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TABLE OF CONTENTS



06

Index of Preferred Partners



16

We Ask: Which Book Has Impacted Your Life and Business Most?



22

Words by Wade: The Importance of Multiple Lead-Source Funnels



24

Marketing Matters: Expand Your Reach Through Direct Mail Marketing



28

Special Feature: Celebrating Our 4th Anniversary in Print!



39

Stay Inspired: Words of Wisdom from This Month's Features



40

Partner Spotlight: John Meagher, Innovative Realty Contracting



46

Agent Spotlight: Jon Granlund



50

Rising Star: Francisco Lopez



56

Cover Story: Ryan Zook



62

Special Events: Photos from Our April Magazine Party



64

Top 250 Standings

Cover photo courtesy of Ushindi Namegabe.

If you are interested in contributing or nominating REALTORS® for certain stories, please email the publisher at Wendy@kristinbrindley.com. To view our magazine online visit novarealproducers.com and look for "Magazine" or scan this QR code. (Password: connecthere#novarp)



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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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HAPPY FATHER'S DAY!

► publisher's note

Dear NOVA Real Producers,

Happy Father's Day! This month, we are celebrating our Fourth Anniversary of *NOVA Real Producers*, as well as appreciating the fathers, grandfathers, stepfathers, and all the other men in our lives who provide leadership, love, and guidance. Accordingly, we are featuring some inspiring superdads in this issue, as well as our anniversary photos!



Me and my dad, David Brindley.

On page 16, be sure to check out answers to this month's "We Ask, You Tell" question, "*Which book has impacted your life and business the most?*" by members of our community! As a book lover myself, I personally enjoyed reading this month's terrific responses to add to my own "must-read" list. And if you haven't responded to one of our monthly "We Ask" questions lately, be sure to email us your responses so you can see yourself in print and other agents can enjoy your answers too!

NOVA Real Producers gathered at the Fort Myer Officers' Club's historic Patton Hall for our Third Annual Mastermind event last month! We are SO thankful to Erik Van Horn, Bic DeCaro, Dustin Fox, Jason Cheperdak, Jennifer Young, Dilyara Daminova, Bryan Felder, Irina Babb, Wade Vander Molen, and Nathan Burch for making this event so powerful and informative! We live-auctioned our panel and speakers throughout the day to raise funds for Love Justice International (LJI) to prevent human trafficking, and we appreciate everyone who participated and

donated for such a worthy cause! We especially appreciate Vellum Mortgage; Stewart Title & Escrow; Loan Depot; Town & Country Movers; Scalable RES, LLC; Cinch Home Services; and Four Sales, Ltd., for sponsoring this memorable gathering.

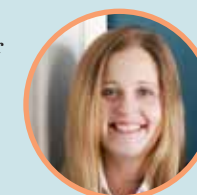
With summer vacation season kicking into high gear, be sure to save the date for our upcoming Casino Royale event on July 13th! We highly encourage you to wear your best James Bond-inspired outfit to set the scene for a martini or two (shaken, never stirred) as we enjoy Texas Hold 'Em to raise more funds for LJI. Our goal is to save over 500 individuals from being trafficked this year — and just like we did at May's Mastermind, ALL proceeds will be donated.

In closing, I'd like to leave you with my highest hope: As you celebrate this Father's Day with your family, in addition to the many gifts of appreciation and dinner outings, let's focus on sharing words of gratitude and love!

Wishing you continued success, health, and much happiness!

Kristin Brindley

Owner/Publisher
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KRISTIN BRINDLEY
ENTREPRENEUR, CONNECTOR, PUBLISHER

FOOD FOR THOUGHT

What's your favorite "dad joke" or piece of advice imparted from your father or grandfather?



►► special events

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- GOOGLE | DANIELLE K. | NOV 2021



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SARA
RODRIGUEZ

Which book has impacted your life and business the most?



MARC CORMIER
BHHS PenFed Realty

Rich Dad Poor Dad by Robert Kiyosaki.



ASHLEIGH WEHMEYER
Compass

A book written by an agent — *Selling with Soul* by Jennifer Allan. It explains how to really be authentic in growing your business.



FRANK SCHOFIELD
Summit REALTORS®

I'm an avid reader and was most impacted by *The Four-Hour Work Week*, a book written by Tim Ferris.



FAITH SAUNDERS
Pearson Smith Realty

Becoming Michelle by Michelle Obama.



LINDSEY HAGEN
Compass

Confidence Gap by Russ Harris. It emphasizes value-focused success versus goal-focused success. Last year, I missed my goal by one transaction, but I was still working towards my values.



SUE SMITH
Compass

Think and Grow Rich by Napoleon Hill. I was given this book in 1988 by Mark Griffin, a former lender and an NVAR REALTOR®, and it has been my “go-to read” for my entire real estate career. Mark’s note in the book was, “Sue, may you live your dreams.” Thank you, Mark; you have impacted my life and the lives of others more than you know!



COLLEEN SWEENEY
MBH Settlement Group

The book which has had the greatest impact on my life and business is *Blink: The Power of Thinking Without Thinking* by Malcolm Gladwell. It provides amazing insight into how people think and react, which has proven to be a powerful tool I utilize in my business. I would recommend all his books, but this is the one I come back to again and again. Each time I read it, I find a new way to utilize the concepts and apply them to my daily business interactions.



TONY FERNANDEZ-SARDINA
Rn HomeTech, LLC

Jonathan Livingston Seagull, a short novella by American writer Richard Bach. It’s about an eponymously named seagull who does not conform to the rules, mores, and self-imposed limitations of his flock and seeks a life beyond their, some might say, pettiness. Some mocked it as “philosophy lite” because of Bach’s choice of prose and writing style, not to mention the format in which it was published. But if one reads the story and flies along with Jonathan Seagull, it’s a nice trip. I read it for the first time in my late teens in the late ‘70s, a few years after it had been published, and I am just now realizing, in a specifically-articulated manner, that it has significantly influenced my outlook on life in so many subtle ways. It’s a short read that’ll be quick and light and will stay with you for a lifetime. I highly recommend it. Summer is coming, and beach reads that aren’t a drag will be needed ... What better beach read than one with a seagull as a protagonist?



LAREE MILLER
Keller Williams Metro Center

I love the book *Atomic Habits* by James Clear.



BRIAN URIBE
Pearson Smith Realty

One is *Rich Dad Poor Dad* by Robert Kiyosaki. I follow his model a lot. And the other book is from when I was at Century 21, and I was on a team with my mentor, Kent Eley. When I first started in real estate, he gifted me *Super Agent* by John Calloway, and it taught me all the basics of being an agent.



RYAN RICE
Keller Williams Capital Properties

David Goggins’ book *Can’t Hurt Me*. Mindset and mental health are big topics.



KARA DONOFRIO
Long & Foster Real Estate

The Four Agreements by Don Miguel Ruiz.



GAYLE T. BAILEY II
KW Commercial

The Ruthless Elimination of Hurry by John Mark Comer. AMAZING!



KELLY GAITTEN
BHHS PenFed Realty

Atomic Habits by James Clear. WOW! What an impact it has on all aspects of life, especially my business. Small habits and small choices we make have a huge impact every single day. I was already doing a lot of it, and now I understand that when you add intention, it’s even more powerful.



CARRIE SHAKRAEI
RE/MAX Allegiance

The Richest Man in Babylon by George S. Clason.



SCOTT BILLER
Biller & Associates

Executing Your Strategy: How to Break It Down and Get It Done by Mark Morgan, Raymond E. Levitt, and William Malek.



NATALIE MCARTOR
Long & Foster Real Estate

The Hero Effect by Kevin Brown.



DEAN YEONAS
Yeonas & Shafraan Real Estate

The Happiest Man On Earth by Ed Jaku.



FRED WESTERLUND
MBH Settlement Group

The Bible is the ultimate book for a servant leader. The Bible is a guide for how to treat others and what to prioritize in your life. While I am far from perfect, I have found that treating others in a caring, supportive manner is the best recipe for success in business and in life.



ALICIA BROWN
Scalable RES

I would have to say *The Death of Ivan Illych* by Leo Tolstoy. It had a big impact on me, as a teenager, about legacy and what I will be happy that I did/have done at the end of my life. Looking at life from that perspective allowed me to see the importance of choosing the right things. For example, for many years, I crafted positions where I worked four-day work weeks so that I could spend extra time with my ailing father. When he passed at the young age of 64, I found I had no regrets. I had spent quality, loving time with him throughout my life and had made it a priority. This is just one example of ways this book had me look at “how important will I think this is when I am at the end of my life?”



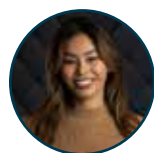
KRISTIN BRINDLEY
NOVA Real Producers

Miracle Morning by Hal Elrod.



DANIEL SANDERS
FOUR SALES, LTD.

Since 2009, Simon Sinek, author of *Start with Why: How Great Leaders Inspire Everyone to Take Action*, 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.



STEPHANIE LIN
Pearson Smith Realty

I come from an investing background, so, of course, *Rich Dad, Poor Dad* by Robert Kiyosaki. All of the concepts were so new to me ... it really changed my life.

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The Importance of MULTIPLE LEAD-SOURCE FUNNELS

One of the questions I ask REALTORS® in meetings is about how they generate their business. This is important because I need to know not only what they are doing to produce clients but how. Most of the time, the answer to this question involves how they get most of their business by referral. That's great, but it's only one lead-source funnel. Imagine if I owned a restaurant and only served food to the people I knew. Or if I was a dentist and only worked on the teeth of people in my sphere. Probably wouldn't own a restaurant or be a successful dentist for very long. Why? Not enough lead-source funnels.

Try this Exercise

Take all the transactions you did in the last 12 months and look at how those clients were generated. Are you heavy on one type of lead-source funnel or more diversified? Top Realtors in most markets have at least seven to 10 lead-source funnels that work pretty hard. They can be:

1. Referrals from sphere/past clients
2. Open House conversions
3. Social media posts and/or advertisements
4. Homebuyer/seller seminars hosted monthly
5. Farming subdivisions or school districts
6. Zillow/Trulia/Realtor.com purchase leads, etc.
7. Website leads, organic
8. Video leads through YouTube channel or short-form video
9. Client-appreciation events held quarterly or semi-annually
10. Calling FSBO, expired, canceled listings

These are just 10, but there can be many more. The key to growing your real estate business is growing your weak lead-source funnels. Look at this list, and if you have never generated business from half of them, it might make sense to make a goal of focusing on how you can gain an extra client (or more) out of each one per quarter.

Become Unguardable

I played college basketball. Imagine if the only way I could score was to shoot a three-pointer? That is all I did. Yes, you can have success if you are a great shooter, but you become a lot easier to guard as a one-trick pony. If I could score multiple ways, inside and out, and was a threat all over the court; well, that changes things quite a bit. The same applies to real estate. If your business is "referral only," you better be amazing at nurturing that database and getting those referrals. Even by doing that, you are limiting your business opportunities quite substantially.

Invest in You

Most agents would love to be in the *Real Producers* magazine, but the truth is, most don't get to that level due to their lack of diversity as to how they generate clients. Getting referrals from people you know is easy; shooting YouTube videos, calling FSBOs, converting open house leads, or investing thousands of dollars into other ways of generating clients is hard and not always fun. My message is to invest in you. Lean into what others won't do and capture those business opportunities by adding lead-source funnels to your real estate business. If you become unguardable, who is going to stop you?



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

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EXPAND YOUR REACH

THROUGH DIRECT MAIL MARKETING

» marketing matters

By Todd Lebowitz

Direct mail marketing is a powerful tool used by real estate agents across the country. From postcards advertising recently sold properties to brochures with information on the state of the market, direct mail marketing puts an agent's information in the hands of their clients.

While direct mail marketing can be one of the most effective uses of your marketing dollars, you must tailor your mailings to fit your goals. Using consistent messaging and sending your mailings to your target audience can expand your reach and grow your client list.

USE CONSISTENT MESSAGING

Consistent messaging is going to be one of the most critical aspects of your direct mail marketing campaigns. Without consistent messaging, recipients will be unsure of your goal and uncertain of their next steps. With consistent messaging, clients will be encouraged to ask questions, reach out, and get connected with you.

INCLUDE A CALL TO ACTION

As part of your consistent messaging, be sure to include a call to action. A call to action will give potential clients a small task that will lead to stronger connections. A call to action can be as simple as "Call me today to see how I can help you find the home of your dreams!" or be as complex as a link to a personalized landing page.

REACH OUT TO A NEW FARM

Reaching out to a new farm is a sure-fire way to expand your reach. When you start advertising to new areas,

you will start finding new clients and new business opportunities. Be sure to include a short bio and your contact information in initial mailings so there is no question about who you are and how you can help clients with their real estate needs.

ADVERTISE TO THE RIGHT AUDIENCE

Another excellent option for expanding your reach is making sure your direct mail marketing campaigns are going to the right audience. You can use a list manager or CRM to keep track of your clients and their addresses and to be sure you're sending them applicable content. Your marketing dollars will be used more effectively by sending the right content to the right people, and you'll have a higher response rate.



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

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

ABOUT MY MARKETING MATTERS

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

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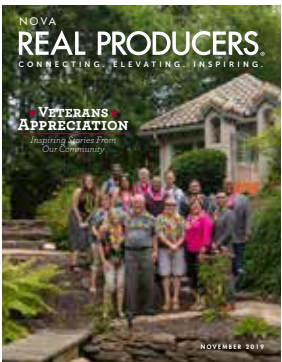
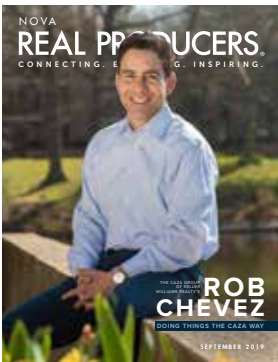
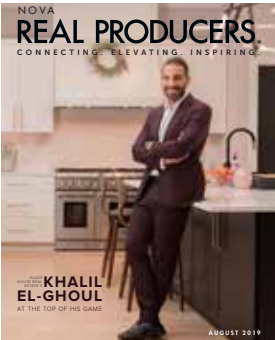
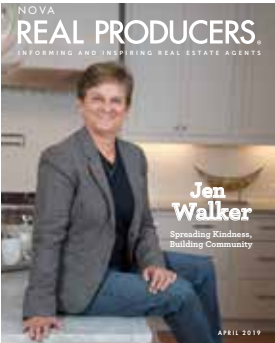
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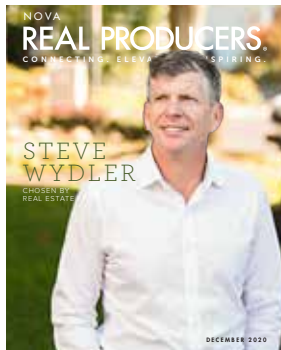
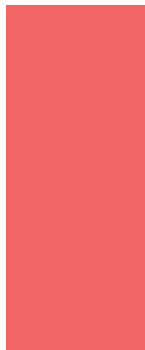
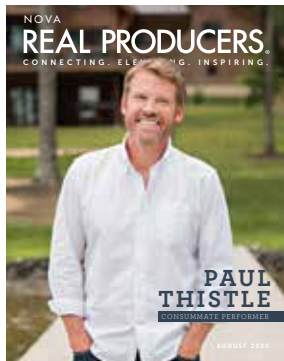
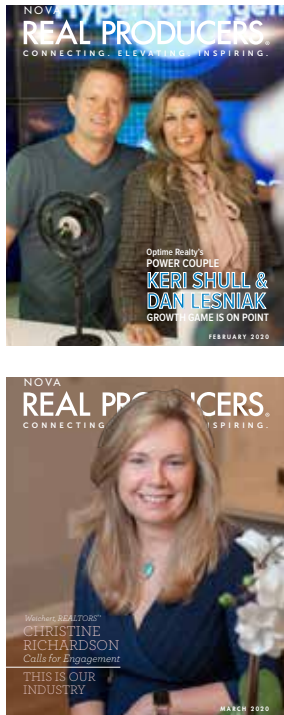
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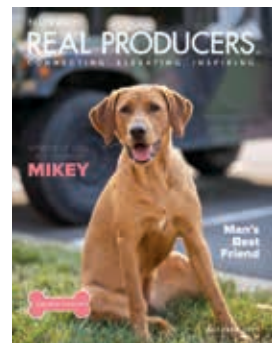
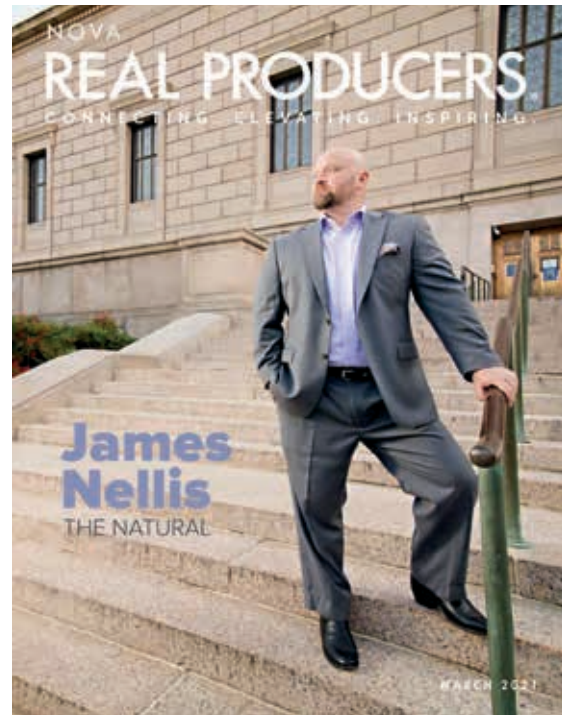
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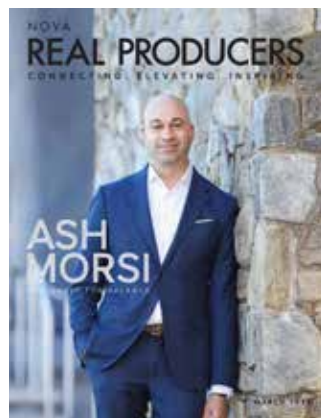
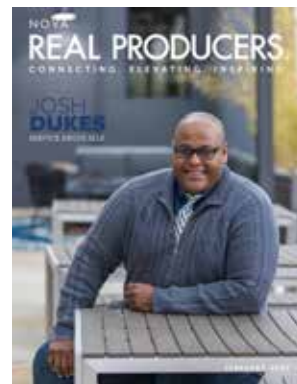


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RYAN ZOOK
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Favorite Quote: *"If a man is called to be a street sweeper, he should sweep streets even as Michelangelo painted, Beethoven composed music, or Shakespeare wrote poetry. He should sweep streets so well that all the hosts of heaven and earth will pause to say, 'Here lived a great street sweeper who*

did his job well.'" —Martin Luther King, Jr.



FRANCISCO LOPEZ
 Pearson Smith Realty

"I don't have to be intense to get peoples' business. I approach each situation and take notes to find out their needs, to try to understand them, and to ultimately develop a friendship. I just love what I do!"

A Word from Our Preferred Partner:



JON GRANLUND
 Real Broker, LLC

"I think people need to take ownership of their success and themselves. I don't know anyone who became successful in this industry because of a brokerage or team leader. While those things are valuable, it's up to the individual. Those who are successful decided they had to do things they needed to do. Also, real estate

coaching can help in terms of not reinventing the wheel. Do what works. If you want to try other things, do those after you do the things that work."



JOHN MEAGHER
 Innovative Realty Solutions and
 Innovative Realty Contracting

Favorite Quote: *"Every day above ground is a good day."*



JOHN MEAGHER

INNOVATIVE REALTY SOLUTIONS LLC
& INNOVATIVE REALTY CONTRACTING

TRANSPARENCY & INNOVATION

“Set expectations properly. Everything won’t be perfect. This process can be a little messy at times,” John Meagher advises.

After eight years in the U.S. Army, John has been in the general contracting world for over two decades. During this time, he’s always put integrity and transparency at the forefront of his list of values. Contracting, like real estate, can be a messy business, and John isn’t going to sugarcoat that reality. Instead, he hands clients and partners the truth and stands behind his commitment to getting the job done right.

Following in His Father’s Footsteps

John’s father was a 21-year Army veteran and later worked in general contracting. John remembers joining his dad for sales calls, picking up supplies, and doing various odd jobs.

From an early age, John was surrounded by construction and building.

After high school, John enlisted in the Army. He spent eight years on active duty, but he retired after getting injured in the first Gulf War. He headed home and picked up work in the field he knew best — construction.

“Contracting was something that was comfortable. I never said I wanted to follow in my father’s footsteps but it just happened that way. You do what you know, and that’s what I know better than anything else. I knew how to build. I still had to learn the management side, but I already knew the business.”



John is a devoted dad to Erin (left) and Conor (right).

...

Through the Years

John began his construction career working alongside his father. Over the following years, he went on to work for a developer building custom homes and then for Toll Brothers, where he spent seven years developing communities. He then worked with Edgemoor Homes, where he stayed until the recession shut the company down. That's when John founded Innovative Realty Solutions.

"2008 to 2009 was a rough year. They had gone through bankruptcy and that kind of wears you out. I was vice president and was laying people off. I was tired of working hard for somebody else. The only way to make sure I can do things the way I like to do them is to do it on my own," John explains.

John began with a focus on consulting, but his business has shifted

into contracting, remodeling, and custom home builds over the years. He has formed a niche working with REALTORS® and their clients preparing to buy or sell.

"I help sellers get a house fixed up to go to market, and I work with the buyers, post-settlement, to do some of the things they want to do. That's most of what I'm doing now. Remodeling kitchens, bathrooms, refinishing floors, etc.



“

We're stable and solid.

We have a good plan. We wouldn't be here if we didn't do quality work.



FAMILY HIGHLIGHT

John Meagher has two children, Erin (21) and Conor (17). Most of John's time outside of work is spent with Conor, who is autistic. "Almost all my time is devoted to my son and making sure he can achieve the success he needs to when we're gone."

We work pre-settlement to work up the estimate and price, and then post-settlement, we knock everything out, so the house is ready for them."

As John reflects on his journey, he feels a sense of gratitude for being where he is today. His company is stable, his expertise is top-of-class, and the future looks bright.

"I've not only been doing this a long time, but we're going on being in business for 12 years now. Contractors typically aren't around that long. We're stable and solid. We have a good plan. We wouldn't be here if we didn't do quality work."

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JON GRANLUND

TOTALLY
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It's easy to spot those who make a massive impact on the world around them. They tend to have an all-in approach to everything they do.

That's the feeling you get when you meet Jon Granlund. As a REALTOR® with Real Broker LLC, Jon is totally invested in those around him.

“The part I love the most about what I do is building relationships with my clients. I love seeing them months after the transactions are over and making stops at their houses and being a part of their lives,” Jon notes.

“That's something I like doing from the very start when I meet someone. I feel that it makes me a better person by investing in them.”

Finding His Path in the Profession

Jon earned his real estate license 17 years ago. While he had started going in a different direction at first, it didn't take long for him to find his professional home in the industry.

“I was an education and history major in college, and I wanted to be a high school history teacher and coach sports. I realized that if you were a Spanish, math, or science teacher, getting a job was easier,” Jon explains.

“I wanted to make more money and be my own boss. I looked around at

my options to start a business. With most of them, you need some capital to start. But with real estate, you can get in with no money, basically, and start your own business.”

Pivotal Conversation

Jon had a good friend in high school whose father was a successful real estate agent.

“I asked if I could buy him lunch and learn more about what he did,” Jon remembers. “During our lunch, he said, ‘Why don't you come work for me?’”

Jon did just that. As he got started, he faced the same hurdles to ramping up his business that most people face.

“It was fine, and I was going along at a pace where I was doing enough business to make a living. But when the economic downturn hit from 2008 to 2011, I didn't do well,” he recalls.

“In 2011, I had just done my tax returns. After looking at those, I told my wife that I had to figure out the business or make the decision to do something else.”



Jon Granlund is a Realtor with Real Broker LLC.

Investing in His Future

Jon invested in himself and his future as a Realtor.

“From there, I hired a real estate coach and got really serious about the business. Since then, I’ve done much better over the last nine years,” he smiles.

Jon’s results have been rewarding. In fact, in 2020 and 2021, he recorded 28 and 31 deals, respectively, representing about \$18 million in sales volume each year. He is on track to repeat or exceed that performance again in 2022.

Rewarding Life

Away from work, Jon treasures time spent with his family, including his wife, Stephanie, and their daughter. Stephanie has recently joined him in the business as well.

“My wife has already helped me so much in this industry. She works with me now and has been a big part of my success over the last few years,” Jon remarks. “Stephanie is also an attorney. She recently left her role at Universal Title and pursued real estate full-time. In addition to everything she does with the business, she is a great mom.”

In his free time, he enjoys watching sports and hanging out with his family.

When it comes to giving back, Jon and his wife are involved in supporting several local organizations. The Granlunds have partnered with Moms Run This Town since 2014. They have donated to, and adopted, two rescue dogs from Wolf Trap Animal Rescue, and Stephanie serves on the board of MAEVE Herndon.

Leading by Example

As Jon reflects on his growing record of success during his nearly 20-year history in the industry, he shares ideas for others looking to move ahead in real estate themselves.

“I think people need to take ownership of their success and themselves. I don’t know anyone who became successful in this industry because of a brokerage or team leader. While those things are valuable, it’s up to the individual. Those who are successful decided they had to do things they needed to do,” he emphasizes. “Also, real estate coaching can help, in terms of not reinventing the wheel. Do what works. If you want to try other things, do those after you do the things that work.”



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FRANCISCO LOPEZ

Photo by Ryan Corvello

For Francisco Lopez, family is everything. His entrance into real estate came after a sudden realization that his life wasn't everything he wanted it to be as a kid, and his family was suffering as a result. He had to make a change, not just for his future but, more importantly, for the future of his family.



Photo by Ryan Corvello

Francisco grew up in Bogota, Colombia, having very little. Because his parents couldn't afford to send him to college in Colombia, he came to the United States in 2001, at 18 years old, to pursue better opportunities. Francisco worked in many industries before real estate, including hotel hospitality, retail, and restaurants, and earned his Associate of Business at Northern Virginia Community College.

"Coming from nothing makes you work hard so your kids won't ever have to wonder what they will do, so you won't ever wonder how you're going to pay the rent," Francisco explains. "All these experiences in my early years taught me I have to go after what I want and make it happen."

**COMING FROM NOTHING
MAKES YOU WORK HARD
SO YOUR KIDS WON'T
EVER HAVE TO WONDER
WHAT THEY WILL DO,
SO YOU WON'T EVER
WONDER HOW YOU'RE
GOING TO PAY THE RENT.**

While Francisco was trying to make it happen by working as a restaurant manager for 10 years, he soon realized all his hard work and efforts to provide a good life for his family were not living up to what he once envisioned.

"As a restaurant manager, I didn't have time to be part of my kids' lives growing up because of the crazy schedules. I was in my early 30s and nowhere close to having the life I always wanted to have. This realization hit me hard. Still young and knowing that I could either survive for the rest of my life or

...

...

follow my dreams gave me the push to enter real estate and start working for myself,” notes Francisco.

Starting his own business was the only solution for Francisco, and real estate offered the perfect place for him to do so. It allowed him the flexibility to create his own schedule so he could make more time for his wife Denisse and two kids, Mariana (14) and Nicolas (4), while also giving him the financial ability to help them through college someday.

With a clear vision and purpose, Francisco entered real estate in 2017 and went straight to work. Not only has he built a business that enables him to live the life he always wanted — to



Francisco Lopez, with Pearson Smith Realty. (Photo by Ryan Corvello)

travel with his wife and kids, spend days by the pool and nights watching movies and playing games — but he takes immense satisfaction in helping people, especially first-time homebuyers, in achieving their dreams of homeownership.

Real estate has not only deepened his desire to help people, but it has also infused Francisco with more confidence as a person and as a professional. Much of his success can be attributed to his “no pressure” approach when working with agents, his willingness to always speak to potential clients, and his ability to create friendships with the people he meets. Last year Francisco closed \$14 million in sales.

I APPROACH EACH SITUATION AND TAKE NOTES TO FIND OUT THEIR NEEDS, TO TRY TO UNDERSTAND THEM, AND TO ULTIMATELY DEVELOP A FRIENDSHIP. I JUST LOVE WHAT I DO!

“I don’t have to be intense to get peoples’ business,” he remarks. “I approach each situation and take notes to find out their needs, to try to understand them, and to ultimately develop a friendship. I just love what I do!”

As Francisco continues to create the life he’s always wanted, one of his ultimate goals is to start a foundation that helps homeless families and children. When it’s all said and done, he wants to make a difference in the world, to leave behind something that will help society. As he continues working towards those goals, he will continue to help as many people as he can by being the best agent, father, spouse, and friend imaginable.

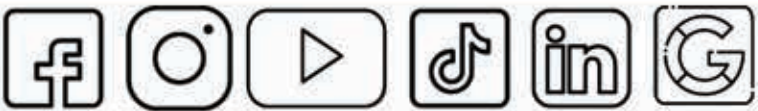
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RYAN ZOOK

FAMILY FIRST



Photo by Ushindi Namegabe.

Ryan Zook remembers his dad as a great father, coach, and mentor. In addition to being a high school principal, Ryan's dad coached his son's baseball teams, played golf with Ryan, and enjoyed outdoor family adventures.

"I wanted to be the same kind of dad to my kids," Ryan says.

This intention shaped Ryan's choices after graduating from UVA. He began his real estate career as a 20-something solo agent and, as his family grew, he quickly adapted his already-growing business to make time for family. Today, Ryan runs an award-winning real estate team, but that's not the whole story. He's a single dad of three boys, a coach, a mentor, and a trusted companion.

"I set up my business to be the best dad I can possibly be."

GETTING HIS START

When Ryan began his real estate career in early 2003, he was just 22 years old. In an industry where the average age of a REALTOR® was around 50, Ryan was an outlier. Rather than seeing this as

a disadvantage, he leveraged his creativity, using his willingness to adopt technology and new trends to his advantage.

"For example, I learned how to use an off-the-Best-Buy-shelf 3D floor-plan software and create floor plans for all my listings. This was 17 years ago, during an era of MapQuest directions and carbon-copy contracts. So I used this technology to my advantage."

In addition to using technology and state-of-the-art marketing, Ryan leveraged his sphere of influence (he's a Northern Virginia native) and his work ethic to expand his business.

BUILDING A BRAND

Ryan's business continued to grow, and so did his family. Over the next five years, he welcomed three sons to the world — Brayden, Landon, and Reid. Along the way, he had a realization.

"I knew that if I still wanted to sell 75 or 100 houses, I needed help," Ryan explains. "As a solo agent, you're at a birthday party, and you have to take a call from someone ready to buy a house, or you're on vacation, and you spend half the vacation on the



Photo by Ushindi Namegabe.

“

My oldest was signed up for T-ball and my youngest was just a baby. I told myself that if I wanted to be a present dad on nights and weekends, I had to learn how to leverage myself so other people could provide high-level customer service when I was not available.



phone, not with the family. That’s the lifestyle of a Realtor. For me, something had to give. I am naturally drawn to people, so the next step was exciting: building an awesome team of Realtors.”

In 2012, Ryan launched his team, DWELLUS. With DWELLUS, he devotes his time to attracting great people and developing them to be at the top of their game. He continues implementing innovative systems and processes that allow him to be a successful Realtor while giving him time to be a standout dad.

“My oldest was signed up for T-ball, and my youngest was just a baby. I told myself that if I wanted to be a present dad on nights and weekends, I had to learn how to leverage myself so other people could provide high-level customer service when I was not available.”

“I’m fortunate and blessed to have learned this when the kids were young. It’s hard in this industry to earn a living and be a great parent. The only way you can do it is to surround yourself with people that will help you.”

THE CORE OF DWELLUS

DWELLUS is a compound of the words “dwell” and “us.”

In the team’s first year (2012), they closed just over \$25 million. In 2021, they closed nearly \$120 million. Their tagline is simple and apropos: “Trusted. Innovative. Real Estate.” All the team’s marketing is done in-house, from photography to video editing to transaction coordination. Ryan stays on top of trends and technology.

“We have Matterport cameras, drones; we do 2D and 3D floor plans. We build websites for every single client, all in-house. People who know the DWELLUS brand consider it synonymous with edgy, innovative marketing. We try to stay at the leading edge... It’s all about creating value for our agents, buyers, and sellers.”

“At the core of DWELLUS are the extraordinary people I work with every day. They are why I love what I do.”

GIVING BACK

DWELLUS GIVES is the charitable arm of Ryan’s



Ryan Zook and DWELLUS GIVES have raised \$250,000 for the DC Dream Center to help at-risk youth.

philanthropy; they have raised \$250,000 for the DC Dream Center, helping at-risk youth in Southeast DC. They've also raised another \$250,000 for the Wholehearted Foundation, Children's National, JDRF (his youngest has type 1 diabetes), and other organizations. Captain Dwellus is their charitable superhero who continues to get involved with more great causes.

"It's important for my boys to learn to give back to the community, a lesson I learned from my dad."

FAMILY FIRST

Ryan's 'big why' undoubtedly rests with his kids. Brayden, Landon, and Reid are now 13, 11, and 9.

All three of Ryan's boys play travel baseball. So when he's not selling real estate, you'll most likely find him at the baseball diamond, cheering on one of the six baseball teams his kids

play for or coaching basketball. When they're not involved in sports, the Zooks enjoy a good adventure.

"In the last three of four years, we've been to Fenway Park and Yankee Stadium; we went glamping and sailing in Bar Harbor; we've hiked the Grand Tetons and Yellowstone and ziplined in the Great Smoky Mountains; we swam with seals in San Diego. This year, we are hoping to go to Utah."

FINAL REFLECTIONS

As Ryan reflects on his journey, he recalls his father, who passed away unexpectedly five years ago. Ryan's dad was the inspiration for his own vision of fatherhood, and he continues to honor him through his daily actions.

One unique way Ryan has honored his dad is by carrying out one of their collective dreams. They had the vision to



build a big lake house and turn it into a vacation rental. After his dad passed away, Ryan and his mom carried out that legacy, helping his family build Lake Anna Oasis, now one of Virginia's top vacation rentals.

"After he passed, I realized how short my time is with the people I love. His legacy means I want to live life fully and spend time with the people who matter most to me."



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► special events

Photos by **Ryan Corvello**

Our most recent *NOVA Real Producers Magazine* Celebration party was phenomenal fun! It was awesome to mingle with our featured agents and esteemed partners. A very heartfelt *thank-you* to our kind sponsors, Interstate Moving Relocation Logistics and Old Republic Home Protection, and a special thanks to Interstate Moving for hosting this epic event in their space at 5801 Rolling Road in Springfield. We had a wonderful time connecting with the best of the best over the Caribbean and French-inspired cuisine prepared by Chef La' Pierre, and the cocktails were remarkable too!

Our photographers snapped plenty of terrific pictures, which you can also find on our new Facebook page: www.facebook.com/kristinbrindleyrealproducers. Thank you to Ryan Corvello Photography and HD Bros for documenting all the fun! And if you were one of the lucky attendees, **be sure you join our new, private Top 500 group today and tag yourself and 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. We appreciate you all and can't wait to see everyone again at our next event!

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



TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Sarah A. Reynolds	Keller Williams Chantilly Ventures, LLC	212	\$116,473,272	65	\$30,718,112	277	\$147,191,376
2	Keri K Shull	Optime Realty	53	\$35,509,032	126.5	\$75,758,864	179.5	\$111,267,896
3	Jennifer D Young	Keller Williams Chantilly Ventures, LLC	73.5	\$41,819,000	37.5	\$24,322,820	111	\$66,141,820
4	Sue S Goodhart	Compass	19	\$22,382,600	20	\$27,034,384	39	\$49,416,984
5	Martin K Alloy	SM Brokerage, LLC	57	\$33,850,888	24.5	\$14,617,766	81.5	\$48,468,652
6	Akshay Bhatnagar	Virginia Select Homes, LLC.	10	\$7,675,500	50	\$39,407,508	60	\$47,083,008
7	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	19	\$36,101,500	5	\$7,610,000	24	\$43,711,500
8	Casey C Samson	Samson Properties	27.5	\$32,157,500	8	\$10,768,800	35.5	\$42,926,300
9	Piper Gioia Yerks	Washington Fine Properties, LLC	5.5	\$19,112,500	5.5	\$20,634,970	11	\$39,747,472
10	Daan De Raedt	Property Collective	34	\$24,344,250	17	\$13,987,000	51	\$38,331,248
11	Jason Cheperdak	Samson Properties	24	\$14,076,600	33	\$21,184,800	57	\$35,261,400
12	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	9	\$5,099,500	34	\$29,479,934	43	\$34,579,432
13	Christopher J White	Long & Foster Real Estate, Inc.	24	\$23,876,340	9	\$10,614,000	33	\$34,490,340
14	Jean K Garrell	Keller Williams Realty	20	\$19,674,200	15.5	\$14,214,300	35.5	\$33,888,500
15	Phyllis G Patterson	TTR Sotheby's International Realty	11.5	\$19,301,816	7.5	\$9,404,850	19	\$28,706,664
16	Jennifer L Walker	McEneaney Associates, Inc.	16.5	\$12,955,850	16	\$14,326,700	32.5	\$27,282,550
17	James W Nellis II	Keller Williams Fairfax Gateway	26	\$16,626,200	14.5	\$10,589,599	40.5	\$27,215,800
18	Laura C Mensing	Long & Foster Real Estate, Inc.	6	\$14,953,550	6	\$11,643,180	12	\$26,596,730
19	Kristen K Jones	McEneaney Associates, Inc.	8	\$8,369,500	11	\$15,900,000	19	\$24,269,500
20	Sherif Abdalla	Compass	9	\$11,557,250	6	\$12,678,500	15	\$24,235,750
21	Betsy A Twigg	McEneaney Associates, Inc.	12	\$18,326,220	3	\$5,838,000	15	\$24,164,220
22	Andre M Perez	Compass	2.5	\$2,470,000	9	\$21,458,000	11.5	\$23,928,000
23	Ashraf Morsi	Keller Williams Realty	16	\$13,504,026	13	\$9,447,530	29	\$22,951,556
24	Tracy V Williams	TTR Sothebys International Realty	4.5	\$9,237,500	4	\$12,915,740	8.5	\$22,153,240
25	Dilyara Daminova	Samson Properties	7	\$3,315,000	34	\$18,484,490	41	\$21,799,490
26	Bruce A Tyburski	RE/MAX Executives	12.5	\$12,805,922	9	\$8,129,000	21.5	\$20,934,922
27	Khalil Alexander El-Ghoul	Glass House Real Estate	11	\$9,550,825	10	\$11,083,500	21	\$20,634,324
28	Fouad Talout	Long & Foster Real Estate, Inc.	4.5	\$8,997,500	6.5	\$11,136,490	11	\$20,133,990
29	Jeddie R Busch	Compass	5	\$4,960,000	14	\$15,034,891	19	\$19,994,892
30	Steven J Watson	KW Metro Center	6	\$14,904,440	4	\$4,906,000	10	\$19,810,440
31	Lilian Jorgenson	Long & Foster Real Estate, Inc.	11	\$12,663,400	3	\$6,854,510	14	\$19,517,910
32	Mona Banes	TTR Sothebys International Realty	7.5	\$8,060,500	10	\$11,113,550	17.5	\$19,174,050
33	Pamela A Yerks	Washington Fine Properties, LLC	4.5	\$16,812,500	1	\$2,300,000	5.5	\$19,112,500
34	Michael I Putnam	RE/MAX Executives	14	\$7,769,900	18	\$11,289,450	32	\$19,059,350
35	Dinh D Pham	Fairfax Realty Select	10	\$5,371,332	26.5	\$13,605,989	36.5	\$18,977,320
36	Lisa Dubois-Headley	RE/MAX West End	10	\$9,651,050	9	\$9,203,500	19	\$18,854,550
37	Venugopal Ravva	Maram Realty, LLC	2.5	\$1,440,000	24	\$17,200,774	26.5	\$18,640,774

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
38	Erin K Jones	KW Metro Center	15.5	\$8,241,000	14.5	\$10,379,919	30	\$18,620,918
39	Mercy F Lugo-Struthers	Casals, Realtors	6	\$3,079,428	34	\$15,287,324	40	\$18,366,752
40	Damon A Nicholas	Coldwell Banker Realty	9	\$8,101,500	14	\$10,136,600	23	\$18,238,100
41	Cynthia Schneider	Long & Foster Real Estate, Inc.	19.5	\$12,705,664	8.5	\$5,483,000	28	\$18,188,664
42	Blake Davenport	RLAH Real Estate	4	\$1,968,500	21	\$15,695,400	25	\$17,663,900
43	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	9	\$15,898,530	1	\$1,739,720	10	\$17,638,250
44	Danielle Wateridge	Berkshire Hathaway HomeServices PenFed Realty	6	\$4,661,500	14	\$12,917,983	20	\$17,579,484
45	Kimberly A Spear	Keller Williams Realty	13	\$8,210,000	14	\$9,019,669	27	\$17,229,668
46	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	1	\$290,000	22	\$16,735,249	23	\$17,025,248
47	Bic N DeCaro	EXP Realty, LLC	4.5	\$2,645,500	18.5	\$14,357,306	23	\$17,002,806
48	Yony Kifle	KW Metro Center	3	\$1,438,000	29.5	\$15,495,250	32.5	\$16,933,250
49	Abuzar Waleed	RE/MAX Executives LLC	15	\$8,116,400	19	\$8,741,032	34	\$16,857,432
50	Kay Houghton	KW Metro Center	20	\$10,176,000	11.5	\$6,607,500	31.5	\$16,783,500
51	Irina Babb	RE/MAX Allegiance	21	\$14,084,500	4	\$2,648,500	25	\$16,733,000
52	William F Hoffman	Keller Williams Realty	5	\$9,042,470	6	\$7,635,000	11	\$16,677,470
53	Steven C Wydler	Compass	5	\$6,395,000	5.5	\$10,138,500	10.5	\$16,533,500
54	Tom Francis	Keller Williams Realty	6	\$10,888,250	4.5	\$5,529,410	10.5	\$16,417,660

Disclaimer: Information based on MLS closed data as of May 4, 2022, for residential sales from January 1, 2022, to April 30, 2022, in Virginia, Maryland, and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
55	Paul Thistle	Take 2 Real Estate LLC	16	\$10,494,800	6	\$5,802,000	22	\$16,296,800
56	Matias Leiva	Keller Williams Chantilly Ventures, LLC	18.5	\$15,271,000	1	\$942,000	19.5	\$16,213,000
57	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	33	\$16,076,375	0	\$0	33	\$16,076,375
58	Lenwood A Johnson	Keller Williams Realty	18	\$9,850,979	10.5	\$6,122,880	28.5	\$15,973,859
59	Carolyn A Young	RE/MAX Gateway, LLC	7.5	\$5,794,950	13.5	\$10,098,414	21	\$15,893,364
60	Nikki Lagouros	Berkshire Hathaway HomeServices PenFed Realty	12	\$5,656,500	18	\$10,222,978	30	\$15,879,478
61	Megan Buckley Fass	EXP Realty, LLC	7	\$6,370,100	8	\$9,331,500	15	\$15,701,600
62	Lauren A Bishop	McEearney Associates, Inc.	5.5	\$5,679,250	6	\$9,888,600	11.5	\$15,567,850
63	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	12.5	\$12,274,495	3.5	\$2,997,500	16	\$15,271,995
64	Danielle C Carter	Redfin Corporation	31.5	\$14,260,050	2	\$983,000	33.5	\$15,243,050
65	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	8	\$13,625,000	1	\$1,500,000	9	\$15,125,000
66	Raymond A Gernhart	RE/MAX Executives	13	\$6,242,750	12	\$8,555,231	25	\$14,797,981
67	Ellen F Patrick	Compass	5.5	\$5,622,000	8	\$9,161,390	13.5	\$14,783,390
68	Dustin M Fox	Pearson Smith Realty, LLC	8.5	\$5,596,962	10.5	\$9,166,500	19	\$14,763,462
69	Kristin M Francis	KW Metro Center	12	\$9,932,500	8	\$4,798,360	20	\$14,730,860
70	Jillian Keck Hogan	McEearney Associates, Inc.	6.5	\$5,386,600	9	\$9,103,060	15.5	\$14,489,660
71	Lauryn E Eadie	Compass	4.5	\$3,425,000	16	\$10,947,393	20.5	\$14,372,393
72	Marianne K Prendergast	Washington Fine Properties, LLC	3.5	\$8,917,000	1.5	\$5,444,950	5	\$14,361,950
73	Lizzie A Helmig	KW United	11	\$6,043,950	17	\$8,278,015	28	\$14,321,965
74	Sri H Meka	Franklin Realty LLC	6	\$4,221,000	9	\$9,998,355	15	\$14,219,355
75	Kamal Parakh	Customer Realty LLC	10	\$6,322,000	10	\$7,705,000	20	\$14,027,000
76	Keith A Lombardi	Redfin Corporation	8	\$4,315,000	12	\$9,695,000	20	\$14,010,000
77	Michael Gallagher	Redfin Corporation	14	\$14,000,130	0	\$0	14	\$14,000,130
78	Scott J Buzzelli	Middleburg Real Estate	2	\$4,195,500	4	\$9,713,125	6	\$13,908,625
79	Viktorija Piano	Keller Williams Realty	4	\$6,499,510	6	\$7,390,910	10	\$13,890,420
80	Kristina S Walker	KW United	6.5	\$5,761,500	10	\$8,018,500	16.5	\$13,780,000
81	Elizabeth W Conroy	Keller Williams Realty	8.5	\$9,480,090	3.5	\$4,172,500	12	\$13,652,590
82	Antoinette L Khatib	Metropolitan Realty LLC	11	\$7,170,299	7	\$6,356,989	18	\$13,527,288
83	Heather C Corey	TTR Sotheby's International Realty	7	\$13,070,000	1	\$430,000	8	\$13,500,000
84	Julie A Zelaska	Smith & Schnider LLC	3	\$6,257,560	3	\$7,230,000	6	\$13,487,560
85	Brittany A Patterson	TTR Sotheby's International Realty	3.5	\$4,326,550	8	\$8,997,420	11.5	\$13,323,970
86	Chris Earman	Weichert, REALTORS	7	\$7,815,000	5	\$5,494,500	12	\$13,309,500
87	Jon B DeHart	Keller Williams Realty	10	\$7,452,609	8.5	\$5,767,000	18.5	\$13,219,609
88	John Rumcik	RE/MAX Gateway	10	\$6,868,000	8.5	\$6,330,500	18.5	\$13,198,500

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Roy Kohn	Redfin Corporation	21	\$12,503,308	1	\$650,000	22	\$13,153,308
90	Chul Kim	Samson Properties	5.5	\$4,938,200	10	\$8,193,315	15.5	\$13,131,515
91	Sarah Harrington	Long & Foster Real Estate, Inc.	8.5	\$7,123,500	5	\$5,895,000	13.5	\$13,018,500
92	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	4	\$7,970,000	4	\$4,911,000	8	\$12,881,000
93	Eli Tucker	RLAH Real Estate	5.5	\$4,687,339	8	\$8,118,150	13.5	\$12,805,488
94	Eve M Weber	Long & Foster Real Estate, Inc.	8	\$8,791,100	6	\$3,941,500	14	\$12,732,600
95	Ryan Rice	Keller Williams Capital Properties	12	\$6,781,077	9	\$5,947,500	21	\$12,728,577
96	Timothy J Williams	Redfin Corporation	19	\$10,538,980	3	\$2,105,000	22	\$12,643,980
97	Debbie P Kent	Cottage Street Realty LLC	14	\$9,689,900	3	\$2,937,203	17	\$12,627,103
98	Jill Judge	Samson Properties	4	\$2,293,000	16	\$10,300,400	20	\$12,593,400
99	Tracy Chandler	Berkshire Hathaway HomeServices PenFed Realty	11	\$7,539,150	9	\$5,043,300	20	\$12,582,450
100	Cricket Bedford	Thomas and Talbot Estate Properties, Inc.	4	\$7,971,250	1	\$4,500,000	5	\$12,471,250
101	Victoria (Tori) McKinney	KW Metro Center	10	\$7,570,676	5	\$4,899,835	15	\$12,470,511
102	Laurie J Hargadon	McWilliams/Ballard Inc.	10	\$10,121,905	3	\$1,880,150	13	\$12,002,055
103	Michael Sobhi	Fairfax Realty Select	4	\$5,882,000	6	\$6,077,000	10	\$11,959,000
104	Jennifer Fang	Samson Properties	6.5	\$4,416,900	8	\$7,530,500	14.5	\$11,947,400
105	Katie E Wethman	Keller Williams Realty	4	\$2,086,700	11	\$9,806,500	15	\$11,893,200
106	Kiran Morzaria	Samson Properties	1	\$1,000,000	14	\$10,821,740	15	\$11,821,740
107	David Cabo	Keller Williams Realty	8	\$11,796,000	0	\$0	8	\$11,796,000
108	Rheema H Ziadeh	Redfin Corporation	13	\$9,225,000	4	\$2,528,000	17	\$11,753,000
109	Mansoor Dar	Keller Williams Realty	5	\$8,486,500	2	\$3,236,500	7	\$11,723,000
110	Gitte Long	Redfin Corporation	16	\$10,518,000	2	\$1,185,000	18	\$11,703,000
111	Jennifer H Thornett	Washington Fine Properties, LLC	2.5	\$5,852,950	1.5	\$5,641,200	4	\$11,494,150
112	Manuwa S Eligwe	KW Metro Center	7	\$3,697,100	14	\$7,772,995	21	\$11,470,095
113	Timothy D Pierson	KW United	3	\$2,437,005	8	\$9,025,900	11	\$11,462,905
114	Johnny W Benson	Long & Foster Real Estate, Inc.	5	\$5,005,150	5	\$6,439,210	10	\$11,444,360
115	Margaret J Czapiewski	Keller Williams Realty	16	\$9,203,935	5	\$2,201,000	21	\$11,404,935
116	Robert T Ferguson Jr.	RE/MAX Allegiance	12	\$9,856,050	2	\$1,414,900	14	\$11,270,950
117	Julie W Chesser	Century 21 Redwood Realty	8.5	\$9,140,500	3	\$2,100,501	11.5	\$11,241,001
118	Peter Pejacsevich	Middleburg Real Estate	1.5	\$3,683,000	4	\$7,534,125	5.5	\$11,217,125
119	Ritu A Desai	Samson Properties	4	\$3,390,000	7	\$7,767,614	11	\$11,157,614
120	Alasgar Farhadov	Compass	4.5	\$6,635,000	2.5	\$4,492,500	7	\$11,127,500
121	Sridhar Vemuru	Aragami, LLC	4	\$2,975,000	9	\$8,142,830	13	\$11,117,830
122	Joan B Shannon	Compass	3.5	\$5,154,500	2.5	\$5,925,000	6	\$11,079,500
123	Scott A MacDonald	RE/MAX Gateway, LLC	11	\$9,263,945	3	\$1,808,250	14	\$11,072,195
124	Karen A Briscoe	Keller Williams Realty	7.5	\$8,761,090	2.5	\$2,268,526	10	\$11,029,616
125	Joan Stansfield	Keller Williams Realty	5	\$3,467,500	7	\$7,555,173	12	\$11,022,673

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Benjamin J Grouby	Redfin Corporation	17.5	\$9,758,780	1	\$1,250,000	18.5	\$11,008,780
127	Natalie Wiggins	Redfin Corporation	15	\$8,865,077	3	\$2,065,000	18	\$10,930,077
128	William P Bensten	Merion Realty LLC	4	\$6,229,000	3	\$4,668,280	7	\$10,897,280
129	Patricia Fales	RE/MAX Allegiance	8	\$9,503,000	1	\$1,385,000	9	\$10,888,000
130	John Coles	Thomas and Talbot Estate Properties, Inc.	2.5	\$10,875,000	0	\$0	2.5	\$10,875,000
131	John Moore	Compass	9.5	\$8,643,500	3	\$2,215,000	12.5	\$10,858,500
132	Viktar Kutsevich	Samson Properties	3	\$1,842,018	12	\$9,015,250	15	\$10,857,268
133	Tanya R Johnson	Keller Williams Realty	9	\$7,332,321	5	\$3,429,251	14	\$10,761,572
134	Marion Gordon	KW Metro Center	9	\$9,401,900	2	\$1,284,000	11	\$10,685,900
135	Pauline K Knipe	Pearson Smith Realty, LLC	3	\$3,975,130	7	\$6,699,300	10	\$10,674,430
136	Michael McConnell	Redfin Corporation	10	\$6,549,000	4	\$4,084,900	14	\$10,633,900
137	Laura R Schwartz	McEnearney Associates, Inc.	4	\$5,020,000	5	\$5,550,298	9	\$10,570,298
138	Irene M deLeon	Redfin Corporation	17	\$9,161,000	2	\$1,405,000	19	\$10,566,000
139	Natalie U Roy	KW Metro Center	6.5	\$6,283,500	4	\$4,269,000	10.5	\$10,552,500
140	Donna C Henshaw	Avery-Hess, REALTORS	6	\$6,405,000	3	\$4,120,000	9	\$10,525,000
141	Laura M Sacher	Compass	2	\$1,545,000	9.5	\$8,925,111	11.5	\$10,470,111
142	William S Gaskins	KW United	9	\$6,643,000	3	\$3,743,000	12	\$10,386,000

Disclaimer: Information based on MLS closed data as of May 4, 2022, for residential sales from January 1, 2022, to April 30, 2022, in Virginia, Maryland, and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Lynn Maximilian Norusis	Century 21 Redwood Realty	6	\$6,196,550	4	\$4,178,500	10	\$10,375,050
144	Stephanie Pitotti Wil-liams	KW Metro Center	2	\$2,035,000	12	\$8,303,000	14	\$10,338,000
145	Mark R Sirianni	Compass	5	\$6,132,500	3	\$4,164,510	8	\$10,297,010
146	Deborah D Shapiro	TTR Sothebys International Realty	3	\$3,767,997	4.5	\$6,450,560	7.5	\$10,218,557
147	Coral M Gundlach	Compass	4	\$3,455,000	8	\$6,747,500	12	\$10,202,500
148	Pamela A Jones	Long & Foster Real Estate, Inc.	10	\$9,750,500	1	\$430,000	11	\$10,180,500
149	Mark E Queener	Redfin Corporation	14	\$5,977,000	6	\$4,200,000	20	\$10,177,000
150	Ashton A Vessali	Compass	3	\$3,597,500	10	\$6,542,500	13	\$10,140,000
151	Frida Hopper	TTR Sotheby's International Realty	7	\$5,930,000	4	\$4,174,250	11	\$10,104,250
152	Josh Dukes	KW Metro Center	5	\$2,486,500	13.5	\$7,569,994	18.5	\$10,056,494
153	Jacob Smith Hamilton	KW Metro Center	3	\$4,255,200	8.5	\$5,763,400	11.5	\$10,018,600
154	Kelly A Stock Bacon	ERA Teachers, Inc.	6.5	\$6,771,000	4	\$3,226,920	10.5	\$9,997,920
155	Ashley H Tauzier	Berkshire Hathaway HomeServices PenFed Realty	8	\$5,310,000	8	\$4,684,500	16	\$9,994,500
156	Joan M Reimann	McEanearney Associates, Inc.	7.5	\$7,555,500	4	\$2,421,750	11.5	\$9,977,250
157	Melissa B Shelby	Compass	4	\$6,402,500	2	\$3,543,130	6	\$9,945,630
158	Anthony H Lam	Redfin Corporation	4	\$2,002,000	9	\$7,905,400	13	\$9,907,400
159	Linh T Aquino	Redfin Corporation	16	\$9,227,000	1	\$680,000	17	\$9,907,000

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
160	Joseph L Dettor	Keller Williams Fairfax Gateway	11	\$8,238,000	2	\$1,631,000	13	\$9,869,000
161	Andrew J Biggers	KW United	8	\$6,425,500	3	\$3,400,000	11	\$9,825,500
162	Kimberly C Peele	McEneaney Associates, Inc.	4.5	\$3,173,368	8.5	\$6,645,000	13	\$9,818,368
163	Gregory A Wells	Keller Williams Realty	5	\$4,944,002	5	\$4,868,780	10	\$9,812,782
164	Kathryn R Loughney	Compass	2	\$1,530,000	9	\$8,278,000	11	\$9,808,000
165	Dilara Juliana-Daglar Wentz	KW United	5	\$2,794,000	11	\$7,012,452	16	\$9,806,452
166	Heeran Lee	NewStar 1st Realty, LLC	6	\$4,936,800	8	\$4,857,500	14	\$9,794,300
167	Karen E Close	Century 21 New Millennium	3	\$6,495,500	3	\$3,289,675	6	\$9,785,175
168	Sandra Shimono	Redfin Corporation	12	\$8,581,449	2	\$1,201,000	14	\$9,782,449
169	Chaweewan Thongpia	Keller Williams Realty	2	\$2,001,000	13	\$7,777,246	15	\$9,778,246
170	Ajmal Faqiri	Realty One Group Capital Properties	0	\$0	17.5	\$9,731,999	17.5	\$9,731,999
171	Cheryl H Wood	Redfin Corporation	10	\$5,799,125	4	\$3,870,000	14	\$9,669,125
172	Douglas Ackerson	Redfin Corporation	7	\$4,704,304	7	\$4,809,500	14	\$9,513,804
173	Crystal L Sheehan	Keller Williams Realty	0	\$0	3	\$9,491,650	3	\$9,491,650
174	Jaenho A Oh	EXP Realty, LLC	6	\$3,023,500	8	\$6,459,265	14	\$9,482,765
175	Frank J Schofield	Summit Realtors	2.5	\$1,512,500	11	\$7,966,959	13.5	\$9,479,459
176	Joy Muczko	Pearson Smith Realty, LLC	3	\$3,860,000	6	\$5,616,000	9	\$9,476,000
177	Ram Kumar Mishra	Spring Hill Real Estate, LLC.	9	\$3,983,750	11	\$5,477,200	20	\$9,460,950
178	Brad C Kintz	Long & Foster Real Estate, Inc.	17	\$9,454,600	0	\$0	17	\$9,454,600
179	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	4	\$5,585,000	4	\$3,865,000	8	\$9,450,000

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Nathan Daniel Johnson	Keller Williams Capital Properties	14	\$7,482,500	4	\$1,953,000	18	\$9,435,500
181	Ana Lucia Ron	ANR Realty, LLC	31	\$9,414,500	0	\$0	31	\$9,414,500
182	Alyssa Rajabi	Redfin Corporation	0.5	\$400,000	10	\$8,992,010	10.5	\$9,392,010
183	Spencer R Marker	Long & Foster Real Estate, Inc.	12	\$9,046,677	1	\$345,000	13	\$9,391,677
184	Zaryab Mahmood	Samson Properties	13	\$7,849,900	1	\$1,540,000	14	\$9,389,900
185	Lisa B Joy	McEneaney Associates, Inc.	2	\$9,349,520	0	\$0	2	\$9,349,520
186	Heathr A Heath	Samson Properties	8.5	\$6,197,800	7	\$3,118,650	15.5	\$9,316,450
187	Ian A Weiser-McVeigh	Samson Properties	3.5	\$3,519,020	6	\$5,748,500	9.5	\$9,267,520
188	Deyi S Awadallah	D.S.A. Properties & Investments LLC	15	\$8,761,300	1	\$475,000	16	\$9,236,300
189	Jason Walder	Compass	4.5	\$4,101,875	6	\$5,126,000	10.5	\$9,227,875
190	Jessica E McCain	RE/MAX Executives	7	\$8,367,648	1.5	\$848,500	8.5	\$9,216,148
191	Joe Azer	Samson Properties	6	\$4,234,700	9	\$4,957,500	15	\$9,192,200
192	Kim Kroner	Washington Dulles Real Estate Group	4	\$3,417,500	7	\$5,762,500	11	\$9,180,000
193	Elizabeth Ann Kline	RE/MAX 100	8	\$5,104,000	6.5	\$4,065,011	14.5	\$9,169,011
194	Tanya Salseth	KW United	0	\$0	18	\$9,154,100	18	\$9,154,100
195	Kelly Martinez	Coldwell Banker Realty	9	\$5,828,280	5	\$3,308,363	14	\$9,136,642
196	Stacie M Hennig-Davis	Compass	6	\$4,608,490	4	\$4,527,000	10	\$9,135,490

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RANK	NAME	OFFICE	SELL-ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
197	Leo Lee	TTR Sotheby's International Realty	7	\$6,027,000	2	\$3,100,000	9	\$9,127,000
198	Karen L McGavin	Keller Williams Capital Properties	5	\$3,119,000	8	\$5,988,154	13	\$9,107,154
199	Kathryn Emily DeWitt	KW Metro Center	3	\$2,525,000	10	\$6,575,000	13	\$9,100,000
200	Heidi F Robbins	William G. Buck & Assoc., Inc.	4.5	\$5,624,150	5	\$3,475,500	9.5	\$9,099,650
201	Jin Lee Wickwire	EXP Realty, LLC	11	\$6,463,948	4	\$2,608,000	15	\$9,071,948
202	Baback Chiniforoushan	Compass	4	\$3,020,000	8	\$6,033,030	12	\$9,053,030
203	Wetherly C Barker Hemeon	TTR Sothebys International Realty	2	\$3,552,000	0.5	\$5,500,000	2.5	\$9,052,000
204	John R. Lytle	Pearson Smith Realty, LLC	1	\$595,625	13	\$8,453,925	14	\$9,049,550
205	Christina M O'Donnell	RE/MAX West End	6	\$5,403,050	4	\$3,645,300	10	\$9,048,350
206	Dina V Shaminova	TTR Sothebys International Realty	1	\$1,175,000	10	\$7,860,300	11	\$9,035,300
207	Karen M Hall	@home real estate	0	\$0	12	\$9,014,400	12	\$9,014,400
208	Kyle R Toomey	Compass	7	\$3,614,500	9	\$5,385,175	16	\$8,999,675
209	Patricia Ammann	Redfin Corporation	4	\$1,839,500	10	\$7,140,390	14	\$8,979,890
210	Michael A Makris	McEneaney Associates, Inc.	6	\$3,762,500	7	\$5,215,000	13	\$8,977,500
211	Yooki Yeo	NBI Realty LLC	4	\$2,428,740	10	\$6,526,055	14	\$8,954,795
212	Richard Urben	Redfin Corporation	8	\$4,394,500	9	\$4,557,891	17	\$8,952,391
213	Jon C Silvey	Compass	8	\$7,177,000	2	\$1,720,000	10	\$8,897,000
214	Monique M Milucky	Berkshire Hathaway HomeServices PenFed Realty	1	\$280,000	12	\$8,612,000	13	\$8,892,000
215	Desiree Rejelli	Samson Properties	4	\$2,532,500	9	\$6,346,200	13	\$8,878,700
216	A. Casey O'Neal	Compass	6	\$5,744,600	2.5	\$3,130,180	8.5	\$8,874,780
217	Lisa T Smith	Pearson Smith Realty, LLC	5	\$4,433,500	6	\$4,385,074	11	\$8,818,574
218	Brittany Lambrechts Camacho	Century 21 Redwood Realty	4	\$2,243,000	8	\$6,574,940	12	\$8,817,940
219	Vicki M Benson	Pearson Smith Realty, LLC	8.5	\$6,557,281	1	\$2,199,990	9.5	\$8,757,270
220	Shaun Murphy	Compass	7	\$4,630,000	7	\$4,103,500	14	\$8,733,500
221	Ahmad T Ayub	Redfin Corporation	5	\$3,450,004	9	\$5,282,000	14	\$8,732,004
222	Benjamin D Heisler	Pearson Smith Realty, LLC	4	\$5,670,000	4	\$3,042,950	8	\$8,712,950
223	Cheryl L Hanback	Redfin Corporation	9.5	\$6,790,500	3	\$1,915,000	12.5	\$8,705,500
224	Laura Griffin	Pearson Smith Realty, LLC	2	\$2,110,000	6	\$6,548,710	8	\$8,658,710
225	Ryan R Mills	Redfin Corporation	2	\$1,135,000	9	\$7,497,500	11	\$8,632,500
226	Ray Ferrara	Compass	0.5	\$540,050	6	\$8,078,000	6.5	\$8,618,050
227	Nancy Perkins	TTR Sotheby's International Realty	2	\$3,145,000	5	\$5,463,000	7	\$8,608,000
228	Jeremy G Browne	Century 21 New Millennium	6	\$5,649,000	4	\$2,930,500	10	\$8,579,500
229	Claudia V Cornejo	Fairfax Realty of Tysons	5	\$2,069,000	20	\$6,500,500	25	\$8,569,500
230	Tim Royster	Compass	3	\$1,523,714	10.5	\$7,023,021	13.5	\$8,546,734
231	Mara D Gemond	Redfin Corporation	2	\$1,301,900	8	\$7,208,000	10	\$8,509,900
232	Erin Johnson	Compass	0	\$0	8	\$8,485,020	8	\$8,485,020
233	Robert C Clark	Redfin Corporation	12	\$8,474,501	0	\$0	12	\$8,474,501

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Katherine Massetti	EXP Realty, LLC	6	\$4,156,404	7	\$4,317,000	13	\$8,473,404
235	Lisa E Thompson	Hunt Country Sotheby's International Realty	2.5	\$4,692,500	2.5	\$3,775,000	5	\$8,467,500
236	Albert D Pasquali	Redfin Corporation	7	\$2,963,000	9	\$5,488,000	16	\$8,451,000
237	Chris J Colgan	Keller Williams Realty/Lee Beaver & Assoc.	8	\$5,305,000	3	\$3,127,000	11	\$8,432,000
238	Jodi W Bentley	Compass	4	\$5,545,000	2	\$2,876,000	6	\$8,421,000
239	Kristin D Johnson	Atoka Properties	4	\$5,445,990	1	\$2,950,000	5	\$8,395,990
240	Amit Lall	Berkshire Hathaway HomeServices PenFed Realty	3	\$1,506,000	13	\$6,847,811	16	\$8,353,811
241	Scott C Shawkey	Keller Williams Realty	3	\$6,875,000	2	\$1,475,000	5	\$8,350,000
242	Lucia A Jason	Samson Properties	5	\$3,679,950	7	\$4,662,749	12	\$8,342,699
243	Kathleen Covey	Long & Foster Real Estate, Inc.	6	\$3,599,500	5	\$4,716,000	11	\$8,315,500
244	Touqeer Malik	Fairfax Realty of Tysons	3	\$1,843,000	8	\$6,464,990	11	\$8,307,990
245	Lyssa B Seward	TTR Sotheby's International Realty	6.5	\$7,286,311	1.5	\$1,006,775	8	\$8,293,086
246	Sean A Satkus	Long & Foster Real Estate, Inc.	4	\$4,486,500	5	\$3,770,000	9	\$8,256,500
247	Christine Armintrout	Coldwell Banker Realty	3	\$1,165,000	18	\$7,066,511	21	\$8,231,511
248	Shannon Lamb	Pearson Smith Realty, LLC	8	\$6,358,500	3	\$1,853,000	11	\$8,211,500
249	Kendell A Walker	Redfin Corporation	9	\$4,843,749	6	\$3,366,000	15	\$8,209,749
250	Christine G Richardson	Weichert Company of Virginia	6.5	\$5,566,050	3	\$2,616,500	9.5	\$8,182,550

Disclaimer: Information based on MLS closed data as of May 4, 2022, for residential sales from January 1, 2022, to April 30, 2022, in Virginia, Maryland, and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



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