not just moving — we do moving and storage, as well as staging,” Kayla explains.

One unique feature of Town & Country Movers’ staging division is

their loyalty rewards program. It was created specifically for REALTORS®; they earn points for each stage, and points can be redeemed for free staging services or gift cards.

Stepping Into the Future

A focus on family values, combined with a scalable operation, allows Town & Country Movers to provide the best of both worlds — the personal care of a small organization coupled with the myriad of solutions that only a large company can provide.

“Many of the agents in *Real Producers* know that we have a great reputation. We go above and beyond for their clients so they can feel comfortable and proud to refer us,” Kayla says.

When Kevin and Dodi Bass founded Town & Country Movers in 1977, they did so with the vision of incorporating family values into the moving and storage world. For over 40 years, Town & Country Movers has been a family-owned and operated business. As the company looks into the future, they do so by first remembering their values. They understand that if they treat their partners and clients like family, the rest will follow.





Town & Country Movers services the local markets of Maryland, D.C., and Virginia, has long-distance capabilities in all 48 states, and offers international moving services. For more information, please visit www.townandcountrymovers.com.

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debbie

WICKER



Members of the Wicker Homes Group (from left to right: Brenda Ulrich, Ken Arthur, Debbie Wicker, Tad Wicker).

“The price of anything is the amount of life you exchange for it.”
—Henry David Thoreau.

Debbie Wicker can’t imagine exchanging the past 35 years of her life for anything other than real estate, running the Wicker Homes Group with her husband, Tad, while raising their three kids and helping as many people as possible. For Debbie, real estate is not about closing transactions ... it’s about opening relationships.

“I’ve had a note above my desk for years, which reads, ‘I am not closing a transaction; I am opening a relationship.’ My team and I really care about our clients and their experience,” explains Debbie. “We’ve known many of our clients for 20 or even 30 years, helping them buy and sell homes many times over.”

Debbie puts a high value on the relationships in her life. She approaches each relationship with love, respect, and a desire to serve. An eternal

optimist, she tends to see the good in people and lives life by the Golden Rule. The desire to create meaningful relationships in her life was evidenced by her choice to earn her bachelor’s degree in communications, with an emphasis on interpersonal communications as opposed to journalism, TV, or radio.

“I’m quite certain my folks were wondering, ‘What in the world is she going to do with a liberal arts degree in interpersonal communications?’” Debbie says, laughing. “To their eternal credit, they never once questioned me about it.”

A Virginia native, Debbie attended Virginia Tech for college. During summer and holiday breaks from school, she worked as a narrator for Tourmobile in Downtown D.C. “There were lots of interesting memories from those summers, giving tours of D.C. and Arlington Cemetery to people from all over the world. I wouldn’t trade those memories for anything!” she says.

Debbie married her college sweetheart, Tad Wicker, the summer after graduation in 1980 and moved to New Jersey, where Tad attended graduate school and seminary for three years. While Tad was in school, Debbie got a job as an administrative assistant. It was during this time that Debbie first became interested in real estate. She had attended a “fact-finding class” on becoming an agent that piqued her interest. However, as the sole provider, she couldn’t take the risk of a commission-based career.

Once Tad was out of school, they moved to Fort Wayne, Indiana, where he took a position as a solo pastor at a Presbyterian church. While she considered getting into real estate during this time, they once again needed a steady income to supplement the nominal salary of a pastor’s life. So she put it on hold. But when they moved to Virginia a few years later and purchased their first home in Vienna, the lousy experience they had with their real estate agent propelled Debbie into the business.



Debbie and Tad Wicker at home with their yellow Lab, Tucker, and rescue St. Bernard, Nana.

“We’re looking forward to continuing to grow our business and enjoy downtime together.”

seven weeks and adopt two children, we can do anything!” she exclaims.

After Tad worked for 10 years as a Presbyterian pastor and another 12 years of management consulting with Coopers & Lybrand and PricewaterhouseCoopers, Debbie convinced him to leave the corporate world and join her in real estate. With their complementary backgrounds, they joined forces to create the Wicker Homes Group. That was November of 2005, just a year or so before the Great Recession.

Fast forward to today, they now have six people on their team, and they typically serve 60 to 80 clients a year. Over the years, they’ve made it a point to grow their team with only like-minded agents and team members who are committed to being the best agent/person they can be for their clients, approaching each relationship with respect, gratitude, and a genuine desire to serve. Tad calls it “the ministry of real estate.”

“Everyone on our team comes from the same perspective, and if they don’t ... they won’t be on our team for very long. We’ve had to let people go for that very reason. Our wonderful team is now a ‘well-oiled machine’. It’s absolutely fabulous! We love what we do, and we really care about each other. It’s our Dream Team.”

As Debbie continues exchanging her life to achieve her personal best in real estate and grow the Wicker Homes Group, she is also committed to celebrating the people in her personal life, sharing time and energy with their friends and family.

“As ‘almost-empty-nesters,’ Tad and I like to say we work hard and play hard,” Debbie says with a grin. “We’re looking forward to continuing to grow our business *and* enjoy downtime together. All of our kiddos are local, as is most of my extended family. I absolutely *love* having them over for dinner, going out together to a restaurant, or doing something fun together like iFly or Top Golf here in Ashburn.”

Whether with family, a client, or fellow agent, Debbie will no doubt continue to establish and cultivate meaningful connections wherever she goes.

“After settlement, I turned to Tad and said, ‘I can do a better job of selling a house to someone than *that*!’ If you know my hubby, you know what he said: ‘Put your money where your mouth is — don’t just talk about it, *do* it!’ Two months later, I had my license and embarked on my real estate career. That was in 1987, and I’ve never looked back!” Debbie says.

As Debbie began growing her real estate business, she and Tad tried to grow their family as well. After a long stretch of infertility, they decided in 1991 to go overseas and adopt their children. From the moment they decided to adopt to the moment they came home was a crazy, six-month journey. They spent seven weeks in Romania completing the adoption process and came home with their 3-year-old, Alexandra, and newborn, Benjamin.

“It was a bit traumatic — teaching a *very* verbal Romanian child English and handling all the demands of an instant family, including a newborn,” Debbie explains. “Then, of course, within 18 months, I was pregnant. We literally went from two of us and a dog for 11 years to three beautiful, small children within 28 months. The good news is that we survived!”

While the entire adoption experience, from start to finish, was incredibly challenging, it was also very empowering for Debbie. “For years, I literally told myself, ‘If we can go to a second-world country on the other side of the planet, stay for



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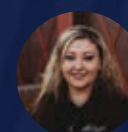
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MICHELE BARRERA

BOUNDLESS POTENTIAL

For some reason, Michele Barrera has a habit of eventually hiring her former bosses.

“This has happened at my last three jobs, so I guess it says a lot about my work ethic and being an entrepreneur,” she laughs. “I’ve been working since I was 9 years old flipping tortillas in my family’s restaurant in Texas.”

Michele started her first cleaning company with 22 employees when she was just 21, later selling it when she arrived in Virginia with her husband’s military orders.

“After starting that business, I decided to switch my degree plans and obtained my MBA with a minor in psychology, something that I find very useful being a business owner that works with different people daily,” Michele points out.

Michele was hired as a receptionist at a large property management company in Stafford, Virginia, when her husband was transferred to Quantico seven years ago. But after a few months in her new role, she craved more responsibility, so, with an infant at home, she worked full-time and attended real estate classes at night.

“I was pumping milk in the hallways,” she says with a chuckle. “But I was making \$28,000 at the time, and I knew I could handle more than answering phones.”

Michele was quickly promoted to office manager but says she wasn’t thrilled about having to frequent the court and be ‘the bad guy’ who handled tenant evictions. She searched for another role in the real estate sector and was hired as a transaction coordinator for Keller Williams.

“I really enjoyed the paperwork side of the real estate transaction and the uniqueness of every deal. But in 2020, my husband received his military orders to Okinawa, Japan, and so I helped my boss at the time find my replacement,” Michele recalls. “But after my successor’s training was complete, my husband’s military orders were rescinded due to the medical needs of our youngest son. So within 15 minutes one afternoon, my husband had to decide on California or Maryland, with no ability to call me. Luckily, he chose Maryland!”

With Michele’s old job already filled, she told her team leader that same day that she would switch to an agent role instead and hasn’t looked back. Now in her third year as a REALTOR®, Michele knocked out over \$17 million in sales in both 2020 and 2021, winning the Top Agent Award for 2021 at Compass and The Washingtonian’s Top Agent Award for sales volume last year. Michele also recently started her own team, The Oracle Group, and already has three team members.

“If it had not been for the military changing my husband’s orders, I don’t think I would have ever made the leap into a commission-only job, ever. I did not have the confidence I have now back then and I had no idea how much I would love being a home

matchmaker! The fact that no two buyers or sellers are the same keeps it very interesting.”

Michele notes she has talked clients out of buying a house on more than one occasion and strives to remain objective to help guide them with such an emotional decision. She also has a reputation for extreme candor and an affinity for helping military families that may be relocating to the NOVA area.

“As a military wife, I am direct, decisive, and understand the jargon of the servicemembers moving here. I am also fully aware of the struggles of trying to rent or buy as a military family from out of state and have done several deals without the buyer ever seeing the home in person,” Michele explains. “But I’m not that traditional salesperson that is going to pressure

...



Michele Barrera with sons
Michael Jr. and Gabriel.



...

anyone into doing something outside of their comfort zone. I'm here to support my clients, educate and advise them, and sometimes that advice is to wait... There is no sugar-coating here, and I think they get thrown off by it sometimes since it's not the norm for an agent not to let you settle."

When Michele isn't busy being radically honest with her clients, she loves spending time outdoors with her husband, Michael, and their two amazing sons, Michael Jr. (7) and Gabriel (5).

"I grew up in Houston, Texas, and met my husband in middle school. At 21, we were married and have been together for 13 years now," Michele smiles. "Michael loves to bike, and the boys also have 'a need for speed.' We really enjoy hiking and camping too."

Michele notes that, in a career that has boundless potential, it's easy to get distracted from what's really important and keeps a vision board at her desk to remind her of her 'why.' "I hit the ground running in the morning, so I can wind down

with my little boys that won't be little forever," she acknowledges. "Success, to me, is finding that fine balance between being a rock star at work and at home."

As Michele looks towards a bright future in real estate, she has no plans of resting on her laurels and plans to double the number of families she helps this year, focusing on military clients.

"Being a military family, we moved from North Carolina to Virginia, and now my husband is stationed at Fort Meade. I recently found out his shop did not have a family readiness officer (FRO)... So many military families are moving here and have no insights into the area. It's scary to be uprooted every few years, especially when you add kids to the mix, needing to find the right schools. I love helping the younger Marines and their families get settled and feel like 'the cool aunt' that knows the area."



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JOSH GREENE

EASTERN TITLE & SETTLEMENT



BOOTS ON THE GROUND

"What separates us from our competition is that we're boots on the ground. We go door to door. We don't expect business; we go get business. We go out and do things that other title companies don't do."

Josh Greene's willingness to go above and beyond has defined his company culture. Since founding Eastern Title and Settlement in 2009, he has steadily expanded the business, building it into one of Northern Virginia's most well-respected brands. Josh is now expanding the brand beyond the Virginia/D.C. metro area, bringing his passion for service to neighboring states and communities.

Beginnings

Josh has built his professional life with hard work and a boots-on-the-ground mentality. At 13, he started selling meat door-to-door, and he leveraged that job into leading the wholesale

division of one of the nation's largest meatpacking companies.

"I went to college and worked with my brother at one of the nation's largest meat companies," Josh reflects. "I worked for him through my teenage years and college. He offered me an opportunity to run his wholesale meat business, and I made it one of the largest in the country."

In his twenties, he then helped build a cell phone company alongside his brother before getting into the mortgage business.

"A buddy of mine got me into the mortgage business. I learned the mortgage business from the ground up," Josh explains.

Before founding Eastern Title and Settlement, Josh spent several years running his own mortgage company, but when the mortgage crisis hit in

2006, he shifted gears, joining his mother in the title sector.

"During the mortgage crisis, the regulations changed, and I had to look for something else to do. So I went to work with my mom at her title company, then just three years later, I started my own company," Josh explains.

When Josh founded Eastern Title and Settlement in 2009, he brought his entrepreneurial skills, drive to succeed, and mortgage lending experience with him. That's allowed him to quickly become known as one of Northern Virginia's top title resources.

Eastern Title and Settlement

At Eastern Title and Settlement, Josh and his team are focused on offering an unmatched level of personal service. They are intensely people-focused, hoping to build clients for life.

"We're customer-oriented. We close anywhere, anytime. We help you grow your business. We don't just want an agent or a buyer to be a client; we want them to be a friend and a client and want to work on that relationship. We're always available. We're old school. We provide an experience with not only the most innovative technology but also human interaction."

Josh also believes that good communication is essential to a successful transaction. He understands that problems and obstacles do arise, and when they do, he's not going to go missing in action.

"Communication... communicate with your title company if you're having an issue so we can resolve it. We'll always have problems. It's all about how the title company handles it."

Josh has found a love for marketing, growing the business, and building relationships. His hands-on



Members of the Eastern Title & Settlement team.



Min Hu and Tanvir Aziz, of Eastern Title, at NOVA Real Producers' Spring Social in April 2021. (Photo by Ryan Corvello)

...

approach extends to every corner of the company, and his marketing efforts are often quite creative. He's engaged with social media and creating video content for his YouTube channel, and he even hosts a TV show on WUSA 9. This program helps real estate agents and other industry professionals get an insider's perspective on the industry and gain valuable market insights. Agents are often interviewed, giving them a unique marketing platform of their own.

A Growth-Minded Outlook

As Josh looks ahead, he envisions continued growth for Eastern Title and Settlement. In 2022, the company opened an office in Ocean City, Maryland. The corporate office is in Rockville, Maryland, and they also have offices in Washington, D.C., and Falls Church, Virginia. Eastern Title and Settlement is in the process of opening new offices in Florida and Delaware as well.

"Our goal is to continue to expand and grow and really control the market that we're in," says Josh.

For more information, please visit www.easterntitle.com.



Josh Greene and his wife, Amber, with their 1-year-old son, Finn. When Josh isn't working or hanging out with his family, he can be found fishing — from Ocean City, Maryland, to Florida to Guatemala.

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» cover story

By Zachary Cohen
Photos by Ryan Corvello

DUSTIN & DEVON FOX

FOX HOMES TEAM

THE SKY'S THE LIMIT



“I want to be the number 1 team in our brokerage in the next two years. I want to be the number 1 team in Northern Virginia in five years. And then, from there, I’d like to expand beyond Northern Virginia,” Dustin Fox states matter-of-factly.

These are massive goals for any real estate team, let alone one that has only been together since April 2021. Yet, in less than a year of running a team, Dustin and his wife, Devon, have already displayed the capacity and skill to lead one of the area’s top teams. The Fox Homes Team already has 28 agents and counting. Perhaps most importantly, Dustin and Devon have implemented a culture of collaboration, excellence, and drive.

“The sky’s the limit,” Dustin declares.

Building Blocks

Before becoming a REALTOR®, Dustin spent 17 years in retail management, the last 10 of which were with Pottery Barn and Bed Bath & Beyond. This experience has provided him with a customer service-focused skill set. But after almost two decades in the retail industry, a serendipitous meeting would forever reshape Dustin’s path.

“I was selling someone a sectional furniture set ... and we developed a good relationship. It turned out she was a real estate broker, and she came back the next day. She said, ‘You need to do real estate, even if it’s not at my brokerage,’” Dustin remembers. “She sent me multiple people to talk to to see if it’s a good fit.”

When Dustin returned home to share the new inspiration with his wife, she responded with a tongue-in-cheek approval.

“When I went to Devon, she said, ‘I’ve been telling you to do real estate



Dustin Fox.



Devon Fox.

forever. It’s only when it’s someone else’s idea that you do it,” Dustin remembers with a laugh. “So I dove in.”

Building an Empire

Dustin found success, and just a year and a half after he was licensed, Devon left her career in logistics and operations to join him. For four years, the couple worked as a

husband-and-wife team, building their skills and reputation. Throughout this time, Dustin recruited many agents to work at their brokerage, Pearson Smith Realty. Each time a new agent joined, Dustin would offer his knowledge, insights, and mentorship.

Devon recognized how many people Dustin was helping and pushed him



Fox Homes Team at Pearson Smith Realty.

“

WE HAVE A MOTTO OF SETTING THE STANDARD. QUALITY GOVERNS EVERYTHING WE DO. WE ARE MANIACALLY OBSESSED WITH OUR CLIENTS’ EXPERIENCES. IT SOUNDS CLICHÉ, BUT WE LIVE BY THE PRINCIPLES.

to start a team. In April 2021, that finally became a reality when the Fox Homes Team was founded.

“He had been mentoring all these people in the brokerage that he’d be on the phone with for hours a day giving advice. He was essentially a team lead without a team yet,” Devon reflects.

As a result of Dustin’s mentorship, building a team was not a challenge. The couple interviewed 50 agents initially and hired eight. By the end of 2021, their team had grown to 28 agents, and Dustin and Devon stepped back out of production.

Culture First

Both Dustin and Devon come in with

management experience and a commitment to growth. They describe themselves as yin and yang — two complementary parts of a whole. But one thing they share in common is a commitment to culture.

“We have high standards,” Dustin notes. “It’s a collaborative environment. We have some philosophies.

...

I really believe, and every team member believes, that the best source of new business is the work currently on our desk. We have a motto of setting the standard. Quality governs everything we do. We are maniacally obsessed with our clients' experiences. It sounds cliché, but we live by the principles."


Alongside their growth-minded outlook, the members of the Fox Homes Team share a commitment to a family-like atmosphere. They are willing to step in to help each other out simply because that's what family does.

As Dustin and Devon step into the future, they hold dreams of growth and their commitment to culture side by side.

"This is not just about agents; it's about the team cohesively. We're all a family, all helping each other out," Dustin says. "A lot of people ask, 'Why? Why is it a good thing for our team and our clients to have so much growth?' It's like any network effect. The more people on the network, the more effective the network is. It's all about getting results."

Dustin and Devon Fox are high school sweethearts. They had their first daughter when Dustin was 21 and Devon was 18, and have been together for 25 years. Their daughters are 22, 16, and 13.





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Stocking the Home Bar

A useful thing many of us have learned from a years-long global pandemic is how to *make do* — and even enjoy ourselves — with what we have at home. The familiar social act of grabbing a drink with friends was off-limits for months, leaving cocktail lovers ample time to hone their at-home mixology skills. Planning to show off your drink-mixing prowess this summer? Here are a few suggestions for stocking the home bar...

First, consider the drink-making occasions you have coming up to guide your selections. Do you need a versatile collection of spirits such that the most popular bar drinks can be whipped up with ease? Or are you mainly planning for intimate gatherings, focusing on favored drinks you want to perfect or a particular spirit you wish to explore?

Generally, according to most mixology experts, a well-rounded home bar should include at least one bottle of each core liquor:

- **Vodka:** Most home bartenders will benefit from having two bottles of

this indispensable spirit on hand — one budget-friendly bottle for mixing tall drinks, like bloody Marys, and a top-shelf bottle for smooth sippers like martinis.

- **Rum:** Two bottles of rum — one light and one dark — will make concocting summery daiquiris, mojitos, and mai tais a breeze.
- **Gin:** A high-quality bottle of dry gin is essential for beloved cocktails like the gin and tonic and dry martini.
- **Tequila:** Sweet summer sunshine and good tequila go hand in hand ... in a delightful margarita. A nice bottle of blanco (or silver) tequila is the best choice for your home bar.
- **Whiskey:** A premium bourbon and a blended whiskey are excellent options for both sipping and classic cocktails like an old fashioned.

EXTRAS:

- **Brandy:** Once considered a core spirit, brandy is the star in classic cocktails such as the sidecar and brandy alexander.
- Various liqueurs (choose one or many, depending on your preferences): amaretto, coffee, orange, Irish cream, vermouth
- Fruit juices, such as lemon, lime, orange, cranberry, and pineapple
- Sodas, such as club soda, tonic water, ginger ale, cola, and diet cola
- Citrus garnishes (twists, wheels, slices), such as lemon, lime, or orange
- Bitters
- Simple syrup

Cheers to cold drinks and sunshine this summer!





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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to May 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Sarah A. Reynolds	Keller Williams Chantilly Ventures, LLC	296	\$167,724,864	88	\$43,242,112	384	\$210,966,976
2	Keri K Shull	Optime Realty	66.5	\$45,455,636	161.5	\$100,638,616	228	\$146,094,256
3	Jennifer D Young	Keller Williams Chantilly Ventures, LLC	94.5	\$56,119,500	60.5	\$39,784,792	155	\$95,904,292
4	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	29	\$55,562,848	11	\$21,124,330	40	\$76,687,176
5	Martin K Alloy	SM Brokerage, LLC	82	\$49,357,280	39.5	\$23,576,172	121.5	\$72,933,456
6	Sue S Goodhart	Compass	30	\$36,045,500	28	\$35,797,784	58	\$71,843,288
7	Casey C Samson	Samson Properties	36.5	\$43,369,000	12	\$16,150,800	48.5	\$59,519,800
8	Akshay Bhatnagar	Virginia Select Homes, LLC.	16	\$11,213,000	60	\$47,594,352	76	\$58,807,352
9	Jason Cheperdak	Samson Properties	34	\$19,908,712	49	\$34,792,424	83	\$54,701,136
10	Piper Gioia Yerks	Washington Fine Properties, LLC	7	\$22,425,000	6.5	\$30,634,970	13.5	\$53,059,968
11	Jean K Garrell	Keller Williams Realty	30	\$31,099,200	20.5	\$20,554,300	50.5	\$51,653,500
12	John Coles	Thomas and Talbot Estate Properties, Inc.	4	\$27,625,000	1	\$23,500,000	5	\$51,125,000
13	Jennifer L Walker	McEnearney Associates, Inc.	26	\$22,164,250	26	\$24,621,700	52	\$46,785,952
14	Phyllis G Patterson	TTR Sotheby's International Realty	23.5	\$35,680,816	8.5	\$10,704,850	32	\$46,385,664
15	Christopher J White	Long & Foster Real Estate, Inc.	27	\$28,209,340	14	\$16,380,000	41	\$44,589,340
16	Daan De Raedt	Property Collective	39	\$27,761,250	21	\$16,295,000	60	\$44,056,248
17	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	12	\$7,076,500	42	\$34,458,816	54	\$41,535,312
18	James W Nellis II	Keller Williams Fairfax Gateway	30	\$19,606,200	24.5	\$16,205,999	54.5	\$35,812,200
19	Laura C Mensing	Long & Foster Real Estate, Inc.	12	\$22,522,050	7	\$13,043,180	19	\$35,565,232
20	Betsy A Twigg	McEnearney Associates, Inc.	19	\$27,719,220	3	\$5,838,000	22	\$33,557,220
21	Lilian Jorgenson	Long & Foster Real Estate, Inc.	15	\$19,028,400	6	\$11,367,450	21	\$30,395,850
22	Andre M Perez	Compass	3.5	\$4,052,500	11	\$26,333,000	14.5	\$30,385,500
23	Nikki Lagouros	Berkshire Hathaway HomeServices PenFed Realty	20	\$12,081,500	27	\$18,114,478	47	\$30,195,978
24	Ashraf Morsi	Keller Williams Realty	21	\$17,139,026	16	\$12,413,781	37	\$29,552,808
25	Khalil Alexander El-Ghoul	Glass House Real Estate	16.5	\$15,130,075	13	\$14,330,126	29.5	\$29,460,200
26	Damon A Nicholas	Coldwell Banker Realty	15	\$12,573,140	23	\$16,057,100	38	\$28,630,240
27	Bruce A Tyburski	RE/MAX Executives	14.5	\$14,319,422	15.5	\$14,034,500	30	\$28,353,922
28	Dilyara Daminova	Samson Properties	7	\$3,315,000	46	\$24,665,590	53	\$27,980,590
29	Lisa Dubois-Headley	RE/MAX West End	15.5	\$16,069,510	11	\$11,853,500	26.5	\$27,923,010
30	Kristen K Jones	McEnearney Associates, Inc.	8	\$8,369,500	13	\$19,466,000	21	\$27,835,500
31	Kimberly A Spear	Keller Williams Realty	16	\$10,497,000	24	\$17,282,748	40	\$27,779,748
32	Mona Banes	TTR Sothebys International Realty	10.5	\$10,972,950	14	\$16,044,050	24.5	\$27,017,000
33	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	48	\$26,900,374	0	\$0	48	\$26,900,374
34	Mercy F Lugo-Struthers	Casals, Realtors	7	\$3,497,428	49	\$23,342,496	56	\$26,839,924
35	Venugopal Ravva	Maram Realty, LLC	2.5	\$1,440,000	33	\$25,358,238	35.5	\$26,798,238
36	Sherif Abdalla	Compass	10.5	\$12,883,750	7	\$13,763,500	17.5	\$26,647,250
37	Bic N DeCaro	EXP Realty, LLC	5.5	\$3,550,500	27.5	\$21,709,066	33	\$25,259,566

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
38	Dinh D Pham	Fairfax Realty Select	12	\$7,101,332	36.5	\$18,144,340	48.5	\$25,245,672
39	Steven C Wydler	Compass	9	\$12,005,000	7.5	\$13,063,500	16.5	\$25,068,500
40	Michael I Putnam	RE/MAX Executives	20	\$11,090,400	21	\$13,901,200	41	\$24,991,600
41	Blake Davenport	RLAH @properties	7	\$4,028,700	28	\$20,327,268	35	\$24,355,968
42	Paul Thistle	Take 2 Real Estate LLC	23	\$16,291,300	10	\$8,001,500	33	\$24,292,800
43	Erin K Jones	KW Metro Center	19.5	\$10,552,000	18.5	\$13,384,919	38	\$23,936,918
44	Viktorija Piano	Keller Williams Realty	10	\$14,034,490	8.5	\$9,805,900	18.5	\$23,840,390
45	Carolyn A Young	RE/MAX Gateway, LLC	9.5	\$7,076,950	21.5	\$16,539,664	31	\$23,616,614
46	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	1	\$290,000	30	\$23,186,960	31	\$23,476,960
47	Cynthia Schneider	Long & Foster Real Estate, Inc.	24.5	\$15,828,714	11	\$7,556,000	35.5	\$23,384,714
48	Kay Houghton	KW Metro Center	25	\$13,282,000	16	\$10,046,500	41	\$23,328,500
49	Irina Babb	RE/MAX Allegiance	29.5	\$20,488,000	4	\$2,648,500	33.5	\$23,136,500
50	Tracy V Williams	TTR Sothebys International Realty	4.5	\$9,237,500	5	\$13,865,740	9.5	\$23,103,240
51	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	18	\$17,014,744	5.5	\$5,391,500	23.5	\$22,406,244
52	Jon B DeHart	Keller Williams Realty	14	\$11,737,609	13.5	\$10,657,000	27.5	\$22,394,608
53	Kamal Parakh	Customer Realty LLC	15	\$9,144,873	15	\$13,192,200	30	\$22,337,072
54	Steven J Watson	KW Metro Center	7	\$16,936,650	4	\$4,906,000	11	\$21,842,650

Disclaimer: Information based on MLS closed data as of June 6, 2022, for residential sales from January 1, 2022, to May 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.

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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to May 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
55	Tom Francis	Keller Williams Realty	10	\$16,218,250	4.5	\$5,529,410	14.5	\$21,747,660
56	Megan Buckley Fass	EXP Realty, LLC	12	\$12,954,430	8	\$8,786,500	20	\$21,740,930
57	William F Hoffman	Keller Williams Realty	9	\$13,842,970	6	\$7,635,000	15	\$21,477,970
58	Yony Kifle	KW Metro Center	4.5	\$2,602,500	37.5	\$18,870,800	42	\$21,473,300
59	Abuzar Waleed	RE/MAX Executives	20.5	\$11,172,800	22	\$10,126,032	42.5	\$21,298,832
60	Fouad Talout	Long & Foster Real Estate, Inc.	5	\$10,147,500	6.5	\$11,136,490	11.5	\$21,283,990
61	Kristina S Walker	KW United	13.5	\$11,329,500	13	\$9,747,500	26.5	\$21,077,000
62	Danielle Wateridge	Berkshire Hathaway HomeServices PenFed Realty	8	\$7,079,000	16	\$13,987,983	24	\$21,066,984
63	Pamela A Yerks	Washington Fine Properties, LLC	5	\$18,712,500	1	\$2,300,000	6	\$21,012,500
64	Raymond A Gernhart	RE/MAX Executives	17.5	\$8,625,250	17	\$12,230,531	34.5	\$20,855,780
65	Eve M Weber	Long & Foster Real Estate, Inc.	14	\$13,552,000	10	\$6,783,500	24	\$20,335,500
66	Lenwood A Johnson	Keller Williams Realty	23	\$12,082,979	15.5	\$8,119,880	38.5	\$20,202,860
67	Debbie P Kent	Cottage Street Realty LLC	27	\$17,255,800	3	\$2,937,203	30	\$20,193,004
68	Jeddie R Busch	Compass	5	\$4,960,000	14	\$15,034,891	19	\$19,994,892
69	Margaret J Czapiewski	Keller Williams Realty	27	\$16,133,235	7.5	\$3,774,000	34.5	\$19,907,236
70	Marianne K Prendergast	Washington Fine Properties, LLC	5	\$11,499,250	4.5	\$8,246,950	9.5	\$19,746,200
71	Danielle C Carter	Redfin Corporation	40.5	\$18,749,850	2	\$983,000	42.5	\$19,732,850
72	Anthony H Lam	Redfin Corporation	8	\$6,727,000	13	\$12,970,400	21	\$19,697,400
73	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	11	\$17,858,430	1	\$1,739,720	12	\$19,598,150
74	Jillian Keck Hogan	McEneaney Associates, Inc.	9.5	\$7,183,000	13	\$12,027,960	22.5	\$19,210,960
75	Matias Leiva	Keller Williams Chantilly Ventures, LLC	22	\$18,078,500	1	\$942,000	23	\$19,020,500
76	Laurn E Eadie	Compass	8.5	\$6,269,000	19	\$12,676,743	27.5	\$18,945,744
77	Heather C Corey	TTR Sotheby's International Realty	10	\$15,915,000	2	\$2,745,000	12	\$18,660,000
78	Elizabeth W Conroy	Keller Williams Realty	10	\$11,657,590	4.5	\$6,997,500	14.5	\$18,655,090
79	Sarah Harrington	Long & Foster Real Estate, Inc.	14.5	\$12,051,000	6	\$6,510,000	20.5	\$18,561,000
80	Keith A Lombardi	Redfin Corporation	9	\$5,089,000	16	\$13,287,000	25	\$18,376,000
81	Mansoor Dar	Keller Williams Realty	7	\$12,571,500	4	\$5,461,500	11	\$18,033,000
82	Kristin M Francis	KW Metro Center	15	\$12,633,500	8.5	\$5,239,360	23.5	\$17,872,860
83	Joan Stansfield	Keller Williams Realty	6.5	\$5,100,000	10	\$12,710,173	16.5	\$17,810,172
84	Lauren A Bishop	McEneaney Associates, Inc.	6.5	\$6,929,250	6.5	\$10,666,100	13	\$17,595,350
85	Sue G Smith	Compass	9	\$8,386,000	12	\$8,923,800	21	\$17,309,800
86	Tracy Chandler	Berkshire Hathaway HomeServices PenFed Realty	16	\$10,559,150	11	\$6,741,300	27	\$17,300,450
87	John Rumcik	RE/MAX Gateway	12.5	\$8,575,500	10.5	\$8,480,500	23	\$17,056,000
88	Dustin M Fox	Pearson Smith Realty, LLC	11	\$7,035,462	11.5	\$10,003,500	22.5	\$17,038,962

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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to May 31, 2022

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Cricket Bedford	Thomas and Talbot Estate Properties, Inc.	4	\$7,971,250	2	\$9,050,000	6	\$17,021,250
90	Lizzie A Helmig	KW United	14	\$7,983,950	18	\$8,848,015	32	\$16,831,964
91	Laura R Schwartz	McEneaney Associates, Inc.	6	\$7,979,300	8	\$8,702,298	14	\$16,681,598
92	A. Casey O'Neal	Compass	11	\$10,224,800	6	\$6,442,580	17	\$16,667,380
93	John Moore	Compass	16	\$13,532,509	4	\$3,090,000	20	\$16,622,509
94	Ashley H Tauzier	Berkshire Hathaway HomeServices Pen-Fed Realty	14	\$9,271,000	12	\$7,246,500	26	\$16,517,500
95	Victoria (Tori) McKinney	KW Metro Center	13	\$9,750,676	8	\$6,728,335	21	\$16,479,011
96	Katie E Wethman	Keller Williams Realty	7	\$4,864,450	13.5	\$11,582,500	20.5	\$16,446,950
97	Tanya Salseth	KW United	2	\$2,185,000	26	\$14,172,500	28	\$16,357,500
98	Chul Kim	Samson Properties	7.5	\$6,795,700	11	\$9,483,315	18.5	\$16,279,015
99	Peter Pejacsevich	Middleburg Real Estate	1.5	\$3,683,000	6.5	\$12,525,125	8	\$16,208,125
100	Cheryl H Wood	Redfin Corporation	14	\$8,358,013	8	\$7,814,000	22	\$16,172,013
101	Sri H Meka	Franklin Realty LLC	7	\$5,391,000	10	\$10,678,355	17	\$16,069,355
102	Joan M Reimann	McEneaney Associates, Inc.	11.5	\$10,569,500	7.5	\$5,456,250	19	\$16,025,750
103	Mark E Queener	Redfin Corporation	19	\$9,532,000	8	\$6,405,000	27	\$15,937,000
104	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	9	\$14,224,900	1	\$1,500,000	10	\$15,724,900
105	Kathryn R Loughney	Compass	7	\$5,055,000	11	\$10,571,000	18	\$15,626,000
106	Rheema H Ziadeh	Redfin Corporation	17	\$11,765,000	6	\$3,824,000	23	\$15,589,000
107	Julie A Zelaska	Smith & Schnider LLC	4	\$8,357,560	3	\$7,230,000	7	\$15,587,560
108	Hala N Adra	Compass	2	\$3,153,000	6	\$12,411,520	8	\$15,564,520
109	Deyi S Awadallah	D.S.A. Properties & Investments LLC	27.5	\$15,082,800	1	\$475,000	28.5	\$15,557,800
110	Sandra Shimono	Redfin Corporation	15	\$10,600,949	6	\$4,846,000	21	\$15,446,949
111	Michael Gallagher	Redfin Corporation	15	\$14,925,130	1	\$388,000	16	\$15,313,130
112	Benjamin J Grouby	Redfin Corporation	21.5	\$12,133,770	3	\$3,112,500	24.5	\$15,246,270
113	Joseph L Dettor	Keller Williams Fairfax Gateway	17	\$12,870,041	3	\$2,300,000	20	\$15,170,041
114	Scott A MacDonald	RE/MAX Gateway, LLC	13	\$11,363,945	5	\$3,763,250	18	\$15,127,195
115	Rebecca J Poston	Thomas and Talbot Estate Properties, Inc.	2.5	\$15,040,000	0	\$0	2.5	\$15,040,000
116	Sridhar Vemuru	Aragami, LLC	4	\$2,975,000	13	\$11,937,830	17	\$14,912,830
117	Donna C Henshaw	Avery-Hess, REALTORS	9	\$8,800,000	5	\$6,069,000	14	\$14,869,000
118	Chris Earman	Weichert, REALTORS	7	\$7,815,000	7	\$7,019,500	14	\$14,834,500
119	Ellen F Patrick	Compass	5.5	\$5,622,000	8	\$9,161,390	13.5	\$14,783,390
120	Ana Lucia Ron	ANR Realty, LLC	47	\$14,633,800	1	\$125,000	48	\$14,758,800
121	Manuwa S Eligwe	KW Metro Center	8	\$4,267,100	17.5	\$10,402,745	25.5	\$14,669,845
122	Scott J Buzzelli	Middleburg Real Estate	2	\$4,195,500	4.5	\$10,463,125	6.5	\$14,658,625
123	Timothy D Pierson	KW United	5	\$4,387,005	9	\$10,226,900	14	\$14,613,905
124	Stephanie Pitotti Williams	KW Metro Center	2	\$2,035,000	17	\$12,551,000	19	\$14,586,000
125	Natalie Wiggins	Redfin Corporation	19	\$10,860,077	6	\$3,640,000	25	\$14,500,077

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Michael McConnell	Redfin Corporation	16	\$9,527,777	6	\$4,958,550	22	\$14,486,327
127	Antoinette L Khatib	Metropolitan Realty LLC	12	\$8,120,299	7	\$6,356,989	19	\$14,477,288
128	Johnny W Benson	Long & Foster Real Estate, Inc.	6	\$6,518,150	6	\$7,952,210	12	\$14,470,360
129	Roy Kohn	Redfin Corporation	22	\$13,073,308	2	\$1,391,111	24	\$14,464,419
130	Josh Dukes	KW Metro Center	6	\$3,271,500	17.5	\$10,967,994	23.5	\$14,239,494
131	Candyce Astroth	Samson Properties	9	\$5,438,000	13.5	\$8,798,790	22.5	\$14,236,790
132	Jay V Caputo III	Compass	4	\$5,038,000	5	\$9,149,000	9	\$14,187,000
133	Jill Judge	Samson Properties	4	\$2,293,000	19	\$11,893,400	23	\$14,186,400
134	Frida Hopper	TTR Sotheby's International Realty	11	\$9,440,000	5	\$4,699,250	16	\$14,139,250
135	Ryan Rice	Keller Williams Capital Properties	15	\$8,179,077	9	\$5,947,500	24	\$14,126,577
136	Kelly Martinez	Coldwell Banker Realty	14.5	\$9,422,280	7	\$4,562,113	21.5	\$13,984,392
137	Priti L Malhotra	KW United	5	\$4,859,000	4	\$9,080,000	9	\$13,939,000
138	Nathan Daniel Johnson	Keller Williams Capital Properties	20.5	\$10,538,700	6	\$3,393,000	26.5	\$13,931,700
139	Kiran Morzaria	Samson Properties	3	\$1,798,000	17	\$12,125,731	20	\$13,923,731
140	Marion Gordon	KW Metro Center	12	\$11,606,900	3	\$2,241,100	15	\$13,848,000
141	Brittany Lambrechts Camacho	Century 21 Redwood Realty	5	\$2,913,000	11	\$10,934,940	16	\$13,847,940
142	Helen E MacMahon	Sheridan-MacMahon Ltd.	4	\$7,970,000	5	\$5,781,000	9	\$13,751,000

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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to May 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Robert T Ferguson Jr.	RE/MAX Allegiance	15	\$12,261,051	2	\$1,414,900	17	\$13,675,951
144	Monique H Craft	Weichert, REALTORS	11	\$7,463,500	10	\$6,143,400	21	\$13,606,900
145	Elizabeth Lord	Compass	6	\$5,193,000	9	\$8,369,460	15	\$13,562,460
146	Ajmal Faqiri	Realty One Group Capital Properties	1	\$810,000	24.5	\$12,748,999	25.5	\$13,558,999
147	Gitte Long	Redfin Corporation	19	\$12,290,000	2	\$1,185,000	21	\$13,475,000
148	Jennifer H Thornett	Washington Fine Properties, LLC	3.5	\$7,817,950	1.5	\$5,641,200	5	\$13,459,150
149	Elizabeth Ann Kline	RE/MAX 100	12.5	\$8,720,450	7.5	\$4,727,011	20	\$13,447,461
150	Viktar Kutsevich	Samson Properties	3.5	\$2,212,018	15	\$11,235,250	18.5	\$13,447,268
151	Christina M O'Donnell	RE/MAX West End	8	\$8,083,010	6	\$5,307,600	14	\$13,390,610
152	Brittany A Patterson	TTR Sotheby's International Realty	3.5	\$4,326,550	8	\$8,997,420	11.5	\$13,323,970
153	Dilara Juliana-Daglar Wentz	KW United	6	\$3,344,000	16	\$9,955,373	22	\$13,299,373
154	Laura M Sacher	Compass	3	\$2,770,000	11.5	\$10,503,611	14.5	\$13,273,611
155	George M Mrad	KW Metro Center	7.5	\$10,757,600	2	\$2,510,000	9.5	\$13,267,600
156	Robert C Clark	Redfin Corporation	18	\$13,263,401	0	\$0	18	\$13,263,401
157	Lynn Maximilian Norusis	Century 21 Redwood Realty	6.5	\$6,496,550	7.5	\$6,724,000	14	\$13,220,550
158	Karen A Briscoe	Keller Williams Realty	9	\$10,938,590	2.5	\$2,268,526	11.5	\$13,207,116
159	Jennifer Fang	Samson Properties	7.5	\$4,801,900	10	\$8,374,500	17.5	\$13,176,400

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
160	Karen L McGavin	Keller Williams Capital Properties	10	\$6,581,513	9	\$6,580,231	19	\$13,161,744
161	Eli Tucker	RLAH @properties	6.5	\$5,038,589	8	\$8,118,150	14.5	\$13,156,738
162	Coral M Gundlach	Compass	7	\$5,170,000	9	\$7,948,500	16	\$13,118,500
163	Heidi F Robbins	William G. Buck & Assoc., Inc.	6.5	\$7,829,150	6	\$5,265,500	12.5	\$13,094,650
164	Irene M deLeon	Redfin Corporation	21	\$11,683,500	2	\$1,405,000	23	\$13,088,500
165	Kelly L Gaitten	Berkshire Hathaway HomeServices Pen-Fed Realty	13	\$11,629,530	1	\$1,450,000	14	\$13,079,530
166	Lisa T Smith	Pearson Smith Realty, LLC	10	\$7,793,500	7	\$5,235,074	17	\$13,028,574
167	Katherine Massetti	EXP Realty, LLC	7	\$4,526,404	12	\$8,432,000	19	\$12,958,404
168	Timothy J Williams	Redfin Corporation	20	\$10,813,980	3	\$2,105,000	23	\$12,918,980
169	William S Gaskins	KW United	11.5	\$8,549,000	4	\$4,338,000	15.5	\$12,887,000
170	Christine G Richardson	Weichert Company of Virginia	9.5	\$8,081,050	5	\$4,766,500	14.5	\$12,847,550
171	Spencer R Marker	Long & Foster Real Estate, Inc.	16	\$12,416,677	1	\$345,000	17	\$12,761,677
172	Ritu A Desai	Samson Properties	7	\$4,993,000	7	\$7,767,614	14	\$12,760,614
173	Pamela A Jones	Long & Foster Real Estate, Inc.	14	\$12,207,000	1	\$430,000	15	\$12,637,000
174	Kyle R Toomey	Compass	11.5	\$6,175,000	11	\$6,440,175	22.5	\$12,615,175
175	David Cabo	Keller Williams Realty	8	\$11,796,000	1	\$705,506	9	\$12,501,506
176	Serif Soydan	KW Metro Center	1.5	\$867,500	13	\$11,622,900	14.5	\$12,490,400
177	Kim Kroner	Washington Dulles Real Estate Group	4	\$3,417,500	10	\$9,022,500	14	\$12,440,000
178	Michael Sobhi	Fairfax Realty Select	5	\$6,362,000	6	\$6,077,000	11	\$12,439,000
179	William P Bensten	Merion Realty LLC	5	\$7,768,440	3	\$4,668,280	8	\$12,436,720

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TOP 250 STANDINGS


Teams and Individuals Closed Data from January 1 to May 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Cheryl L Hanback	Redfin Corporation	11.5	\$8,049,500	5	\$4,344,000	16.5	\$12,393,500
181	David L Smith	Coldwell Banker Realty	2	\$572,000	16	\$11,807,530	18	\$12,379,530
182	Patricia Fales	RE/MAX Allegiance	9	\$10,943,000	1	\$1,385,000	10	\$12,328,000
183	Ram Kumar Mishra	Spring Hill Real Estate, LLC.	9	\$3,983,750	16	\$8,321,300	25	\$12,305,050
184	Matthew David Ferris	Redfin Corporation	5	\$2,549,750	15	\$9,753,900	20	\$12,303,650
185	Barbara G Beckwith	McEanearney Associates, Inc.	7	\$10,676,000	1	\$1,625,000	8	\$12,301,000
186	Alasgar Farhadov	Compass	4.5	\$6,635,000	3.5	\$5,577,500	8	\$12,212,500
187	Deborah L Frank	Deb Frank Homes, Inc.	13.5	\$12,203,960	0	\$0	13.5	\$12,203,960
188	David A Moya	KW Metro Center	10	\$5,894,000	7	\$6,284,000	17	\$12,178,000
189	Andrew J Biggers	KW United	10.5	\$8,331,500	4	\$3,834,900	14.5	\$12,166,400
190	Ahmad T Ayub	Redfin Corporation	7	\$5,494,004	12	\$6,672,000	19	\$12,166,004
191	Vicki M Benson	Pearson Smith Realty, LLC	13.5	\$9,907,396	1	\$2,199,990	14.5	\$12,107,386
192	Jacob Smith Hamilton	KW Metro Center	5	\$6,327,200	8.5	\$5,763,400	13.5	\$12,090,600
193	Joy Muczko	Pearson Smith Realty, LLC	3	\$3,860,000	9	\$8,193,500	12	\$12,053,500
194	Juli A Hawkins	Redfin Corporation	26	\$12,045,301	0	\$0	26	\$12,045,301
195	Karen E Close	Century 21 New Millennium	3.5	\$6,701,012	4	\$5,328,675	7.5	\$12,029,686
196	Frank J Schofield	Summit Realtors	3	\$1,934,950	15.5	\$10,008,459	18.5	\$11,943,409

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RANK	NAME	OFFICE	SELL-ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
197	Angela I Bresnahan	Keller Williams Realty	8	\$7,320,200	5	\$4,600,000	13	\$11,920,200
198	Jeffrey A Jacobs	Compass	4	\$2,932,500	13	\$8,981,800	17	\$11,914,300
199	Lucia A Jason	Samson Properties	6	\$4,749,950	9.5	\$7,139,749	15.5	\$11,889,699
200	Karen M Hall	@home real estate	2	\$1,505,000	14	\$10,366,900	16	\$11,871,900
201	Lisa E Thompson	Hunt Country Sotheby's International Realty	3.5	\$5,462,500	3.5	\$6,395,000	7	\$11,857,500
202	Christine R Garner	Weichert, REALTORS	5	\$6,305,000	5	\$5,522,000	10	\$11,827,000
203	Crystal L Sheehan	Keller Williams Realty	2	\$1,671,500	4	\$10,091,650	6	\$11,763,150
204	Joan B Shannon	Compass	4.5	\$5,799,500	2.5	\$5,925,000	7	\$11,724,500
205	Sarah Brown	Compass	5	\$3,145,000	11	\$8,562,540	16	\$11,707,540
206	Natalie U Roy	KW Metro Center	7.5	\$6,662,500	5	\$5,044,000	12.5	\$11,706,500
207	Stacie M Hennig-Davis	Compass	6	\$4,608,490	7	\$7,074,200	13	\$11,682,690
208	Douglas Ackerson	Redfin Corporation	7	\$4,704,304	9	\$6,960,500	16	\$11,664,804
209	Catherine B DeLoach	Long & Foster Real Estate, Inc.	11.5	\$8,851,000	3	\$2,742,100	14.5	\$11,593,100
210	Tanya R Johnson	Keller Williams Realty	10	\$8,157,321	5	\$3,429,251	15	\$11,586,572
211	Mary Ann Bendinelli	Weichert, REALTORS	14.5	\$8,345,900	4	\$3,206,000	18.5	\$11,551,900
212	Ian A Weiser-McVeigh	Samson Properties	6.5	\$5,794,020	6	\$5,748,500	12.5	\$11,542,520
213	Brad C Kintz	Long & Foster Real Estate, Inc.	20	\$11,499,650	0	\$0	20	\$11,499,650
214	Branden L Woodbury	Redfin Corporation	22	\$11,014,199	1	\$485,000	23	\$11,499,199
215	Chaweewan Thongpia	Keller Williams Realty	4.5	\$2,568,500	14	\$8,922,246	18.5	\$11,490,746
216	Natalie Vaughan	Compass	3.5	\$3,355,625	8	\$8,130,000	11.5	\$11,485,625
217	Roberto R Roncales	Keller Williams Realty	13	\$9,834,850	3	\$1,650,000	16	\$11,484,850
218	Julie W Chesser	Century 21 Redwood Realty	9.5	\$9,365,500	3	\$2,100,501	12.5	\$11,466,001
219	Yooki Yeo	NBI Realty LLC	5	\$4,193,690	11	\$7,248,055	16	\$11,441,745
220	Kelly A Stock Bacon	ERA Teachers, Inc.	7.5	\$7,336,000	5	\$4,101,920	12.5	\$11,437,920
221	Gregory A Wells	Keller Williams Realty	6	\$6,044,002	6	\$5,356,280	12	\$11,400,282
222	Caitlin Ellis	Property Collective	4.5	\$3,853,301	9	\$7,535,000	13.5	\$11,388,300
223	Mark R Sirianni	Compass	5	\$6,132,500	4	\$5,239,510	9	\$11,372,010
224	Leo Lee	TTR Sotheby's International Realty	8	\$6,336,000	5	\$5,034,900	13	\$11,370,900
225	Touqeer Malik	Fairfax Realty of Tysons	4	\$2,648,000	11	\$8,716,090	15	\$11,364,090
226	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	12	\$6,684,150	8.5	\$4,645,500	20.5	\$11,329,650
227	Jennifer Mack	EXP Realty, LLC	10.5	\$8,197,100	3	\$3,090,000	13.5	\$11,287,100
228	Dina V Shaminova	TTR Sothebys International Realty	1	\$1,175,000	13	\$10,100,200	14	\$11,275,200
229	John R. Lytle	Pearson Smith Realty, LLC	1.5	\$863,125	16	\$10,403,925	17.5	\$11,267,050
230	Diane U Freeman	Redfin Corporation	3.5	\$2,024,300	14	\$9,239,000	17.5	\$11,263,300
231	Claudia V Cornejo	Fairfax Realty of Tysons	8	\$3,116,600	24	\$8,140,500	32	\$11,257,100
232	Joe Azer	Samson Properties	7.5	\$4,853,700	12	\$6,399,000	19.5	\$11,252,700
233	Ryan R Mills	Redfin Corporation	2	\$1,135,000	13	\$10,096,500	15	\$11,231,500






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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to May 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Sandip R Shah	Millennium Realty Group Inc.	4	\$2,710,000	13	\$8,456,970	17	\$11,166,970
235	Tracy B Dunn	McEneaney Associates, Inc.	4	\$3,880,000	8	\$7,240,000	12	\$11,120,000
236	Michael Lee	Epstein and Pierce Real Estate	4	\$5,320,000	6	\$5,743,000	10	\$11,063,000
237	LeAnne C Anies	Property Collective	8	\$6,166,200	6	\$4,895,050	14	\$11,061,250
238	Alyssa Rajabi	Redfin Corporation	2.5	\$2,069,000	10	\$8,992,010	12.5	\$11,061,010
239	Brittanie DeChino	TTR Sotheby's International Realty	4	\$3,283,000	10.5	\$7,772,900	14.5	\$11,055,900
240	Kevin E LaRue	Century 21 Redwood Realty	14	\$8,754,300	3	\$2,293,500	17	\$11,047,800
241	Chris J Colgan	Keller Williams Realty/Lee Beaver & Assoc.	10	\$6,525,000	5	\$4,519,000	15	\$11,044,000
242	Jean T Beatty	McEneaney Associates, Inc.	3	\$1,361,000	6	\$9,675,650	9	\$11,036,650
243	Olivia Adams	Compass	2	\$1,236,350	12	\$9,784,820	14	\$11,021,170
244	Patricia F Brown	Century 21 New Millennium	13	\$8,995,500	3	\$1,985,928	16	\$10,981,428
245	Roxane Nunes	TTR Sothebys International Realty	3	\$9,699,000	1	\$1,260,000	4	\$10,959,000
246	Michelle Zelsman	Coldwell Banker Realty	7	\$5,315,000	10	\$5,624,523	17	\$10,939,523
247	Kelly K. Ettrich	Century 21 Redwood Realty	4	\$3,416,000	10	\$7,512,000	14	\$10,928,000
248	Kimberly C Peele	McEneaney Associates, Inc.	5.5	\$4,088,368	9	\$6,828,125	14.5	\$10,916,492
249	Melissa B Shelby	Compass	5	\$7,362,500	2	\$3,543,130	7	\$10,905,630
250	Daniel MacDonald	TTR Sotheby's International Realty	5	\$8,399,750	1	\$2,500,000	6	\$10,899,750

Disclaimer: Information based on MLS closed data as of June 6, 2022, for residential sales from January 1, 2022, to May 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.

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