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*Assistant Publisher*



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*Editor*



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**Zachary Cohen**  
*Writer*



**Christopher Menezes**  
*Writer*



**Ryan Corvello**  
*Photographer*



**Bobby Cockerille**  
*Videographer*

If you are interested in contributing or nominating REALTORS® for certain stories, please email the publisher at [Kristin@kristinbrindley.com](mailto:Kristin@kristinbrindley.com).

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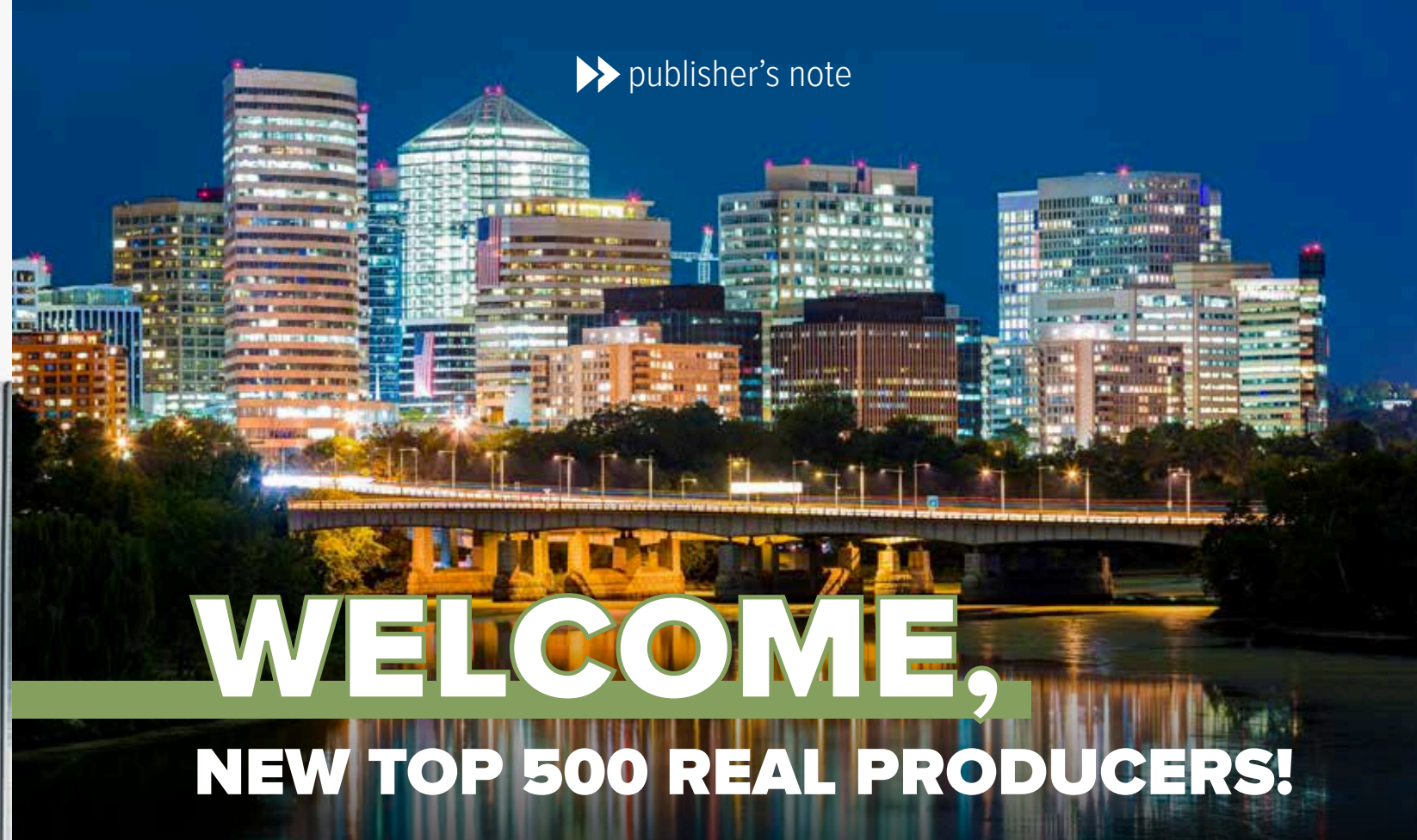
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►► publisher's note



# WELCOME, NEW TOP 500 REAL PRODUCERS!

Dear REALTORS® and valued Partners,

For those new to *Nova Real Producers*, congratulations and welcome!! I'm the publisher, Kristin Brindley.

Our mission, at *Real Producers*, is to connect, inform, and inspire industry professionals such as yourselves all over the NOVA area. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top 500 (top 2 percent) of your industry. We sent out the badges by email, text, and our private Facebook group!

We are thankful for our preferred partners. Without their participation and all they do for this community, none of this would be possible! The publication, our quarterly events, and being featured are free of charge because of our partners. Thank you! We also appreciate the Real Producers who referred them to us. All partners have been referred and vetted by Real Producers like yourselves.

Our Real Producers are wonderful people who do great work in real estate and in our communities. Do you know an amazing agent who you'd love to see featured in the magazine? We are taking nominations for the rest of this year right now! You can nominate a cover story, a rising star, a "Making A Difference" agent who does great work with a charity, and a "Cool Life Story" agent with an amazing life story to share. Nominate in the private Facebook group, by email, text, or call us!

Check out our Save-the-Date for our upcoming May Mastermind, on page \_\_\_\_\_. We also have three upcoming large events and have added four smaller, indoor/outdoor and virtual events starting next month. We look forward to seeing many of you at our exclusive signature events soon!

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*May the road  
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May the wind  
always be at your back.  
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warm upon your face;  
the rains fall soft upon  
your fields and until  
we meet again,  
May Gold hold you  
in the palm of His hand.*

With gratitude,

**Kristin Brindley**

Owner/Publisher  
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Kristin@kristinbrindley.com  
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# FAQ

## ABOUT THIS MAGAZINE

By Kristin Brindley, Publisher



**Q: Who receives this magazine?**

**A:** The top 500 agents in the Northern Virginia (NOVA) area. When we launched

*NOVA Real Producers* in 2018, we originally pulled 2017 MLS numbers (by volume) in the NOVA area and cut off the list at #500, and the distribution was born. Based on 2021's numbers, the minimum production level for our group is now \$20 million. The list will reset at the end of 2022 for next year and continue to update annually.

**Q: What is the process for being featured in this magazine?**

**A:** It's really simple—every feature you see has first been nominated. You can nominate other Realtors (or yourselves!), affiliates, brokers, and owners, and office leaders can nominate Realtors, as well. We will consider anyone brought to our attention because we don't know everyone's stories, so we need your help to learn about them. A nomination currently looks like this: You email us at [Wendy@kristinbrindley.com](mailto:Wendy@kristinbrindley.com) with the subject "Nomination: (Name of Nominee)." Please explain why you are nominating them to be featured. It could be that they have an amazing story that needs to be told—perhaps, they overcame extreme obstacles, are an exceptional leader, have the best

customer service, or give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion for our writer to conduct an interview and write the article and for our photographers to schedule a photoshoot.

**Q: What does it cost a Realtor/team to be featured?**

**A:** Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away!

**Q: Who are the preferred partners?**

**A:** Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have personally referred every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only of the best Realtors in the area but the best affiliates, as well, so we can all grow stronger together.

**Q: How can I refer a preferred partner?**

**A:** If you know and want to recommend a local business that works with top Realtors, please email us at [Kristin@kristinbrindley.com](mailto:Kristin@kristinbrindley.com), and let us know!

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

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# Do you have a great Saint Patrick's Day or lucky story?



**BRITTANY DIXON**  
**Keller Williams Realty**

I've been incredibly lucky with the sphere of influence and the database I have.



**FELIX OTCHERE**  
**Pearson Smith Realty**

No St. Pat's stories. I've been really lucky my whole life. I have been able to prevent myself from being in bad situations (i.e., if I stayed 5 minutes longer... or got in the car with someone).



**DAN MCNIEL**  
**Pearson Smith Realty**

I have had many situations ... but about five years ago, I went back to finish my education. Mega Millions was up to like \$900 million. Our office put in money for a pool, and I bought 10 of my own tickets. The office won something like 5 bucks. On my personal ticket, I hit every number except the power ball. The day before, I had no idea how to pay off tuition. I had even asked my grandmother for help, and she offered to buy a book. It took another hour to find out I won \$50K. I shot over to the location and got a big check (\$100K gets a big check, and I only won

\$50K, but I demanded a big check for a photo because this meant so much). I paid for school and paid off some bills. I called my grandmother at midnight and told her she didn't need to buy the book.



**PEGGY RICHARDSON**  
**Washington Fine Properties**

I was in Charleston working and someone said, "Do you want to come to the St. Patrick's Day Parade in Savannah?" I called off for the next day and was told I would be fired ... and I stayed anyway. For luck, I have five healthy kids and a great life, in general.



**LAREE MILLER**  
**KW Metro Center**

I did a 180 ... I met my husband, had kids, and bought my first home. I am very grateful.



**EMILY MARENTETTE**  
**Keller Williams Loudoun Gateway**

When I was studying abroad in 2012-2013, I was in Dublin for St. Patrick's Day. It was crazy, but also a fun experience. It was great to check off the Bucket List.



**JAIME CRADDOCK**  
**CENTURY 21 Redwood Realty**

Years back, I was holding an open house. It was one of the very first beautiful spring days, and I knew nobody was coming. Every ounce of me wanted to cancel this open because it would likely sell fast anyhow. And at the last minute I decided, 'What the heck, I'll just go.' For two hours, not one person entered the house. As I was locking up, a couple came to the door. Fast forward ... they had no agent and they ended up buying the house with me! That was my biggest commission to this day — double-sided transaction! So I don't know if it's good luck or just showing up ... but that day I sure felt lucky.



**ARTURO FERREIRA**  
**Best Side Story Media**

Once, I bought ice cream, paid with a credit card, and the cashier asked me for ID. She saw I lived in Chicago, told me she was selling her place, I told her I was licensed, and she asked for my help. She ended up using me for a Virginia transaction and referred me to a friend who also bought a place. Moral of the story: always buy ice cream.



**BRIAN SIEBEL**  
**Compass**

On St. Patrick's Day 2000, I was able to attend President Bill Clinton's announcement, in the Oval Office, of an historic agreement with Smith & Wesson to reform their distribution and design practices in a way that would save lives. Behind the scenes, as a lawyer for the Brady Center to Prevent Gun Violence, I had drafted much of the agreement that was signed that day. I wore a green suit and had my picture taken with the President in the Oval Office. Unfortunately, the agreement was unraveled by President George Bush and Congress with the passage in 2005 of the Protection of Lawful Commerce in Arms Act.



**KELLY KATALINAS**  
**Fairway Independent Mortgage**

One of the best luck stories in my life ... I was a passenger in a car, with three other girls, driving home from college for the holidays. About an hour into a six-hour ride, our car broke down. This was BEFORE cell phones. (Yes, I am that old.) A gentleman driving a pick-up truck stopped in the middle of Interstate 81 and asked if he could help. He popped the hood and proceeded to fix our car. It was a loose/broken hose, and he happened to have all the tools AND a hose! He refused our offers to pay him, he wouldn't even give us his name. Thirty-plus years later, I can still see him smiling and waving to us and driving away. A truly special Good Samaritan.



**JOAN REIMANN**  
**McEneaney Associates, Inc.**

Every Saint Patrick's Day is special in our family because our son, Spencer, is a St. Paddy's Day baby. From leprechaun treasure hunts in kindergarten to green beers in college ... his birthday has always been the most fun!



**MICHELLE ZELSMAN**  
**Coldwell Banker Realty**

I was in Ireland with some friends, and a few days into the trip, I realized I'd lost my passport. I was pretty sure I'd left it on the countertop at the car rental desk at the airport. I asked my friend Michael, who was Irish and had immigrated to the States 50 years earlier, if he believed in the luck of the Irish. He sort of giggled and said we'd see. On Monday morning, I called the car rental service and asked if BY CHANCE ... or Irish luck ... they'd seen my passport. "Yep!" they said quickly. They held my passport while I was exploring the country.





**WADE VANDER MOLEN**

**Stewart Title**

I was in Dublin, Ireland, with my dad back in 2001, and we spent the entire day and night celebrating with people from all over the world. Every pub was full to the brim, and it was one of the more fun memories with my dad.



**HANNAH WON**

**Pearson Smith Realty**

When I taught kindergarten, we would have the leprechauns “play pranks” in the classroom by turning the toilet bowl green, removing all art supplies and paper except green colors, and making messes with the toys.



**DANE WORK**

**RE/MAX Allegiance**

I was fortunate to meet a U.S. Marshal from New York who was referred to me. It was 12 to 13 years ago, but we are inseparable now. A bunch of my buddies like to drink so we went to Old

Town Alexandria and drank up a storm for St. Patty’s. I had to go meet another U.S. Marshal after coming from this party ... I actually had to go around the corner and take a cab to meet the US Marshal’s superior about helping him buy a house. I wanted to reschedule, but my buddies encouraged me to go. I went to meet this gentleman and the guy could tell I had been drinking and said, “I know you are sweating this. I’ll take your business if I can share a cab with you to go back to the party.”



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I met my wife back in high school, freshman year. The first thing she said to get the convo going was, “Where is your green (for St. Patty’s Day)?” I joked that I had something green in my shoe, like a sock. We ended up dating sophomore year and are still together.

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

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#### Top Blogging Tips

Write your blog on a website you own, like a custom WordPress site. The SEO plugins and abilities are extremely powerful. Set a schedule and post content on a regular basis. This means, once a week, but more often is better as you begin. Most of the work is in the front because you need to build up your portfolio of content. Syndicate your blog to social media channels, email to your database, and more.

Once you start to grow an audience, *tell them to subscribe to your blog and why they should*. Make sure your blog is full of educational content that makes your target audience smarter and adds value to you. Boring content is death. Lastly, take the time to learn some SEO (search engine optimization) basics because as you are spending the time to create the content, it makes sense to learn basic steps to have it live on the top of a Google search result. Happy blogging!

## How to Reach *thousands* with Your Real Estate Blog!

Working with REALTORS® throughout Northern Virginia over the past nine years, I get asked a lot of questions about technology, blogging, websites, and more. Having an online presence is important, and there is no better way than an informative blog on your real estate website. It’s a huge tool, especially for those agents who understand why creating effective content results in online leads, clients, business, and commissions.

#### Why Do I Need a Blog?

A blog is a HUB or an online platform that allows you to broadcast your vast real estate knowledge, what you do, how you do it, and why someone should work with you. A blog is where you get to “show off” and tell the world about your value proposition. A blog also lives forever online, just waiting to be discovered by your ideal client — especially those prospects searching for answers to

real estate-related questions on Google, Yahoo, and Bing. Your blog also can be shared on social media channels for greater reach. When this content is shared and syndicated, it has the power to reach thousands of people!

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# LIFE AFTER DEATH

## Liens Against Deceased Persons, Estates, and Inheriting Heirs and Devisees

The sale of property by an estate can be as smooth and seamless as a traditional real estate transaction. Occasionally, however, difficulties arise when it's discovered that liens have attached to the property and must be satisfied prior to transferring the property. These liens typically fall into one of three categories: 1) liens that were placed against the property during the owner's lifetime; 2) liens that were placed against the property in the name of the owner's estate after the owner had passed; or 3) liens in the name of the heirs/devisees of the owner, which attached to the property at the time of the owner's death.

**Liens Against a Now Deceased Owner.** A lien placed against the owner of the property during their lifetime is still enforceable after their death. The death of the owner does not negate the ability of the creditor to enforce a valid lien and seek its payment on or before the sale/transfer of the property; the lien must be satisfied and released in order to alleviate the cloud on title. An exception to this rule is if, during their lifetime, the deceased owner held

title to the property with their spouse as tenants by the entirety. In this instance, it is possible that the lien may not need to be satisfied if the surviving tenant/spouse can confirm by affidavit that the parties remained married until the passing of the other tenant/owner. Outside of this scenario, if a lien was valid during the owner's life, it remains valid and enforceable after the owner's death.

**Liens Against the Estate of the Owner.** As we previously discussed, a valid lien that is attached to a property during an owner's lifetime is enforceable after their death. However, a creditor cannot place a lien on a property after the owner's death unless the lien is against the *estate* of the owner, as opposed to the individual. Judgments or liens entered against an individual after their death are considered a nullity. To secure a claim against an owner who has passed away, a creditor must be sure to seek judgment and/or file the lien against the owner's estate. It's important to note that creditors can make claims against a property owner's estate for up to one year after their passing. If the personal property of the estate is not sufficient to satisfy the creditor's claim, the estate's real property is at risk. Due to this possibility, if a property is being sold less than a year after the owner's death, title underwriters will often require the owner's estate to pay an additional risk premium at settlement. Alternative options to the risk premium include obtaining a surety bond or holding the proceeds of the sale in escrow until one year has passed from the date of the owner's death. Each of these options is meant to provide an additional layer of protection to the title insurance company in light of the possibility that a future claim impacting title may be made against the estate.

**Liens Against the Heirs or Devisees of the Owner.** If property is held by a sole owner or by a single surviving owner (i.e., the other owner on title has previously passed away), upon the passing of that person, the ownership and title of the property "drops like a rock." In other words, at the time of the death, ownership is automatically transferred to the owner's heirs or devisees. If the owner died intestate — without a will — the property automatically passes to the owner's heirs at law. If the owner died testate — with a will — the property automatically passes to the devisees named in the owner's will. A possible unwelcome side effect of this instantaneous transfer of ownership from the deceased owner to their heirs or devisees is that it allows for liens in the names of the inheriting parties to attach to the property. Judgment liens against heirs or devisees can attach to the property once title vests in their names. The fact that the person inherited the property and did not acquire it through an arms-length transaction has no impact on the creditors' ability to enforce and collect on their lien. These liens are just as valid and enforceable as they would be to an owner of record and must be resolved prior to transferring the property.

Liens against property can survive the death of the owner, can attach to a property held by the estate of the owner, and can attach at the time ownership is transferred to the deceased owner's heir or devisee. Regardless of how or when the lien is attached, the only way to achieve a clear title is to ensure the lien is satisfied and released.



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



### ASH MORSI

Keller Williams Realty

"It was always difficult for me to set boundaries. As I got into the business, I felt like I had to be available. But I learned that's not a sustainable model. If I want to be able to spend time with my family, I need to set those boundaries. The beauty in real estate is, if someone respects your boundaries, you work with them and they become clients, then friends."



### BRETT SELESTAY

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"Success requires discipline and consistency. You need to be disciplined in your approach and in your systems, and you need to execute them consistently. Do those two things, and success will follow. Secondly, always come from a place of contribution. Listen to your clients and understand what they want and where they want to be. And then, help them get there."

*A Word from Our Sponsor:*



### MANSOORA DAR

Keller Williams Realty

"I cannot change my faith or my destiny — the only thing I can change is myself and my thinking. Change your thinking; change your world."

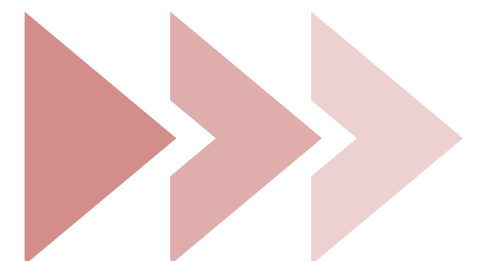
"I am a true believer in the empowerment of women. I want every woman to stand up for herself, get a good education, and be professional by choice so they can make their own decisions in life. My professional plans include opening a charity organization to help women like me acquire education and a professional career."



### TIM KELLY

loanDepot

"You have to be able to know every available option for a client and be able to speak to the pros and cons for each of them, and how that loan is going to fit into that family's short-term and long-term financial goals. We're always educating, never selling. We're always trying to respond as accurately as possible."





“

*We live here, work here, and take care of our family and friends.*

”

» partner spotlight

By Zachary Cohen  
Photos by Ryan Corvello

# tim kelly

loanDepot

*A Master of His Craft*





**Tim Kelly entered the mortgage business in 2006, at the height of the last housing boom. He joined Countrywide Home Loans — one of the nation’s largest mortgage lenders at the time — as an assistant for a high-producing lender. Almost as soon as Tim entered the industry, however, he began to notice the shifting tides.**



Tim Kelly, of loanDepot, posts video content on his YouTube channel and Instagram page.

“In 2006, you started to see things change. It was an interesting time. You saw the difference between a true professional and the salesman on the golf course.”

Tim didn’t let the uncertainty in the market scare him. In fact, he saw it as an opportunity.

“I wanted to become a master of the craft as well,” he continues. “I was fortunate to have started before the housing crisis. I got to understand what it takes to build a sustainable career. I learned how to build lifelong relationships with clients.”

Tim was mentored by others loan officers for seven years before cutting the strings and going out on his own.

#### **The loanDepot Advantage**

Tim has now been in the mortgage industry for over 15 years. In April 2021, he moved his team to a new company, loanDepot.

“Most of Virginia had a banner year last year, and we were among those [that did]. We had our best year, as far as volume and units go,” Tim beams.

Tim and his team moved to loanDepot because they believe it gives them the best opportunity to serve their clients now and into the future. The company is a national brand, but the local team has a family, hometown feel.

“We live here, work here, and take care of our family and friends,” Tim notes.

In his 15 years in the mortgage world, Tim has come to understand what it takes to serve his clients. His first priority is to act as an advisor and educator — not a salesman.

“You have to be able to know every available option for a client and be able to speak to the pros and cons for each of them, and how that loan is going to fit into that family’s short-term and long-term financial goals,” Tim explains. “We’re always educating, never selling. We’re always trying to respond as accurately as possible.”

Tim is also big on communication. While delivering bad news is never easy, he’s willing to pick up the phone and communicate clearly in any situation. He believes that’s essential to the success of a real estate transaction.

#### **Changing Perspectives**

Tim has been fully devoted to his career for the past 15 years. And while his business remains a top priority, his growing family has called for more of his attention. Three years ago, Tim and his wife, AnnMarie, welcomed their first child, Jack, to the world.

“That opened my eyes that there’s a lot more than mortgages. Now, my day revolves around my family. My hours now are when my nanny is here. I’m a big family man. Trying to raise a kid in this new COVID era — that’s where I spend most of my time outside work,” Tim says.

Tim has learned that when he communicates his boundaries clearly with clients and partners, they generally understand and accept them. It’s a working strategy that allows him to be fully present for his clients and his family. As Tim looks ahead, he envisions more of the same — a joyous family life and a thriving business.

“I’m just a kid who loves helping people. I love Northern Virginia, and I consider myself extremely fortunate to do what I do and find success.”



#### **FUN FACT**

When Tim was just getting started in the mortgage industry, he also performed standup comedy.

“I wasn’t very successful, but it’s a passion of mine. I’m always trying to bring humor into everything I do. Sometimes it goes over well, and sometimes it doesn’t in the mortgage world, but it does help me break the ice with clients.”

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# MANSOORA DAR

► agent spotlight

By Chris Menezes  
Photos by Ryan Corvello



## *Change Your Thinking, Change Your World*

When Mansoorah Dar first got her real estate license, she was too shy to tell anyone she was a real estate agent. “I thought they would think I was trying to ask for help or get business out of them,” Mansoorah admits.

Mansoorah was only focusing on small rental properties at the time. In fact, it was managing her own investment property that first piqued her interest in real estate. She had a friend who was an agent that would show her investment properties for passive income. “I had an interest and aptitude in business and always thought real estate was lucrative,” she explains.

Originally from Pakistan, Mansoorah speaks five different languages and has a master’s degree in literature. She came to America with her husband, Rizwan, and first son 26 years ago, and was a full-time housewife when she decided to get her real estate license in 2006.

As Mansoorah started real estate part-time, she had two more sons. Life was going considerably well for Mansoorah and her family, and she didn’t really feel the need to do more than what she was doing. Then, out of nowhere, life hit. She was eight months pregnant with her fourth son and her first son had just started school when her husband was diagnosed with cancer and hospitalized. “I had to take charge of

the family — financially, emotionally, and physically as well,” Mansoorah recalls.

While it was difficult for Mansoorah at first to accept the change and bear the full weight of the burden, things slowly started to fall into place. She began attending team meetings and took some additional classes, and soon her thinking began to change. “I thought to myself, ‘I cannot change my faith or my destiny — the only thing I can change is myself and my thinking.’ I had to be positive and optimistic and embrace the change with open arms.”



Mansoor created a mantra for herself, repeating the words: “People actually need my help because they don’t have the knowledge of the real estate market. Change your thinking; change your world.”

Mansoor also joined a running club around this time. She had never run before, but knew she had to push herself. With a lot of practice and hard work, she managed to keep up with everyone else, and that discipline reflected in her business as well. “The same thing that motivated me to keep running also motivated me in my work: sometimes all it takes is a little extra push and success comes your way,” she says.

An outside-the-box thinker, Mansoor looked for a niche she could carve her business into and started focusing on land acquisition and new construction when only a few were doing it. She

specializes in this area today, with about 80 percent of her business centered on working with builders, assisting in land acquisition, and selling new construction. Mansoor closed almost \$30 million in 2021.

“The most fulfilling thing about my work is connecting with people and trying to understand what it is that motivates their home search,” Mansoor says. “I’ve also become more compassionate about other people’s struggles over the years and have developed a desire to help those in need.”

“  
I am a true  
believer in the  
empowerment  
of women.  
”



Originally from Pakistan, Mansoor Dar plans to start a charitable organization to help women acquire education and professional careers.

“I am a true believer in the empowerment of women,” she continues. “I want every woman to stand up for herself, get a good education, and be professional by choice so they can make their own decisions in life. My professional plans include opening a charity organization to help women like me acquire education and a professional career. I want to use all of my opportunities to the best of my abilities to help others.”

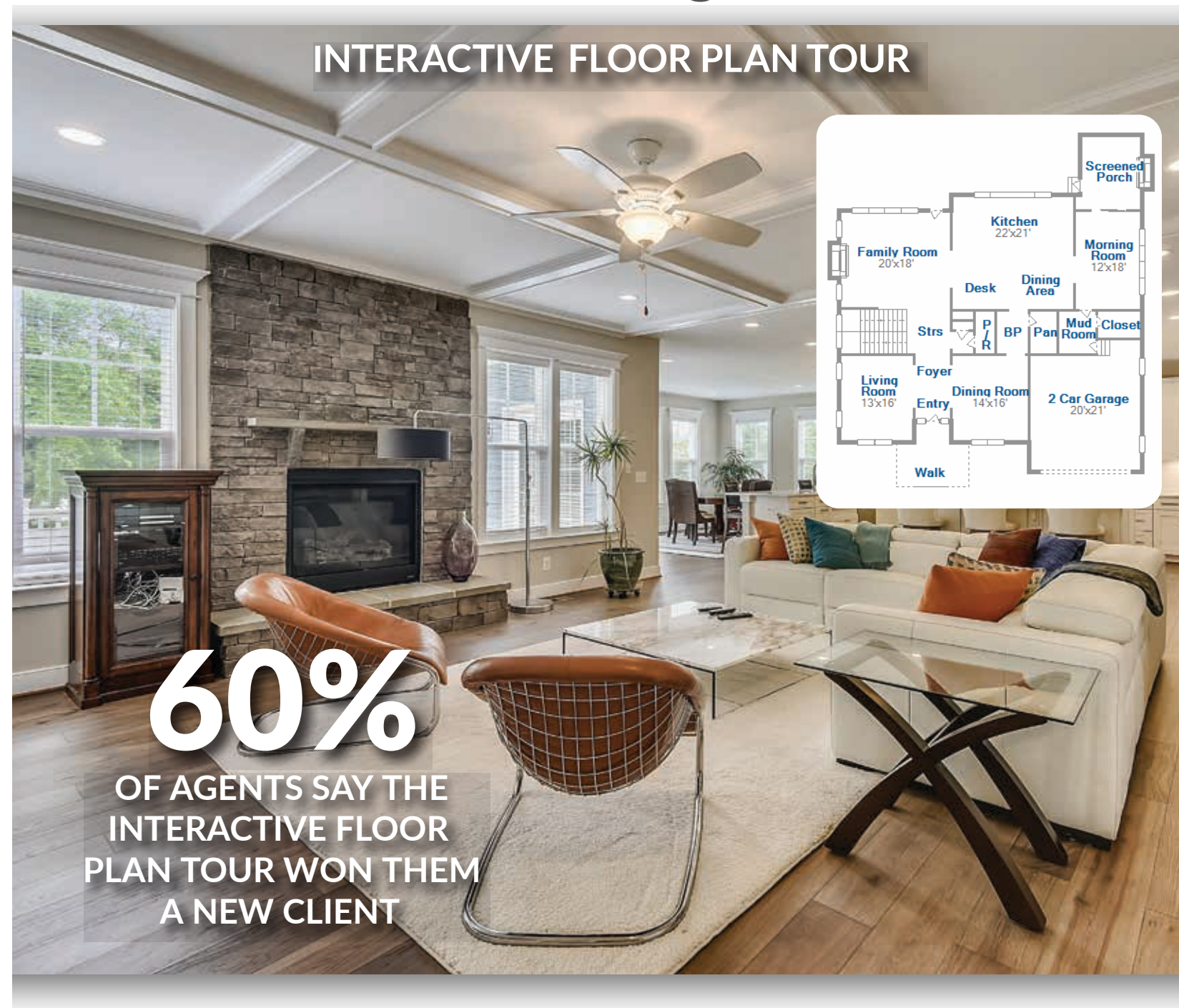
As Mansoor keeps working toward her goals, she remains focused on growing her business while being the best mother and wife she can be. Family always comes first for her. When she is not working or busy with her four boys, Aman, Sadaat, Rehman and Hasan, she enjoys reading poetry, walking on trails, running, working out, watching movies, and playing board games.

“I want to have a content and healthy lifestyle and create an atmosphere of tolerance and kindness around me,” she says. “I want to be remembered as one of the best real estate agents around, someone whom everyone can trust — an agent whom new agents can look up to, someone who didn’t waste their limited time here living someone else’s life.”

As Mansoor continues to help others live their own lives and change their thinking, she will, as her mantra says, ‘change the world.’

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”

# BRETT SELESTAY

## BUILDING ON A BANNER YEAR

“2017 ... life was all over the place, and I was struggling to figure out my next steps,” Brett Selestay, a REALTOR® with Property Collective, begins, laughing as he recalls this time of his life.

That year, Brett was wrapping up his time as a full-time student at George Mason University, bartending five nights a week at two different bars, and his son had just turned two. Balancing so much left Brett feeling burnt out. He knew it wasn’t the life that he wanted long-term.

“I’d been interested in real estate for quite some time. One of my close friends, who I lean on pretty heavily for advice, said, ‘You always talk about real estate. Why don’t you give that a shot? If you fail, you’ll just be back in the same boat that you’re in today, so what do you have to lose?’”

Brett recognized the truth in his friend’s words and made up his mind ... the following year would be different. And so, in 2018, he embarked upon a new professional endeavor.

### FINDING HIS GROOVE

In Brett’s first eight months, he closed \$3.5 million. In 2019, he closed over \$7 million, and in 2020, nearly \$8 million.

“I spent my first year learning as much as I could about the business, and by my second year, things started to come together and really click for me. I really enjoyed the flexibility and ability to make my own schedule,” Brett explains. “Once I found success and realized the positive impact I was having by helping people achieve their real estate goals, I knew undoubtedly that this is what I am supposed to be doing.”

Through 2019, Brett continued to work at the bar to supplement his income as he grew his real estate business. But when COVID restrictions impacted the hospitality industry, Brett felt there was no better time to fully devote himself to real estate. That decision would pay off handsomely for Brett. In his first year as a full-time agent, 2021, he closed over \$18 million in sales.

### THE BIG VISION

One of Brett’s long-term goals is to invest in real

estate, and a banner year in 2021 has finally allowed him to embark upon that path.

“When I first got into real estate, I had a meeting with an industry veteran whom I looked up to, and I got the chance to pick his brain over coffee one morning. I asked, ‘If you could go back and start again, what would you do differently?’ He said, ‘If I could go back, I would have bought more real estate early and along the way.’”

So, Brett’s hope is to purchase two to three properties a year for the next decade and then reassess. He understands that he can’t build a rental portfolio overnight, but as the saying goes, “slow and steady wins the race.”

### ON FAMILY AND THE FUTURE

Outside of real estate, Brett has a full family life. He and his wife, Ghotbee, now have three children: Vincent (6), Yoonaa (4), and Eli (born December 2021). He enjoys music, spending time outdoors, traveling, and taking his family to baseball games at Nationals Park.

“The goal from here,” Brett says, “is to create and implement systems that will allow this level of business to be sustainable for me. Once is luck, twice is skill. So the name of the game for me is sustainability and growth. How can I take what I’ve accomplished this past year and bring it to the next level? I am always thinking about the future and what’s next.

“Another big key for me is work-life balance. My family is the most important thing to me. I’m trying to make sure I don’t miss those big moments in my kids’ lives. So my goal is to continue to grow my sales, year-over-year, while making sure I carve out time to be present with

...







Rising Star Brett Selestay, with Property Collective, entered real estate in 2018 and went full-time in 2021.



“  
**THE GOAL FROM HERE IS TO  
 CREATE AND IMPLEMENT  
 SYSTEMS THAT WILL ALLOW  
 THIS LEVEL OF BUSINESS TO BE  
 SUSTAINABLE FOR ME.  
 ONCE IS LUCK, TWICE IS SKILL.**  
 ”

...

my family and friends. I feel that being disciplined enough to step outside of your business is just as important as being disciplined with what you do inside your business. They go hand in hand.”

“My highest hope is to create the life I want and enjoy it along the way. I am 33, with my best years ahead of me. And that excites me.”



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► cover story  
By Zachary Cohen

# ASH

# MORSI

THE QUEST FOR BALANCE



Photo by Sweet Caroline Photography

All too often, new agents launch their real estate careers with the hopes of having a flexible career, only to find themselves on call 24 hours a day, seven days a week. Perhaps the greatest gift of being a REALTOR® is flexibility, while the greatest challenge is actually experiencing that flexibility.

Photo by  
Sweet Caroline Photography



••• Ash Morsi, with Keller Williams Realty, began his real estate journey in 2016 with a specific desire to create more balance and flexibility in his life. Five years into his career, he has not only achieved material success, he's succeeded in a way that most top agents never experience. He's created balance in his life.

#### FROM DESIGNER TO REALTOR

Before launching his real estate career in 2016, Ash spent 11 years as an interior designer for Belfort Furniture. With two young kids at home, he desired more flexibility

in his schedule. "In the retail world, you're working on weekends with a fixed schedule," Ash notes.

Ash often interacted with agents during his time as an interior designer. He'd assist with staging for listings and redesigning homes after a transaction. It was those interactions that initially inspired him to look deeper into real estate as a career.

"I realized that I could really bring value to a transaction. And that's been the foundation of my business — helping people through design and staging.



Photo by Aaron Lebo

“

I realized that I could really bring value to a transaction.

And that's been the foundation of my business —

**HELPING PEOPLE THROUGH DESIGN AND STAGING.**



Photo by Sweet Caroline Photography

It gave me a unique angle. It made sense to me — there's a need in the industry, and I thought it could work."

Admittedly, Ash was nervous about stepping in. His wife, Lily, is a stay-at-home mom, making Ash the family's sole provider. Moving to a 100-percent commission-based salary left Ash and his family staring into the great unknown.

"I was nervous, but I jumped in with two feet. I had a few clients lined up, so while the first 90 days were a little uneasy, I settled in, and it's been smooth sailing."



From left to right: Melissa Govoruhk (operations), Ash Morsi (sales), Bridget Trammel (marketing). (Photo by Sweet Caroline Photography)

Five years later, Ash is thriving. He closed \$40 million in 2020, and in 2021, he closed just under \$50 million. His team is growing, too; in 2021, he brought on three new agents.

"I started as a solo agent, and I have two admins to support me. They are the core and the heart of our systems. They are like family to me. They are the chaos coordinators," Ash smiles.

Outside of real estate, Ash is a family man through and through. He and Lily have two children, Leila (12) and Adam (10).

•••



...

## THE KEY TO BALANCE

Ash believes that creating work-life balance is all about leverage.

“I could get by on one admin. I could get by with no agents on the team. But I’m going to spend more time in the weeds on the back end. So I wanted leverage. I wanted someone to help me with the things I’m not as good at. My strengths are in getting a property ready and making it shine. The admin side isn’t what I like to do, so I hired someone that likes to do admin work,” Ash explains.

The process is simple; the execution is the challenge. But with a family he loves dearly, Ash remains focused on living life on his own terms.



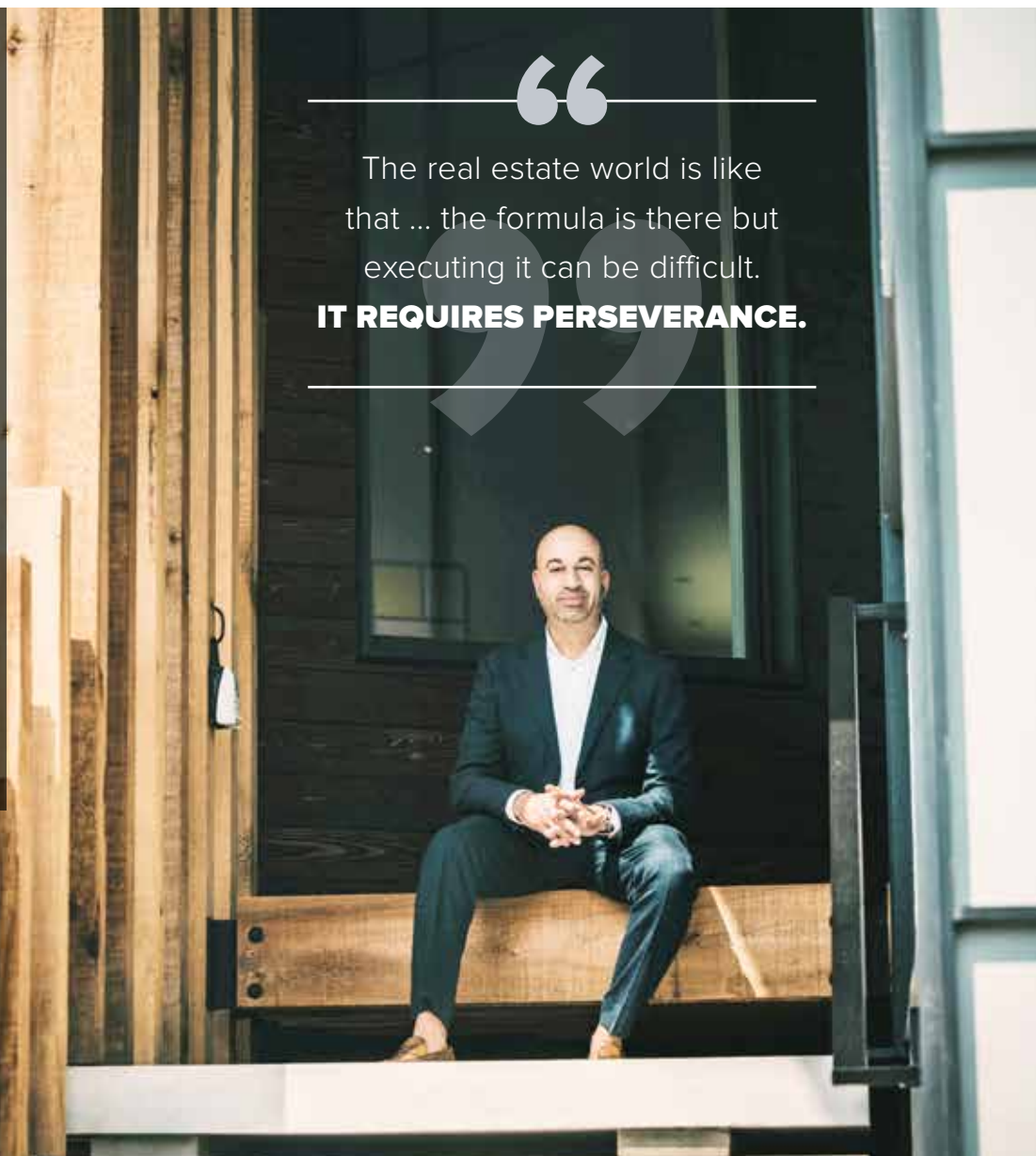
The Morsi family (From left to right: Leila, Adam, Ash, Lily). (Photo by Andrew Sample Photography)

“It was always difficult for me to set boundaries. As I got into the business, I felt like I had to be available. But I learned that’s not a sustainable model. If I want to be able to spend time with my family, I need to set those boundaries. The beauty in real estate is, if someone respects your boundaries, you work with them and they become clients, then friends. If they don’t respect your boundaries, it’s okay to pass up on a client. We tend to attract what we’re looking for.”

Ash’s method is simple in concept but difficult to achieve.

“The real estate world is like that,” he reminds us. “The formula is there, but executing it can be difficult. It requires perseverance.”

Photo by Aaron Lebo




“

The real estate world is like that ... the formula is there but executing it can be difficult.

**IT REQUIRES PERSEVERANCE.**






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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	15.5	\$8,375,450	34.5	\$19,510,142	50	\$27,885,592
2	Sarah A. Reynolds	Keller Williams Chantilly Ventures, LLC	36.5	\$20,545,300	14	\$5,895,461	50.5	\$26,440,760
3	Martin K Alloy	SM Brokerage, LLC	11	\$7,735,405	6	\$4,241,945	17	\$11,977,350
4	Casey C Samson	Samson Properties	6	\$7,117,500	2	\$3,775,000	8	\$10,892,500
5	Jennifer D Young	Keller Williams Chantilly Ventures, LLC	15	\$6,513,900	7	\$3,413,000	22	\$9,926,900
6	Tracy V Williams	TTR Sothebys International Realty	1	\$2,357,500	3	\$7,365,740	4	\$9,723,240
7	Julie A Zelaska	Smith & Schnider LLC	2	\$4,608,360	2	\$5,060,000	4	\$9,668,360
8	Johnny W Benson	Long & Foster Real Estate, Inc.	3	\$4,081,150	3	\$5,425,210	6	\$9,506,360
9	Laura C Mensing	Long & Foster Real Estate, Inc.	3	\$7,755,000	1	\$1,710,000	4	\$9,465,000
10	Akshay Bhatnagar	Virginia Select Homes, LLC.	0	\$0	11	\$8,639,505	11	\$8,639,505
11	Fouad Talout	Long & Foster Real Estate, Inc.	0.5	\$2,300,000	1	\$4,600,000	1.5	\$6,900,000
12	Andre Amini	TTR Sothebys International Realty	0.5	\$2,100,000	1	\$4,200,000	1.5	\$6,300,000
13	James W Nellis II	Keller Williams Fairfax Gateway	5	\$3,160,300	4	\$3,114,900	9	\$6,275,200
14	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	4	\$6,249,999	0	\$0	4	\$6,249,999
15	Wetherly c Barker Hemeon	TTR Sothebys International Realty	0.5	\$619,500	0.5	\$5,500,000	1	\$6,119,500
16	Viktorija Piano	Keller Williams Realty	1	\$2,025,000	3	\$4,019,910	4	\$6,044,910
17	Phyllis G Patterson	TTR Sotheby's International Realty	3	\$2,581,000	2	\$2,859,750	5	\$5,440,750
18	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	2	\$3,649,720	1	\$1,739,720	3	\$5,389,440
19	Jennifer H Thornett	Washington Fine Properties, LLC	0.5	\$1,125,000	1	\$4,250,000	1.5	\$5,375,000
20	Steven J Watson	KW Metro Center	2	\$5,345,740	0	\$0	2	\$5,345,740
21	John Coles	Thomas and Talbot Estate Properties, Inc.	1	\$5,200,000	0	\$0	1	\$5,200,000
22	Susan M Hensley	Hunt Country Sotheby's International Realty	0	\$0	1	\$5,200,000	1	\$5,200,000
23	Sherif Abdalla	Compass	1.5	\$3,150,000	1.5	\$2,040,000	3	\$5,190,000
24	Scott A MacDonald	RE/MAX Gateway, LLC	5	\$5,146,840	0	\$0	5	\$5,146,840
25	Debbie P Kent	Cottage Street Realty LLC	5	\$5,105,000	0	\$0	5	\$5,105,000
26	Antoinette L Khatib	Metropolitan Realty LLC	4	\$2,442,999	4	\$2,587,999	8	\$5,030,998
27	Michael I Putnam	RE/MAX Executives	3	\$1,575,000	5	\$3,427,000	8	\$5,002,000
28	Christine R Garner	Weichert, Realtors	3	\$3,298,000	2	\$1,697,000	5	\$4,995,000
29	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	1	\$530,000	6	\$4,420,939	7	\$4,950,939
30	Jay V Caputo III	Keller Williams Realty	1	\$1,850,000	2	\$2,974,000	3	\$4,824,000
31	Eve M Weber	Long & Foster Real Estate, Inc.	2	\$4,315,100	1	\$345,000	3	\$4,660,100
32	Serif Soydan	KW Metro Center	1	\$565,000	1	\$4,000,000	2	\$4,565,000
33	Colleen Coopersmith	McEnearney Associates, Inc.	1	\$2,050,000	2	\$2,440,000	3	\$4,490,000
34	William F Hoffman	Keller Williams Realty	1	\$3,397,470	1	\$1,059,000	2	\$4,456,470
35	Jason Cheperdak	Samson Properties	2.5	\$1,135,000	6	\$3,297,800	8.5	\$4,432,799
36	Armae Fant	Redfin Corporation	7	\$3,540,500	2	\$784,900	9	\$4,325,400

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
37	Coral M Gundlach	Compass	1	\$1,100,000	3	\$3,225,000	4	\$4,325,000
38	Marianne K Prendergast	Washington Fine Properties, LLC	1	\$4,250,000	0	\$0	1	\$4,250,000
39	Paul Thistle	Take 2 Real Estate LLC	3	\$1,720,900	2	\$2,500,000	5	\$4,220,900
40	Piper Gioia Yerks	Washington Fine Properties, LLC	0.5	\$777,500	1	\$3,397,470	1.5	\$4,174,970
41	Sri H Meka	Franklin Realty LLC	2	\$1,243,000	3	\$2,871,815	5	\$4,114,815
42	Francesca Keith	Avery-Hess, REALTORS	1	\$2,800,000	2	\$1,300,000	3	\$4,100,000
43	Nikki Nabi	Samson Properties	2	\$2,040,000	2	\$2,040,000	4	\$4,080,000
44	Shannon M Gilmore	Washington Fine Properties, LLC	0	\$0	1	\$4,050,000	1	\$4,050,000
45	Jennifer Fang	Samson Properties	1.5	\$672,400	3	\$3,373,500	4.5	\$4,045,900
46	Venugopal Ravva	Maram Realty, LLC	0.5	\$850,000	6	\$3,188,880	6.5	\$4,038,880
47	Benjamin J Grouby	Redfin Corporation	7	\$3,999,900	0	\$0	7	\$3,999,900
48	Ryan Rice	Keller Williams Capital Properties	5	\$2,684,000	2	\$1,290,000	7	\$3,974,000
49	Ian A Weiser-McVeigh	Samson Properties	1	\$1,457,520	2	\$2,510,000	3	\$3,967,520
50	Melissa B Shelby	Compass	1	\$1,425,000	1	\$2,530,000	2	\$3,955,000
51	Joan B Shannon	Compass	1	\$1,975,000	1	\$1,975,000	2	\$3,950,000
52	Erin K Jones	KW Metro Center	5	\$2,739,000	2.5	\$1,117,500	7.5	\$3,856,500
53	Irina Babb	RE/MAX Allegiance	5.5	\$3,108,500	1	\$742,000	6.5	\$3,850,500
54	Lilian Jorgenson	Long & Foster Real Estate, Inc.	0	\$0	1	\$3,850,000	1	\$3,850,000
55	Dana Moore Jackins	Keller Williams Realty	0	\$0	2	\$3,846,220	2	\$3,846,220
56	Kristen K Jones	McEnearney Associates, Inc.	3	\$2,905,000	1	\$890,000	4	\$3,795,000
57	Branden L Woodbury	Redfin Corporation	7	\$3,758,000	0	\$0	7	\$3,758,000
58	Raya Fridental	Redfin Corporation	6	\$2,909,000	2	\$795,000	8	\$3,704,000
59	Priti L Malhotra	KW United	1	\$2,815,000	1	\$865,000	2	\$3,680,000
60	Abuzar Waleed	RE/MAX Executives LLC	3	\$1,581,000	6	\$2,015,000	9	\$3,596,000
61	Ann-Marie Grotticelli	Coldwell Banker Realty	1	\$260,000	1	\$3,300,000	2	\$3,560,000
62	Jon B DeHart	Keller Williams Realty	4	\$2,315,000	2	\$1,200,000	6	\$3,515,000
63	Andie Cunningham	Redfin Corporation	0	\$0	4	\$3,508,900	4	\$3,508,900
64	Tony Tran	Fairfax Realty of Tysons	1	\$1,175,000	2	\$2,330,000	3	\$3,505,000
65	Kristin M Francis	KW Metro Center	2	\$1,485,000	2.5	\$2,010,520	4.5	\$3,495,520
66	Michael Gallagher	Redfin Corporation	4	\$3,488,000	0	\$0	4	\$3,488,000
67	Ahmad T Ayub	Redfin Corporation	3	\$2,148,000	3	\$1,264,000	6	\$3,412,000
68	Kyle Leigh Weitzman	Casey Margenau Fine Homes and Estates, Inc.	1	\$1,500,000	1	\$1,850,000	2	\$3,350,000
69	Mark R Sirianni	Compass	2	\$2,142,500	1	\$1,200,000	3	\$3,342,500
70	Matias Leiva	Keller Williams Chantilly Ventures, LLC	4.5	\$2,391,000	1	\$942,000	5.5	\$3,333,000

**Disclaimer:** Information based on MLS closed data as of February 7, 2022, for residential sales from January 1, 2022, to January 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.



# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
71	Carolyn A Young	RE/MAX Premier	2.5	\$1,597,500	2.5	\$1,686,914	5	\$3,284,414
72	Alasgar Farhadov	Compass	1.5	\$3,280,000	0	\$0	1.5	\$3,280,000
73	Mark E Queener	Redfin Corporation	7	\$3,280,000	0	\$0	7	\$3,280,000
74	William P Bensten	Merion Realty LLC	1	\$1,622,160	1	\$1,622,160	2	\$3,244,320
75	Yony Kifle	KW Metro Center	1.5	\$788,000	5	\$2,452,000	6.5	\$3,240,000
76	Betsy A Twigg	McEneaney Associates, Inc.	2	\$3,236,220	0	\$0	2	\$3,236,220
77	Mercy F Lugo-Struthers	Casals, Realtors	0.5	\$237,500	7	\$2,954,350	7.5	\$3,191,850
78	Stacie M Hennig-Davis	Compass	2	\$834,990	2	\$2,309,500	4	\$3,144,490
79	Paul B Gale	Long & Foster Real Estate, Inc.	1	\$1,570,000	1	\$1,570,000	2	\$3,140,000
80	Ellen F Patrick	Compass	0	\$0	2.5	\$3,135,000	2.5	\$3,135,000
81	Michael A Makris	McEneaney Associates, Inc.	0	\$0	3	\$3,129,000	3	\$3,129,000
82	Kay Houghton	KW Metro Center	2	\$1,017,500	3.5	\$2,057,500	5.5	\$3,075,000
83	John J Martinich	Pearson Smith Realty, LLC	0	\$0	3.5	\$3,064,500	3.5	\$3,064,500
84	Aladdin Barkawi	TTR Sothebys International Realty	1	\$3,057,500	0	\$0	1	\$3,057,500
85	Bruce A Tyburski	RE/MAX Executives	1.5	\$1,577,450	1.5	\$1,460,500	3	\$3,037,950
86	Raymond A Zakka	KW United	0	\$0	3	\$3,019,820	3	\$3,019,820
87	Monica L Sims	RE/MAX 100	1	\$795,000	3	\$2,209,000	4	\$3,004,000
88	Mary M Olympia	Long & Foster Real Estate, Inc.	3	\$2,994,000	0	\$0	3	\$2,994,000
89	Linh T Aquino	Redfin Corporation	5	\$2,970,000	0	\$0	5	\$2,970,000
90	Lynna Hall	Pearson Smith Realty, LLC	2	\$1,422,000	2	\$1,515,000	4	\$2,937,000
91	Harry R Brubaker	Samson Properties	2	\$1,606,000	2	\$1,329,000	4	\$2,935,000
92	Jorge A Alvarez	First Decision Realty LLC	2	\$945,000	6	\$1,984,000	8	\$2,929,000
93	Janel L Hansen	Berkshire Hathaway HomeServices PenFed Realty	0	\$0	2	\$2,903,000	2	\$2,903,000
94	Billy Buck	William G. Buck & Assoc., Inc.	0	\$0	1	\$2,900,000	1	\$2,900,000
95	Julie W Chesser	Century 21 Redwood Realty	1	\$2,900,000	0	\$0	1	\$2,900,000
96	Jodi W Bentley	Compass	1	\$635,000	1	\$2,236,000	2	\$2,871,000
97	Diane G Murphy	TTR Sotheby's International Realty	1	\$1,600,000	1	\$1,250,000	2	\$2,850,000
98	Lorene Shafran	Yeonas & Shafran Real Estate, LLC	0	\$0	1	\$2,850,000	1	\$2,850,000
99	Vern V McHargue	Keller Williams Realty/Lee Beaver & Assoc.	1	\$355,000	3	\$2,478,060	4	\$2,833,060
100	Danielle C Carter	Redfin Corporation	7	\$2,414,400	1	\$410,000	8	\$2,824,400
101	Harshal A. Acharya	Signature Realtors Inc	0	\$0	1	\$2,815,000	1	\$2,815,000
102	Bic N DeCaro	EXP Realty, LLC	2	\$1,115,000	2	\$1,688,000	4	\$2,803,000
103	Charlet H Shriner	RE/MAX Gateway, LLC	3	\$1,559,000	1.5	\$1,235,000	4.5	\$2,794,000
104	Paramjit K Bhamrah	Redfin Corporation	4	\$2,736,500	0	\$0	4	\$2,736,500

**Disclaimer:** Information based on MLS closed data as of February 7, 2022, for residential sales from January 1, 2022, to January 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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Gainesville, VA 20155



# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
105	Patricia Fales	RE/MAX Allegiance	1	\$1,350,000	1	\$1,385,000	2	\$2,735,000
106	Ashton A Vessali	Compass	1	\$1,450,000	2	\$1,259,500	3	\$2,709,500
107	George M Mrad	KW Metro Center	1	\$1,350,000	1	\$1,350,000	2	\$2,700,000
108	Debbie J Dogrul	Long & Foster Real Estate, Inc.	2	\$1,088,500	2.5	\$1,595,500	4.5	\$2,684,000
109	Barbara G Beckwith	McEnearney Associates, Inc.	2	\$2,670,000	0	\$0	2	\$2,670,000
110	Edward J Stone	Redfin Corporation	3	\$1,387,000	2	\$1,280,000	5	\$2,667,000
111	Sheila Scholl	Renter's Warehouse DC	5	\$2,655,000	0	\$0	5	\$2,655,000
112	Theodore Lodge	Slones Real Estate	3	\$1,712,337	2	\$930,991	5	\$2,643,328
113	Daniel MacDonald	TTR Sotheby's International Realty	1.5	\$2,638,000	0	\$0	1.5	\$2,638,000
114	Monique H Craft	Weichert, Realtors	2	\$1,275,000	2	\$1,321,900	4	\$2,596,900
115	Ehab Hennawi	Coldwell Banker Realty	2	\$1,279,505	3	\$1,314,450	5	\$2,593,955
116	Dinh D Pham	Fairfax Realty Select	2	\$1,217,444	3	\$1,366,500	5	\$2,583,944
117	Timothy D Pierson	KW United	0	\$0	1	\$2,575,000	1	\$2,575,000
118	Debra Meighan	Washington Fine Properties, LLC	1	\$1,110,000	1	\$1,450,000	2	\$2,560,000
119	George W Lodge	Federa, Inc.	0	\$0	2	\$2,550,000	2	\$2,550,000
120	Peter Huynh	Westgate Realty Group, Inc.	1	\$617,000	4	\$1,914,800	5	\$2,531,800
121	Frank J Schofield	Summit Realtors	0	\$0	3	\$2,530,000	3	\$2,530,000
122	David L Smith	Coldwell Banker Realty	1	\$237,000	3	\$2,290,000	4	\$2,527,000

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
123	Pamela A Yerks	Washington Fine Properties, LLC	0.5	\$777,500	1	\$1,725,000	1.5	\$2,502,500
124	Ritu A Desai	Samson Properties	1	\$880,000	2	\$1,614,000	3	\$2,494,000
125	Dilyara Daminova	Samson Properties	1	\$190,000	6	\$2,281,500	7	\$2,471,500
126	Joshua E Baumgardner	TTR Sothebys International Realty	1.5	\$1,902,000	1	\$540,000	2.5	\$2,442,000
127	Vikram Bhalla	Realty Zone LLC	0	\$0	1	\$2,438,500	1	\$2,438,500
128	Murugesan Vijayanand	Coldwell Banker Realty	0	\$0	3	\$2,436,000	3	\$2,436,000
129	Reshawna S Leaven	KW United	1	\$600,000	3	\$1,833,890	4	\$2,433,890
130	Lizzie A Helmig	KW United	1	\$545,000	5	\$1,880,000	6	\$2,425,000
131	Rheema H Ziadeh	Redfin Corporation	4	\$2,420,500	0	\$0	4	\$2,420,500
132	Ricardo M Martinez	Fairfax Realty of Tysons	1	\$1,140,000	2	\$1,277,000	3	\$2,417,000
133	Marvin O Wilson	M. O. Wilson Properties	2	\$1,760,000	1	\$650,000	3	\$2,410,000
134	Jennifer L Walker	McEnearney Associates, Inc.	2	\$1,386,000	1.5	\$1,011,250	3.5	\$2,397,250
135	Geoffrey D Giles	EXP Realty, LLC	0	\$0	1	\$2,395,200	1	\$2,395,200
136	Jacob Smith Hamilton	KW Metro Center	1	\$2,395,200	0	\$0	1	\$2,395,200
137	Lex Lianos	Compass	0.5	\$340,000	2.5	\$2,038,500	3	\$2,378,500
138	Kathryn R Loughney	Compass	0	\$0	2	\$2,375,000	2	\$2,375,000
139	Michael Sobhi	Fairfax Realty Select	2	\$1,897,000	1	\$472,000	3	\$2,369,000
140	Rola Aboul-Hosn	Berkshire Hathaway HomeServices PenFed Realty	2	\$2,365,000	0	\$0	2	\$2,365,000
141	Palmer Harned	Compass	0	\$0	3	\$2,361,258	3	\$2,361,258
142	Bardia Sassanpour	Spring Hill Real Estate, LLC.	1	\$960,000	1	\$1,400,000	2	\$2,360,000
143	Brian M Uribe	Pearson Smith Realty, LLC	1	\$372,000	4	\$1,988,000	5	\$2,360,000
144	Lisa T Smith	Pearson Smith Realty, LLC	0	\$0	3	\$2,356,974	3	\$2,356,974
145	Kaitlyn Elizabeth Higgins	CityWorth Homes	2	\$1,498,999	1	\$855,000	3	\$2,353,999
146	Sam A Mangrio	Avery-Hess, Realtors	0	\$0	1	\$2,340,000	1	\$2,340,000
147	Matthew David Ferris	Redfin Corporation	1	\$291,000	3	\$2,047,450	4	\$2,338,450
148	Chaweewan Thongpia	Keller Williams Realty	1	\$1,320,000	2	\$1,015,000	3	\$2,335,000
149	Patricia M Brosnan	Keller Williams Realty	1	\$2,325,000	0	\$0	1	\$2,325,000
150	Susan G Day	Jobin Realty	6	\$2,054,000	1	\$269,500	7	\$2,323,500
151	Angela M Kaiser	Redfin Corporation	0	\$0	3	\$2,318,000	3	\$2,318,000
152	Matt D Boyer	Keller Williams Realty	2.5	\$1,693,230	1	\$622,500	3.5	\$2,315,730
153	Daan De Raedt	Property Collective	5	\$2,307,900	0	\$0	5	\$2,307,900
154	Ana M Ventura	Redfin Corporation	4.5	\$2,307,000	0	\$0	4.5	\$2,307,000
155	Christiane Kay	RE/MAX Executives	2	\$2,301,891	0	\$0	2	\$2,301,891
156	Eli Tucker	RLAH Real Estate	1	\$629,950	1	\$1,670,150	2	\$2,300,100
157	John A Spahr	Long & Foster Real Estate, Inc.	0.5	\$2,300,000	0	\$0	0.5	\$2,300,000
158	Baicheng Liao	Greenland Realty, LLC	0	\$0	2	\$2,295,000	2	\$2,295,000

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
159	Khalil Alexander El-Ghoul	Glass House Real Estate	2	\$1,489,950	1.5	\$790,500	3.5	\$2,280,450
160	Xiang Liu	Redfin Corporation	0	\$0	3	\$2,276,000	3	\$2,276,000
161	Sridhar Vemuru	Aragami, LLC	1	\$805,000	2	\$1,463,650	3	\$2,268,650
162	Diane C Basheer	Diane Cox Basheer Real Estate, Inc.	1	\$2,250,670	0	\$0	1	\$2,250,670
163	Farzaneh S Sohrabian	Samson Properties	0	\$0	1	\$2,250,670	1	\$2,250,670
164	Donna Dorsey	TTR Sotheby's International Realty	0	\$0	1	\$2,250,000	1	\$2,250,000
165	Donna J Cramer	McEneaney Associates, Inc.	1	\$2,250,000	0	\$0	1	\$2,250,000
166	Alex K Logsdon	Compass	0	\$0	2	\$2,249,000	2	\$2,249,000
167	Josh Dukes	KW Metro Center	1.5	\$833,500	3.5	\$1,411,950	5	\$2,245,450
168	Jill Judge	Samson Properties	0	\$0	4	\$2,239,000	4	\$2,239,000
169	Victoria Pena	Home-Pro Realty, Inc.	0	\$0	6	\$2,215,000	6	\$2,215,000
170	Kendell A Walker	Redfin Corporation	3	\$2,212,749	0	\$0	3	\$2,212,749
171	Julia S Williams	Williams Realty, LLC	1	\$1,100,000	1	\$1,100,000	2	\$2,200,000
172	Keith K Howard	Keller Williams Realty	1	\$1,350,000	1	\$840,000	2	\$2,190,000
173	George S Koutsoukos	Compass	2	\$2,189,800	0	\$0	2	\$2,189,800
174	Karen M Hall	@home real estate	0	\$0	4	\$2,170,000	4	\$2,170,000
175	Heathr A Heath	Redfin Corporation	3	\$2,169,900	0	\$0	3	\$2,169,900
176	Richard Urben	Redfin Corporation	4	\$2,151,000	0	\$0	4	\$2,151,000
177	Gitte Long	Redfin Corporation	3	\$2,140,000	0	\$0	3	\$2,140,000
178	Donna C Henshaw	Avery-Hess, REALTORS	2	\$2,135,000	0	\$0	2	\$2,135,000
179	Melanie M Hogg	Century 21 Redwood Realty	1	\$492,500	2	\$1,629,900	3	\$2,122,400

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Jean T Beatty	McEneaney Associates, Inc.	0	\$0	2	\$2,100,000	2	\$2,100,000
181	Theresa Valencic	Long & Foster Real Estate, Inc.	1	\$2,100,000	0	\$0	1	\$2,100,000
182	Jabar Baig	Compass	2	\$1,655,000	1	\$442,000	3	\$2,097,000
183	Nancy Heisel	RLAH Real Estate	1	\$790,000	1	\$1,300,000	2	\$2,090,000
184	James L Wilkerson Jr.	Keystone Realty	3	\$1,634,000	1	\$450,000	4	\$2,084,000
185	John R. Lytle	Pearson Smith Realty, LLC	0	\$0	4	\$2,077,675	4	\$2,077,675
186	Iman Mohamed Elagazy	Smith & Schnider LLC	2	\$2,075,870	0	\$0	2	\$2,075,870
187	Stacie Hatziyannis	Berkshire Hathaway HomeServices PenFed Realty	3	\$2,075,000	0	\$0	3	\$2,075,000
188	Desiree Rejeili	Samson Properties	1	\$410,000	3	\$1,664,900	4	\$2,074,900
189	Iman Gobran	Weichert, Realtors	0	\$0	3	\$2,055,000	3	\$2,055,000
190	Lenwood A Johnson	Keller Williams Realty	3	\$1,422,000	1	\$630,000	4	\$2,052,000
191	Jin Lee Wickwire	Pearson Smith Realty, LLC	2	\$1,215,000	1	\$835,000	3	\$2,050,000
192	Katherine D Herzig	EXP Realty, LLC	2	\$1,070,000	2	\$978,000	4	\$2,048,000
193	Keysha Washington	Pearson Smith Realty, LLC	2	\$1,500,000	1	\$545,000	3	\$2,045,000
194	Susie A Kontzias	Suburban Homes Realty, Inc.	1	\$1,525,000	1	\$518,000	2	\$2,043,000
195	Cynthia Schneider	Long & Foster Real Estate, Inc.	3.5	\$1,848,325	0.5	\$188,500	4	\$2,036,825
196	Corazon NarcisoMolina	TTR Sothebys International Realty	2	\$1,642,500	1	\$392,500	3	\$2,035,000
197	Puneet Bhagi	DMV Realty, INC.	1.5	\$524,250	2	\$1,506,500	3.5	\$2,030,750

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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
198	Cary H Embury	Thomas and Talbot Estate Properties, Inc.	1	\$2,025,000	0	\$0	1	\$2,025,000
199	Chandrasekhar Rathnakaram	Alluri Realty, Inc.	0	\$0	1	\$2,025,000	1	\$2,025,000
200	Nishes Bhattarai	Spring Hill Real Estate, LLC.	0	\$0	3	\$2,022,700	3	\$2,022,700
201	Moon Y Choi	RE/MAX Executives	1	\$625,000	3	\$1,376,000	4	\$2,001,000
202	Kathryn K Harrell	Washington Fine Properties, LLC	0	\$0	1	\$2,000,000	1	\$2,000,000
203	Kelly A Stock Bacon	ERA Teachers, Inc.	1.5	\$1,225,000	1	\$775,000	2.5	\$2,000,000
204	Kimberly Snead	Samson Properties	1	\$2,000,000	0	\$0	1	\$2,000,000
205	Mayer Hashemzadeh	MCM Realty Company	1	\$2,000,000	0	\$0	1	\$2,000,000
206	Saem Kim	Samson Properties	0	\$0	1	\$2,000,000	1	\$2,000,000
207	Sebastian Edmunds	Samson Properties	1	\$1,000,000	1	\$1,000,000	2	\$2,000,000
208	Truc T Nguyen	Classic Realty, Ltd.	1	\$2,000,000	0	\$0	1	\$2,000,000
209	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	5	\$1,998,000	0	\$0	5	\$1,998,000
210	Paul Vincent Sneeringer III	Keller Williams Chantilly Ventures, LLC	4	\$1,997,500	0	\$0	4	\$1,997,500
211	Maria L Vasquez	The Vasquez Group LLC	1	\$475,000	4	\$1,510,000	5	\$1,985,000
212	Andrea M McSorley	Long & Foster Real Estate, Inc.	0	\$0	2	\$1,978,120	2	\$1,978,120
213	alexsandra V rodriguez	RE/MAX One Solutions	1	\$250,000	4	\$1,700,000	5	\$1,950,000
214	Deborah K Reynolds	Keller Williams Chantilly Ventures, LLC	4	\$1,949,000	0	\$0	4	\$1,949,000
215	Nikki Lagouros	Property Collective	4	\$1,948,000	0	\$0	4	\$1,948,000
216	Youssef Zeroual	Weichert, Realtors	1	\$422,000	4	\$1,525,750	5	\$1,947,750
217	Michelle Walker	Redfin Corporation	1	\$290,000	3	\$1,655,000	4	\$1,945,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
218	Nathan Daniel Johnson	Keller Williams Capital Properties	3	\$1,400,000	1	\$542,000	4	\$1,942,000
219	Kevin J Lee	Fairfax Realty 50/66 LLC	0	\$0	2	\$1,929,950	2	\$1,929,950
220	Earle Whitmore	Long & Foster Real Estate, Inc.	3	\$1,923,500	0	\$0	3	\$1,923,500
221	Xiaoyu Su	United Realty, Inc.	0	\$0	1	\$1,920,000	1	\$1,920,000
222	Gay Lynn Corens	KW United	1	\$765,000	2	\$1,140,000	3	\$1,905,000
223	Manish Sood	Realty2U Inc.	1	\$860,000	1	\$1,041,000	2	\$1,901,000
224	Deborah K Eskandarian	TTR Sothebys International Realty	1	\$1,900,000	0	\$0	1	\$1,900,000
225	Hala N Adra	Compass	0	\$0	1	\$1,900,000	1	\$1,900,000
226	Kevin Woods	Pearson Smith Realty, LLC	1	\$635,000	2	\$1,264,850	3	\$1,899,850
227	David Shumway	CityWorth Homes	0.5	\$218,750	3	\$1,663,000	3.5	\$1,881,750
228	Tracye M Thompson	Long & Foster Real Estate, Inc.	1	\$380,000	2	\$1,501,394	3	\$1,881,394
229	Anh-Minh Tran	Fairfax Realty Select	1	\$626,000	2	\$1,250,000	3	\$1,876,000
230	Tanya R Johnson	Keller Williams Realty	3	\$1,876,000	0	\$0	3	\$1,876,000
231	Saul M Vasquez	Vera's Realty Inc.	2	\$755,000	3	\$1,115,000	5	\$1,870,000
232	Richard M Mountjoy Jr.	Keller Williams Realty	1	\$1,461,000	0.5	\$402,500	1.5	\$1,863,500
233	Catherine B Kane	Century 21 New Millennium	2	\$1,145,000	1	\$710,000	3	\$1,855,000
234	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	1	\$1,850,000	0	\$0	1	\$1,850,000
235	Pamela A Jones	Long & Foster Real Estate, Inc.	2	\$1,417,000	1	\$430,000	3	\$1,847,000

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# TOP 250 STANDINGS

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
236	Anh D Le	Cardinal Realty Brokerage Corporation	0	\$0	1	\$1,840,000	1	\$1,840,000
237	Banghua Yan	Samson Properties	1	\$1,840,000	0	\$0	1	\$1,840,000
238	Ella Greenberg Rash	Century 21 New Millennium	0.5	\$412,500	1	\$1,425,000	1.5	\$1,837,500
239	Bishal Karki	DMV Realty, INC.	0	\$0	3	\$1,837,388	3	\$1,837,388
240	Pierce Tracy	Classic Cottages Realty, LLC	0	\$0	2	\$1,835,000	2	\$1,835,000
241	Sandra Crews	RE/MAX Executives	0	\$0	2	\$1,831,000	2	\$1,831,000
242	Jacob William Wagner	Redfin Corporation	0	\$0	3	\$1,830,000	3	\$1,830,000
243	Dina V Shaminova	TTR Sothebys International Realty	1	\$1,175,000	2	\$654,300	3	\$1,829,300
244	Artie A Korangy	Houwzer, LLC	0	\$0	3	\$1,827,000	3	\$1,827,000
245	Melissa A Larson	KW Metro Center	1	\$1,411,590	1	\$415,000	2	\$1,826,590
246	Ronald B Mangas Jr.	TTR Sothebys International Realty	0.5	\$1,825,000	0	\$0	0.5	\$1,825,000
247	Vladimir Dallenbach	Compass	1	\$835,000	1	\$990,000	2	\$1,825,000
248	Andrea M Woodhouse	Compass	3	\$1,822,500	0	\$0	3	\$1,822,500
249	Guo Yan Fei	Samson Properties	0	\$0	2	\$1,818,000	2	\$1,818,000
250	Pia Taylor	Compass	0	\$0	2	\$1,805,825	2	\$1,805,825

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