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HAPPY MOTHER'S DAY!

publisher's note

Dear NOVA Real Producers,

Happy Mother's Day! This month, we are celebrating all the mothers out there for their tireless work ethic and unconditional, nurturing love. As a mother myself, I know firsthand how stressful and overwhelming it can be at times; but there is simply no greater joy than watching your children grow and come into their own.

This month's issue is jam-packed with stories of inspirational mothers who manage the work-life balance while being top Real Producers! Also of note, be sure to read the answers to this month's "We Ask... You Tell!" question, "What is your funniest work

or real estate story?" on page 18.

We truly enjoy the input from our Real Producers on the "We Ask" page each month. If you haven't answered one of our monthly questions in a while, be sure to do so and we'll publish your answer in the magazine, along with your headshot.

Members of our DC Metro Real Producers community gathered in April for a magazine party to celebrate our April and May issues. Thank

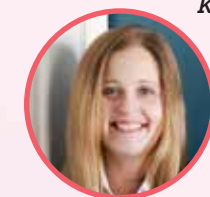
you to all who joined us for the exciting celebration and to our wonderful sponsors, Perry Moving & Storage and Legacy Settlement Services, for making this event the fabulous night it was!

We look forward to seeing you soon, on May 13th, for our May Mastermind! Also, be on the lookout for your exclusive invitation to our Casino Royale event, to be held on July 12th.

In closing, as the days of spring begin to warm and stretch ever longer, may you make the most of these precious daylight hours! Whether you are a mother yourself or are the child of a wonderful mother, I'd like to encourage you to take a few moments out of your day to reflect on a time when you had an amazing "Mom" moment and let that priceless feeling sink in as I share with you a stanza from one of my favorite Mother's Day poems, "Her Hands," by Maggie Pittman:

*Her hands held me gently
from the day I took my first breath.
Her hands helped to guide me
as I took my first step.
Her hands held me close
when the tears would start to fall.
Her hands were quick to show me
that she would take care of it all.*

Wishing you continued success, health, and much happiness!



Kristin Brindley
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Me (back right) with my mom, Cheryl, and daughter, Avery.

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16 • May 2022

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What is your funniest work or real estate story?



HANNAH WON
Pearson Smith Realty

I once had two different meetings on the same day with the same people, and neither of us realized it! I met with a young couple (and their parents/in-laws) to tour a home in the morning, and then met with the parents in the afternoon, who also happened to bring their kids with them to see the house. It was a hilarious coincidence! Even better, they both wrote offers that were accepted that same day.



ARTURO FERREIRA
Best Side Story Media

I was working at the front desk of the gym at the Four Seasons in Miami when the presidential debate was being held there. Then President George W. Bush was there with his family, and Secret Service was everywhere. I went to put my smoothie down and accidentally turned off all the lights in the lobby. Agents went on high alert and started moving. I casually reached for my radio, pretended to call the hotel security office, and loudly asked if they knew what happened. Then, I surreptitiously turned the lights back on and said, "Nevermind, power's back."



ERIN JONES & KELLY WYATT (Twin Sisters)
Keller Williams Realty

Erin: I had a pregnant client once who got locked out on the deck.



Kelly: I was playing pool and won the tournament, and a lady comes up to me and asks, "Do you have a sister? I think she sold us our house!"



PEDRO PAUCAR
Keller Williams Capital Properties

I was running late to show a friend a condo in Alexandria. When I got there, I was drenched in sweat because it was hot. There was no parking near the condo so I ran to get there; it was a third-floor condo, too, and the key was not in the lock box. I got permission to climb onto the balcony, climbed on, and it was covered in pollen and dust. The door was open, and I was excited ... only to find out there was a bar on the door! I had to climb down and I ripped my pants.



IAN MCVEIGH
Samson Properties

Wasn't funny at the time ... but I was showing homes off Route 28 and I hit a huge pothole that blew out my tire. This was before Uber, so I had to call another agent to come pick up my clients to continue to show them homes while I dealt with the tire.



KARA CHAFFIN DONOFRIO
Long & Foster Real Estate

I was showing properties once and a homeless man popped into the backseat of my car (with my client in the front seat!). It took a LOT of yelling and obscenities, and he finally got out of the car. As my client and I were in shock, discussing what had just happened, the same guy opened the trunk of my SUV and jumped back in and started stripping. CRAZY! I flew around back and kept telling him to get out. He finally did ... and I jumped back in the car and locked the doors!



ALICIA BROWN
ScalableRES

Back when I was a producing agent, I had a walk-through to do with a client in winter. The property was covered in snow. I reminded my client that we should take a look at the apartment above the detached garage and we headed over there with me in the lead, tramping through the snow. I forgot about the small pond in the front yard... Took two steps, with my head turned, as I was talking to my client, and next thing I knew, I was waist-deep in the pond! Stunned, I quickly managed to scramble out but my pants were soaked through, and it was cold. My client suggested I take off my pants and put them in the dryer in the house, and offered to sit outside on the front porch so I wouldn't feel uncomfortable. Thirty minutes before settlement, I'm sitting in my undies on the floor in the laundry room, watching the dryer, trying to will my pants to dry as fast as possible! We made it to the settlement and my client was a real gentleman. But oh boy, the office loved that story.



RICK PERRY
eXp Realty

Back in the late '90s, I was working on my broker's license and the classes were being held at the Fredericksburg Area Association of Realtors® in downtown Fredericksburg. Now, Fredericksburg is an iconic place for Civil War historians. The fact of having the "slave block" still downtown at that time was ominous, as well, at least for a young man born in the Philly suburbs! I was the only person who showed up for the class, apparently. While I was waiting, around 7 p.m. or so since it was getting pretty dark, I saw a car pull up, which happened to be my instructor, Attorney Mike Barrett! Mike and I start around the building looking through



MOLLY FLORY
Old Republic Home Protection

As a home warranty representative, we often get a lot of frenzied calls for service. A woman once called in for service saying her oven was on fire. My claims department asked if she had called the fire department, and she said, "No, I thought I had to call you to file a claim first," as she wanted to make sure she had prior authorization. She informed us that her oven was now in the front lawn burning. We advised her to call the fire department!



TORI MCKINNEY
KW Metro Center

I scheduled a showing, back in the day, with no lock box or texting. I knocked on the door with the buyer. No one answered but I thought I heard water running. I went into the master bedroom and there was a stark-naked person coming out of the shower!



KEITH HOWARD
Keller Williams Realty

I used to live in California and was networking with listing agents and doing open houses. I did an open house for this one agent where I met a husband and wife and was walking through the rooms with them. I opened the master bedroom closet and found three shelves of adult toys and had to put towels over them!



KELLY ETTRICH
Century 21 Redwood Realty

Once, I was doing a Facetime tour for military clients and they wanted to see the back yard. We got over to the fence and there was no gate, so I said, "I can climb the fence." After some effort, I managed to climb over ... and then went over to the other side of the house and found the gate!

Another time, I had gone over to a listing and was telling people how to get their home ready to sell. The wife asks me to go please tell her husband to take this ugly skull out of their tree, it's not Halloween. So I asked him to remove it from the tree. I went back to the listing and the skull is still in the tree. So I tell the husband to kindly remove it, and the next time I see the skull it was now in a bowl of apples on the counter! Every time I went back, the skull was in a different place. And when we went to the settlement for closing, the husband actually presented me with a plaque ... and on it he had mounted the skull and painted it gold!



KELLY GAITTEN
BHHS PenFed Realty

First story: My client and I were looking at properties in a rural area and it was a warm spring day. She was very excited to see property number 1. We went inside and started looking around. There were no photos of the bathroom online so we were both curious. Well, the bath had a vanity sink, toilet, bathtub and shower, and a set of swinging saloon doors that opened onto another toilet. The funniest part was, there was very little room to stand there without the doors hitting you in the backside. We laughed about that for an hour until we arrived at the next destination. We got to the porch and there was a bald-faced hornet flying around the door. Every time I tried to open the lockbox he came at me. I was terrified and finally admitted to my client that I was allergic to bees and I did not have my epi pen. She asked, "Did I tell you I am a scientist specializing in allergies and infectious disease?" Then, she said, "We have to go!" We ran back to the safety of the car and didn't even go into the house because, it turns out, both of us are allergic to bees! I ended up finding a newly built home for her and we are still very good friends who talk regularly and meet for lunch about once a month!

Second story: I was riding with my elderly client who insisted on driving us everywhere because she was a chain smoker and needed to smoke while driving. We toured a house off a narrow gravel road and when we went to leave, she backed down the driveway but couldn't make the turn. The front end of her car was somehow stuck over the top of some bushes. What we didn't realize was that the car was also hanging precariously over an embankment. Once we got out of the car, we realized how lucky we were! We walked down the road to a neighbor's house to see if they could help and two very nice men rushed over and somehow pushed the car back onto the roadway. It's a miracle no one was injured!



DEBBIE CREVIER-KENT
Cottage Street Realty, LLC

One of the most memorable (and probably most awkward) moments I've had working in real estate: I received a compliance violation from the MLS stating a photo from one of my listings contained nudity. *WHAT?!* I could not believe this because our clients always thoroughly review their photos, along with me and my team — and none of us caught it. I had to find the words to let my client know that her listing was flagged due to nudity, and although the MLS immediately removed the photo, it was still out there on public sites. My client was mortified and frantic that her friends and neighbors would see this picture of her baring all. She had been anxious to get her listing activated and had taken all the pictures except for the bathroom. She was running late to a work event and was ready to jump in the shower when she realized the bathroom was clean and the shower was dry, so it would be best to take the picture before the shower. Makes perfect sense, right? However, she was already disrobed and forgot about that pesky reflection the mirror catches. So there she stood in this beautifully clean bathroom, shiny hiney and all! Once she realized she had revealed more of her assets than intended, she scrambled desperately to get ahold of Zillow to have her tell-all photo removed from their site. She was a trooper with the whole thing, and we both cried tears of laughter when all was said and done. I think everyone was very thankful this was a woman-owned business! Ever since, we carefully double and triple check those bathroom photos with reflections!



FRANK SCHOFIELD
Summit Realtors

I showed a cottage once in the middle of nowhere; I showed up and saw beer bottles everywhere, it looked like a party had just happened. I opened the bedroom door and a big, tall naked guy stood in front of me.



TANYA JOHNSON
Keller Williams Realty

I had a real estate agent showing one of my listings, and the master suite had a private balcony off of it. She and her client went out on the balcony and got locked out on the second-floor balcony. Luckily, she had her cell phone with her so she was able to call me. I went to the house and was able to rescue her and her client!



FAITH SAUNDER
Pearson Smith Realty

More embarrassing than funny... waterfront Potomac property, windy driveway, very steep. I'm a terrible driver. Told clients parking, and got to the house out of breath. Happy ending, they bought the house.



LINDSEY HAGEN
Compass

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► words by wade

LONG-FORM *VERSUS* SHORT-FORM VIDEO

By Wade Vander Molen

KNOW THE DIFFERENCE!

It's no secret that video is the best way to convey a message to your ideal audience, but what exactly is the *best* way to make this happen? Is it through Instagram stories and short-form video or through mediums like YouTube and its long-form video structure? The answer is ... they both can be super effective.

KNOW YOUR AUDIENCE

When it comes to long-form versus short-form video, you have to know “who” your audience is and how they like to consume information. People like to watch short-form videos on

their phones or tablets. These include Instagram, Facebook, and TikTok videos. These videos are anywhere from 15- to 60-seconds long and get immediate views. In a 24-hour period, it's possible to get hundreds of views to these videos from your social media followers.

SHORT-FORM VIDEO IS GROWING

Short-form video content is increasing exponentially every year ... so jump on the train if you haven't already because this is how many people are consuming information in quick bites. You can use

short-form videos to drive people to your website, another video channel, or connect over email.

By the end of 2022, short-form video will be the most popular type of content on social media, accounting for roughly 40 percent of all videos. Using social media platforms to talk about how you add value to clients, educate your audience, and get people to know you better on video is not the future, it's *now*.

LONG-FORM VIDEO LIVES FOREVER

I personally have around 200 videos on YouTube and 100,000 views. I speak

with people from all over the country every week who “discover” me. This is the massive benefit of long-form video. Discoverability and having videos I created years ago still being watched is huge. Imagine if something that took you 15 minutes to do allows you to get thousands of views to your real estate business 24/7/365?

Having three- to seven-minute videos on a platform like YouTube with specific topics that can be found by people, both locally and across the country, allows you to cast a much wider net. YouTube is the second-largest search engine in the world, and in 2020, passed television as the most-watched video medium. Long story short, people watch YouTube, especially if they are moving to a new state, neighborhood, or just want information about almost anything related to real estate.

GETTING STARTED

YouTube is a free medium. I tell my clients to think of 10 video topics (don't overthink it) that their clients or target audience would want to know about and get started. There is a lot of great information you know regarding real estate. Don't keep it all inside. Share it with the world and watch the eyes to you and your brand grow. The more discoverable video content you have, the more opportunities for people to get to know you and eventually reach out to do business.

As you can see, there are many benefits to both short-form and long-form videos. Embrace these opportunities to educate your audience and grow your real estate brand. Good luck!



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

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► legal hotline
By Colleen Sweeney, Esq.

What Does “Settlement” Mean?

In an industry where so many partners work together, it is important that everyone has a clear definition of relevant terms. One of the most critical words in the real estate industry is “Settlement.” While the concept is generally understood, the term is not always used precisely. In order to define a term, it is important to know where to look for guidance. For real estate transactions, two places should be consulted: 1) the state code, and 2) the sales contract.

Virginia Code § 55.1-900 defines “Settlement” as follows:

“Settlement” means the time when the settlement agent has received the duly executed deed, loan funds, loan documents, and other documents and funds required to carry out the terms of the contract between the parties and the settlement agent reasonably determines that prerecordation conditions of such contracts have been satisfied. A determination by a settlement agent that prerecordation conditions have been satisfied shall not control the rights and obligations of the parties under the contract, including whether settlement has occurred under the terms and conditions of the contract. “Parties,” as used in this definition, means the seller, purchaser, borrower, lender, and settlement agent.

The same Virginia Code section defines “Settlement Agent” as follows:

“Settlement agent” means the person responsible for conducting the settlement and disbursement of the settlement proceeds and includes any individual, corporation, partnership, or other entity conducting the settlement and disbursement of loan proceeds.

Based on the definition of Settlement in the Virginia Code, the Settlement Agent must be in possession of the executed deed, funds, and required documents by the settlement date for settlement to occur.

The second step of the analysis to understand a term requires a review of the contract.

Under the NVAR Residential Sales Contract, paragraph 4, entitled “Settlement”, states:

“Pursuant to Virginia law, Settlement Agent is the sole agent responsible for conducting the Settlement as defined in Virginia Code § 55.1, et seq (“Settlement”). Delivery of the required funds and executed documents to the Settlement Agent will constitute sufficient tender of performance.”

The NVAR contract also provides further guidance. Paragraph 4 requires the Buyer to designate a Settlement Agent. What is written into the contract unequivocally determines the Settlement Agent.

A comprehensive understanding of the term “Settlement” is important so that all parties can meet their obligations. This is particularly relevant in the current real estate market, where a considerable number of “split” settlements occur. While two settlement companies may be involved in the transaction, there is only one Settlement Agent as defined by the Virginia Code. That is the one chosen by the Buyer and noted in the contract. This is a key factor to understand as it relates to the definition of Settlement and defines the parties’ obligations.

Based on the definition of Settlement in the Virginia Code, and the requirements of the NVAR Residential Sales Contract, the Settlement Agent must be in possession of the executed deed, funds, and required documents on the settlement date. While the Seller may choose to work with their own settlement company, that company, or attorney, is not the Settlement Agent; rather, the Buyer’s designation defines who will be the Settlement Agent. Therefore, it is not sufficient that a Seller execute the deed and documents on the Settlement Date. The Seller needs to deliver the fully executed documents to the Settlement Agent by the date noted in the contract.

With this clear understanding of the definition of Settlement, the parties can conduct themselves in a manner where they can be sure to meet their contractual obligations.



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



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DONNA LUTKINS

The Lutkins Group
Compass
"While selling our home and purchasing a new home was personally a very stressful experience for us, it was a great experience to have gone through.

We're a very experienced team but were never really able to fully appreciate the stress and emotions our clients went through when they sold their homes. Now that we've been through the process ourselves, it's made us able to relate to our clients at a deeper level."



ALICIA BROWN & KATHERINE DUDLEY

Scalable Real Estate Solutions
"We personally relate to the struggles of many real estate agents. Most want to run a successful business while maintaining a work-life balance. Their natural talent of relationship building is a stark contrast to the administrative tasks that come along with their success. If they try to do it all, they can quickly experience burn out." —Alicia

"Our combined experience of 40-plus years sets us apart. We are experts in our field (listing administration and contract support) and passionate about helping our clients succeed." —Katherine

A Better- Balanced Life for All

SCALABLE REAL ESTATE SOLUTIONS

How did Scalable Real Estate Solutions grow from one woman's dream of having a reliable source of income and the flexibility to travel to the powerhouse that it is today, currently employing 14 people who provide listing and transaction coordination to over 201 real estate agents?

Meet Alicia Brown, CEO and original dreamer/mastermind behind this incredible company.

Alicia was destined to find her way to a career in real estate. She fondly recalls her excitement as a young child flipping through the real estate section of the newspaper while other kids enjoyed the comic strips.

Alicia's first career in the insurance industry allowed her to hone her business and marketing skills. Her passion, talent, and skill coupled with a few pivotal changes in her life led Alicia to take action and turn her dreams of working in real estate into a reality. As Alicia reflected on what she valued and what was most important in her life, she pondered, "How can I impact change in an industry that I'm so passionate about, yet still enjoy precious moments with my best friend and husband, Brad?"

Alicia first became licensed as a real estate salesperson and then pursued her broker's license. Throughout her career, Alicia excelled at several positions, including co-owning a team, where she led agents to achieve their dreams and ambitions. It was in this position that her natural gift of pouring into others would shine so brightly.

As Alicia discovered her talent for the operational side of the business, the outsourced transaction coordination model was emerging. Her husband Brad was traveling extensively for his job, and she longed for flexibility to continue to grow, as well as join him on his travels ... thus, the birth of Scalable Real Estate Solutions in 2016.

Parallel to the success Alicia achieved in forming and growing her business, another woman with similar values was looking for a way to enjoy a slower-paced lifestyle.

Meet Katherine Dudley, co-owner of Scalable Real Estate Solutions.

Katherine's first career in nursing was short-lived. She went in search of an environment where she could spread her wings. From a young age, she had a burning desire to succeed. Happenstance led her to real estate, where she spent years developing her aptitude for details and organization.

"I was raised in real estate by successful business owners. Thanks to my mentors, I started my own business called 'The Virtual Advantage' in 2007. It wasn't always easy, and I was a single parent too," Katherine reflects.

Several years later, Katherine reconnected with and married her high school sweetheart, Archie. The independence she maintained for so long was wearing thin and she longed for more time with her new blended family. In search of a slower-paced lifestyle, Katherine and Archie, Virginia natives, decided to relocate to Tennessee, where Archie's parents had recently retired. The virtual nature of the business allowed for a seamless transition, yet Katherine worried about how she would fare, no longer being local to her clients.



From left to right: Rhiannon Reynolds, Alicia Brown, Katherine Dudley.

“
It’s our
combined
experience of
40-plus years
that sets
us apart.”
”



Katherine Dudley, co-owner of Scalable Real Estate Solutions.



Rhiannon Reynolds is the newest member of the Scalable Real Estate Solutions team.



Alicia Brown, founder (left), and Katherine Dudley, co-owner (right), joined forces in 2019.

As serendipity would have it, Alicia and Katherine met at a mastermind for real estate administrative professionals. They exchanged ideas and worked through challenges of their independent businesses together. Soon, they realized their values were aligned. Each one’s weakness was the other’s strength. It was only natural that they become business partners. They merged in 2019 and never looked back.

“It’s our combined experience of 40-plus years that sets us apart,” Katherine explains. “We are experts in our field and passionate about helping our clients succeed.”

“We personally relate to the struggles of many real estate agents,” Alicia adds. “Most want to run a successful business while maintaining a work-life balance. Their natural talent of relationship building is a stark contrast to the administrative tasks that come along with their success. While they try to focus on building their business, something has to give. If they try to do it all, they can quickly experience burn out.”

The company has experienced unprecedented growth, allowing Alicia and Katherine to add a new team member.

Meet Rhiannon Reynolds.

“It became apparent that we needed someone exceptional to take over the day-to-day operations,” Alicia explains. “When we met Rhiannon, we knew almost immediately that we had discovered someone that

aligned with our mission, vision, and values. Rhiannon understands the importance of accountability. She’s tenacious and dependable. She stepped into her role with us with ease and we couldn’t be prouder of her. We are excited for our future together.”

“Life is to be lived and enjoyed,” Rhiannon says, reflecting on her new role. “At Scalable, I am recognized for my abilities while being able to spend more time with my two children, now young adults in college. Together, we love exploring local parks and trails, and finding some sort of adventure with our four-legged friends.” When not out enjoying the great outdoors, you can find Rhiannon cooking for her volunteer role at Lasagna Love or making handcrafted bath soaks and lotions.

“I love knowing that what we do each day is helpful to so many people,” Rhiannon said. “It is so fulfilling making the transaction feel hassle free for all the parties involved and being in a position to provide opportunities for each person on our team to reach levels they never imagined.”



For more information on Scalable Real Estate Solutions, visit www.scalablere.com.

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DONNA LUTKINS



REGAINING FOCUS

The Lutkins Group (from left to right: Garrett Lutkins, Donna Lutkins, Nick Lutkins, Judy Haynes).

DONNA LUTKINS' REAL ESTATE CAREER BEGAN WITH A DREAM.

"I had a dream that I was a real estate agent. When I woke up, I called a friend from church who was a broker and said, 'I know this is the craziest thing in the world, but what do you think of me being a real estate agent?' He said, 'Oh my gosh, you'd be great at it.' So I jumped in."

At the time, Donna was facing a transition in her personal and professional life. After spending time in the retail and design space, she stayed at home raising her three children for over a decade. Donna's husband, Nick, owned a successful marketing and advertising business, but in the early 2000s, the dynamics of his industry shifted. By the 2008 recession, Nick became unsure of his company's future.

"We were facing a very anxious time for our family," Donna reflects.

In 2010, Donna began her career in real estate. Twelve years later, she's not only discovered success

in real estate, but Nick and her son Garrett have also joined her in the business. Donna's life has always been centered around family, and now, her business is a true family affair.

FINDING HER FOOTING

The early years of Donna's career coincided with the tail end of the economic recession. She cut her teeth on short sales and became a specialist. As the economy recovered, her business shifted into more traditional sales.

"My first listing was a short sale. I thought, 'How hard can this be?' Pretty hard, by the way. But I'm a detail person and stubborn, and that made me very successful negotiating with the banks. The consequence was that I got way too emotionally involved with every transaction, but that's kind of how I do things. It's always very personal," Donna reflects.

...

“WE ARE RECONNECTING WITH OUR CLIENTS AND FRIENDS AT A DEEPER LEVEL.”

...

A FAMILY AFFAIR

In 2014, Nick sold his business to a competitor and joined Donna full-time. They changed brokerages, got trained and coached, and began to operate their real estate team as a true business. Together, they found a rhythm, and grew their business to \$25-plus million a year.

In 2020, Donna's youngest son, Garrett, joined his parents in the family business. The group is rounded out by Judy Haynes, the team's director of operations.

Working alongside family isn't always easy, but to Donna, it's worth it. "We are a family business. I'm married to the CEO and my partner, and we're husband and wife. And we now work with our son too. There are always different and exciting dynamics at play," Donna explains.

MOVING WITH THE TIMES

In the past year, Donna has faced personal turmoil that has reshaped how she experiences the real estate business. She and Nick sold their home of 27 years, uprooting what had been a stable part of their life. They initially purchased a new construction home, but when the builder made a major mistake, Donna and Nick canceled the deal. For several months, they had to live apart. Donna lived and worked at their weekend bungalow in the Northern Neck, and Nick lived and worked up in Sterling.

"While selling our home and purchasing a new home was personally a very stressful experience for us, in hindsight, it was a great experience to have gone through," Donna says. "We're a very experienced team but were never really able to fully appreciate the stress and emotions our clients went through when they sold their homes. Now that we've been through the process ourselves, it's made us more empathetic and able to relate to our clients at a deeper level, and our clients feel that when they work with us."

REFOCUSED

Amid such personal chaos, Donna and Nick changed brokerages, moving to Compass in Ashburn at One Loudoun.

"There were a lot of personal distractions, and we took our eyes off the ball at work in 2021. However, we've regrouped

FAMILY SPOTLIGHT

Donna and Nick have three children, Cari (28), Nick (26), and Garrett (23). This proud military family enjoys cooking, boating, and long walks at the river.

and refocused our efforts in 2022," Donna says.

The business suffered during this transition, but the experience has left Donna and her team feeling excited, focused, and determined to grow. "We are reconnecting with our clients and friends at a deeper level, focusing our time and attention more on the people we like and who like and value us."

Today, Donna and Nick feel more settled in their personal lives, which helps them focus their energy on real estate. They love their new home, which overlooks a golf course and boasts amazing sunsets.

"We are avid foodies and have recently started to brew our own craft beers and make our own pasta," says Donna.

They also enjoy escaping to their happy place, a riverfront bungalow in the Northern Neck, where they enjoy the tranquil water and views.

"This year is going to be our best year ever. We've eliminated a lot of the stuff that was distracting to our business. We're laser-focused on who we are, the value we bring, and who we really want to do business with."



Donna Lutkins' husband, Nick, and her son, Garrett, now work with her on her team.

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CYBERBACKER

Laree MILLER

Photo by Ryan Corvello

Finally Home

Laree Miller, a REALTOR® with KW Metro Center, and her husband, Riley, purchased their first home in Kentucky when they were still in their early 20s. Riley, an active-duty soldier, had just received orders to the area. A few years later, with the arrival of their second child quickly approaching, they realized they needed to buy a larger home. Rather than selling their first one, Laree and Riley decided to hold onto the house and turn it into a rental property. This decision would prove to be impactful and transformative. A year later, Riley received military orders, and the family was once again on the move — this time, to Fort Bragg, North Carolina. Once again, they turned their previous home into a rental property.

“And we did the same when we left North Carolina for Virginia. Before I knew it, we had three rental properties I was managing myself from afar,” Laree reflects.

While managing her own rental properties, Laree discovered her passion for real estate. She enjoyed every facet of it. She had an eagerness to learn and do more, from marketing homes for rent, building rapport with tenants, and most of all, providing a home that they loved being in.

“That is where my passion for real estate truly began,” Laree beams. “Nine years later, I decided to expand further into the industry from real estate investments and property management to also include helping other families buy and sell homes.”

Finding Home

Laree got her license in 2017 — the same year she arrived in Virginia — and began selling the following year. In her four years in real estate, her passion for the business has grown alongside her sales numbers. In 2021, she sold 40 homes for just shy of \$23 million.

“I was a stay-at-home mom for 11 years. So when I began my career, there was no pressure or expectations to earn any certain amount of money. I was simply excited and grateful to serve my clients and become more immersed in this industry. My entire business model is based on

happy clients. That’s what brings me joy: making my clients happy,” Laree says.

After multiple moves, Laree and Riley have set down roots in Virginia. While Riley is still on active duty (he is stationed at Fort Belvoir), the couple has no plans to relocate.

“We plan to retire here. We’re currently in the process of building our next home with a local custom builder. As a military family, we are extremely grateful to have the certainty of being settled in an area after so much movement,” Laree says. “Also, my business I’m building



Photo by Ryan Corvello

...

and my clients are here. My clients become my friends and family. I go to their children's birthday parties and baby showers, and get to share other special life events with them. It feels good to know we are finally getting settled in and putting down roots here."

The Gift of Homeownership

Becoming a homeowner of multiple properties and, subsequently, a landlord represented an unpredictable shift in the trajectory of Laree's life. Her father passed away when she was young, and she and her mother had to move in with her grandparents, where they shared a room. Growing up, Laree often dreamed about what it would be like for them to have their own place to call home. From humble beginnings to owning four properties (and counting) represents a significant generational breakthrough.

"It made me feel incredibly happy and secure to become a homeowner, and I want others to be able to experience that and feel the same way. I'm passionate about helping my clients feel the happiness and security that comes with owning their homes. That is a huge accomplishment," Laree exclaims.

On Family and the Future

As Laree reflects on the past four years, she recognizes the value of putting down roots. She grows more firmly rooted in her life in Northern Virginia each day, and her real estate business has a solid foundation to build upon. Her family will soon move into their new home, where they look forward to making lifelong memories.

Aside from real estate, Laree's life is a whirlwind of activities and sports for her five children.

"I always tell people, my first dream job was to become a mom and stay at home with my kids when they were little. I got to do that dream job for 11 years and loved it. Now, I am doing my second dream job of being a REALTOR®, and also love it. I feel very blessed."



I feel very blessed.

WORDS OF WISDOM

Be in a constant state of learning and growing. There's no threshold in this industry where you've learned all there is to know. Things are constantly changing and shifting. Fall in love with learning because successful people are lifelong learners.



Laree Miller,
with KW Metro Center.
(Photo by Ryan Corvello)

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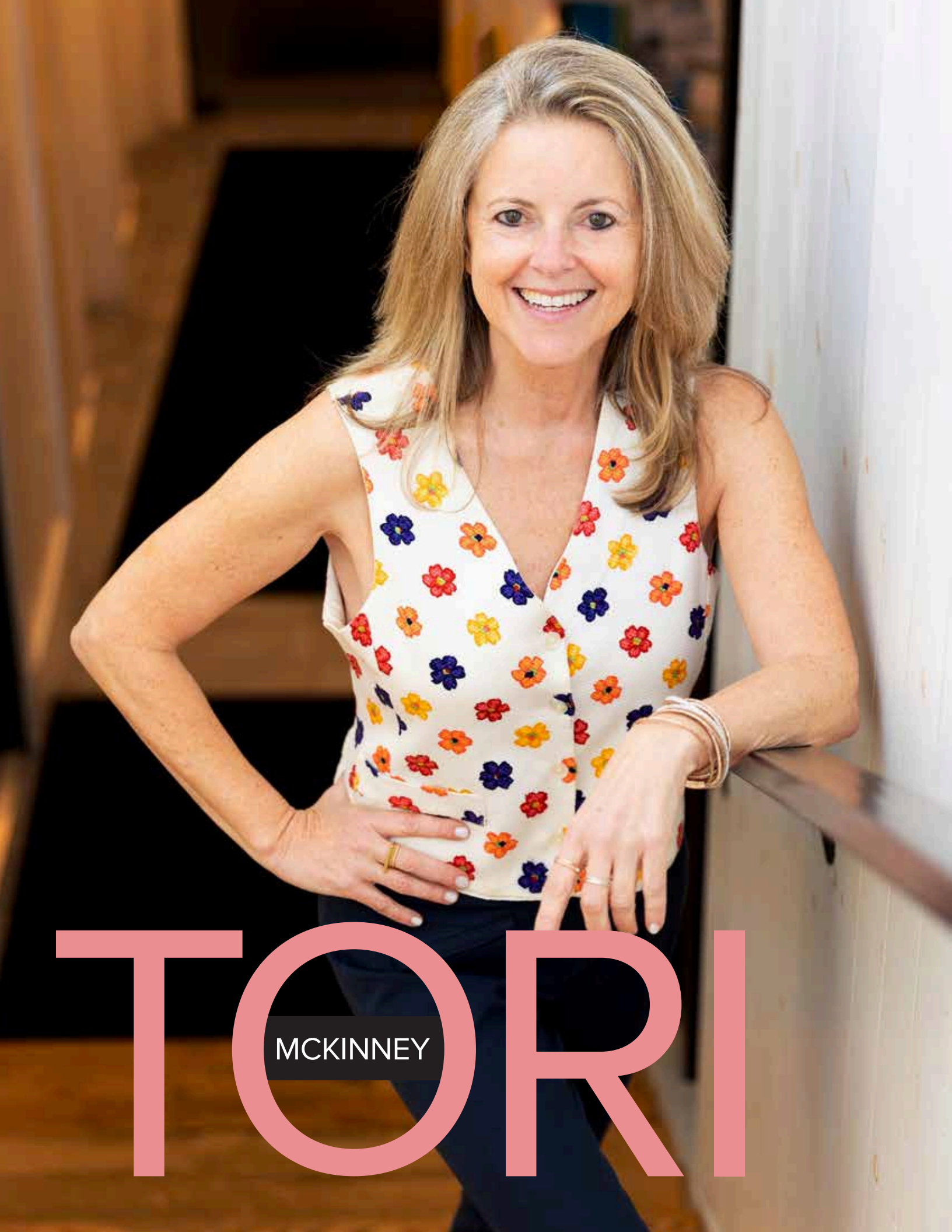
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TORI

MCKINNEY



cover story

By Zachary Cohen
Photos by Ryan Corvello

Tori McKinney ran a music production company prior to entering real estate in 2005.

For the Love of MUSIC

For Tori McKinney, there is music — and then there is everything else. Her love of music bleeds into everything she does, from the concerts she attends to the philanthropic work she does to her real estate business. Music not only brings her joy, it’s what drives her to bring more joy into the world.

Real Estate, Part 1
Tori began her real estate career at the age of 20. Her father, a builder, encouraged her to get her license, and she started by helping him out during break from university. Over the next several years, she built a real estate business by working with builders in her home state of Massachusetts.

Tori moved to Baltimore to finish school, where she received a degree in accounting. She hoped to help musicians with their businesses.

“I became an accountant solely to work with musicians. I figured with my business background and being good with numbers, I’d be a good match to work with them,” Tori says matter-of-factly.

However, after beginning her accounting career, Tori realized she worked better with people rather than with numbers.





Following Her Passion

Tori decided to follow her passion into the music industry. She left her accounting work behind and launched a concert production company. For seven years, she worked with musicians from the D.C. area to New Orleans.

New Orleans has long held a special place in Tori's heart, as she became deeply engaged with the music scene there through her late husband, Tim. Tori and Tim passed their love of music on to their daughter, Halley. From producing concerts with Halley by her side and attending festivals together as a family, Halley, 25 now, has attended every New Orleans JazzFest during her life.

"I started a production company because of spending so much time in New Orleans and falling in love with the local bands and music scene. I produced my first show in 2001. It sold out, and it was such a blast. I said, 'This is what I want to do.' I went on to produce shows in Baltimore, New Orleans, Fort Lauderdale, and West Palm Beach with my business partner."

After seven years producing shows, however, Tori recognized that it was time for a change.

Real Estate, Part 2

In 2005, Tori restarted her real estate career. She took two years to fully close down operations of her

music production company. From 2005 to 2007, she and her family did ample relief work for Hurricane Katrina. By 2007, she was working in real estate full-time.

While Tori no longer works in the music industry professionally, she has incorporated her love of music into her real estate business. Her team is aptly named ROCK STAR Realty Group.

"I love to help people find the homes they love, and music is my jam," Tori smiles. "I host multiple client events each year and try to have live music at most of them while including local musicians. I feel blessed to combine real estate with music."

Tori McKinney is team lead of ROCK STAR Realty Group at KW Metro Center.



“
I host multiple client events each year and try to have live music at most of them.”





“
I love to help people
find the homes they
love, and music is my
JAM.
”

Her love of music infuses everything Tori McKinney does, including her real estate business.



COVID-19 restrictions put a damper on Tori's events, but here in 2022, she's back at it. She recently hosted her annual Mardi Gras event with the local Chamber of Commerce. "Dixie Power Trio, a New Orleans-style band, played. I served king cake and gave out beads, beads, and more beads," Tori says.

Tori has also returned to celebrating St. Patrick's Day with her clients and friends while hoisting a pint of her namesake beer, ROCK STAR Red Ale, brewed by Settle Down Easy Brewing Co. in collaboration with Audacious Aleworks.

Beyond Real Estate

Outside of work, Tori also maintains her passion for music. She goes to

many shows and attends multiple music festivals each year. Since 2009, she has been involved with a local nonprofit, Tinner Hill Heritage Foundation. Tinner Hill Heritage Foundation is an organization that aims to preserve, promote, and celebrate the African American legacy, which includes modern-day racial reconciliation in Northern Virginia. Tori serves on the foundation's board and is now the executive producer for the Tinner Hill Heritage Music Festival, which takes place this year on June 11, 2022, at Cherry Hill Park in Falls Church City.

Whether she's working in real estate or attending a concert, Tori is all about enjoying life and supporting her community. In real estate, she is devoted


to supporting local teachers and musicians. Philanthropically, she stays involved with organizations like the Tinner Hill Heritage Foundation, Falls Church Education Foundation, the Falls Church City Public Schools, and the local Chamber of Commerce. Personally, she's a music lover and a devoted community member.


"I love what I do," Tori beams. "My work is important. I give the best experience to my clients and everyone in my life. I want to make moving — and life — as enjoyable as possible, humming and laughing a little along the way."



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This Mother’s Day, FOCUS ON MOM’S HEALTH

Mother’s Day, the day we set aside to honor and celebrate motherhood and, above all, the women most cherished in our lives. This holiday also marks the beginning of **National Women’s Health Week**. As we all know, women tend to fall into the role of caregiver, whether for young children, a spouse, or elderly relatives, and this consuming work often necessitates putting the needs of others before their own, especially related to health and wellness. This Mother’s Day, show love for the special mama(s) in your life by educating yourself about the following health matters (and ensure you are taking good care of yourself if that mama is you!).

Become more physically active – Women should strive for 30 minutes or more of moderate physical activity at least three days of the week. Regular physical activity can lower the risk of heart disease, stroke, high blood pressure, unhealthy cholesterol levels, type 2 diabetes, breast cancer, and depression, according to the U.S. Department of Health and Human Services.




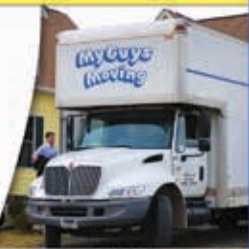

Schedule routine screenings and checkups – Screening tests can detect diseases, such as breast cancer, cervical cancer, high cholesterol and blood pressure, diabetes, osteoporosis, and sexually transmitted infections, when they are most treatable. Consult with your health care provider to discuss age-appropriate testing and immunizations.

Eat healthier – To achieve a well-balanced diet, women should choose fruits, vegetables, grains (particularly whole grains), fish, lean red meats, eggs, and nuts to help prevent heart disease and stroke. Foods high in saturated fat, trans fat, cholesterol, sodium, and added sugars (as well as alcohol) should be consumed rarely or in moderation.

Ban unhealthy habits and risky behaviors – Smoking and not wearing a seatbelt should be verboten.

Focus on mental health – We all acknowledge the impact mental health has on overall wellness, and studies show depression is becoming more and more common in women, particularly postmenopausal women. If anxiety and sadness are impacting a woman’s daily functioning, lifestyle changes and professional help should be introduced. Managing stress and getting adequate sleep are key elements in maintaining excellent mental health.

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Sarah A. Reynolds	Keller Williams Chantilly Ventures, LLC	150	\$82,473,608	44	\$20,163,712	194	\$102,637,320
2	Keri K Shull	Optime Realty	40.5	\$27,073,824	88.5	\$52,424,356	129	\$79,498,184
3	Jennifer D Young	Keller Williams Chantilly Ventures, LLC	48.5	\$25,025,600	27	\$17,678,820	75.5	\$42,704,420
4	Martin K Alloy	SM Brokerage, LLC	43	\$25,707,546	20	\$11,953,464	63	\$37,661,008
5	Piper Gioia Yerks	Washington Fine Properties, LLC	5.5	\$19,112,500	4	\$16,072,470	9.5	\$35,184,968
6	Akshay Bhatnagar	Virginia Select Homes, LLC.	6	\$4,690,500	34	\$26,770,544	40	\$31,461,044
7	Sue S Goodhart	Compass	11	\$12,448,000	13.5	\$15,633,885	24.5	\$28,081,884
8	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	6	\$3,318,500	26	\$24,303,248	32	\$27,621,748
9	Daan De Raedt	Property Collective	25	\$18,751,750	10	\$8,819,500	35	\$27,571,250
10	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	11	\$22,978,000	3	\$4,310,000	14	\$27,288,000
11	Christopher J White	Long & Foster Real Estate, Inc.	18	\$18,263,340	7	\$8,969,000	25	\$27,232,340
12	Jason Cheperdak	Samson Properties	17	\$10,379,150	24	\$15,915,700	41	\$26,294,848
13	Casey C Samson	Samson Properties	16.5	\$18,053,000	6	\$7,368,800	22.5	\$25,421,800
14	Phyllis G Patterson	TTR Sotheby's International Realty	9.5	\$13,941,815	6.5	\$8,934,850	16	\$22,876,664
15	Andre M Perez	Compass	1.5	\$1,032,500	8	\$20,768,000	9.5	\$21,800,500
16	Sherif Abdalla	Compass	6.5	\$8,199,050	5.5	\$12,053,500	12	\$20,252,550
17	Laura C Mensing	Long & Foster Real Estate, Inc.	4	\$9,845,550	5	\$10,045,000	9	\$19,890,550
18	Jennifer L Walker	McEneaney Associates, Inc.	13	\$11,005,900	9.5	\$8,222,250	22.5	\$19,228,150
19	Pamela A Yerks	Washington Fine Properties, LLC	4.5	\$16,812,500	1	\$2,300,000	5.5	\$19,112,500
20	Fouad Talout	Long & Foster Real Estate, Inc.	3	\$7,842,500	6	\$9,986,490	9	\$17,828,990
21	Betsy A Twigg	McEneaney Associates, Inc.	9	\$12,901,220	2	\$4,313,000	11	\$17,214,220
22	Tracy V Williams	TTR Sothebys International Realty	2	\$4,262,500	4	\$12,915,740	6	\$17,178,240
23	James W Nellis II	Keller Williams Fairfax Gateway	18	\$10,998,500	7.5	\$5,974,500	25.5	\$16,973,000
24	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	8	\$14,926,530	1	\$1,739,720	9	\$16,666,250
25	Jean K Garrell	Keller Williams Realty	11	\$10,274,201	9.5	\$6,313,000	20.5	\$16,587,201
26	Kristen K Jones	McEneaney Associates, Inc.	6	\$6,328,000	6	\$9,855,000	12	\$16,183,000
27	Yony Kifle	KW Metro Center	2.5	\$1,308,000	26	\$13,911,750	28.5	\$15,219,750
28	Dinh D Pham	Fairfax Realty Select	8	\$4,296,332	18	\$10,099,589	26	\$14,395,921
29	Khalil Alexander El-Ghoul	Glass House Real Estate	9.5	\$8,590,325	5.5	\$5,713,500	15	\$14,303,825
30	Marianne K Prendergast	Washington Fine Properties, LLC	3	\$8,282,500	1.5	\$5,444,950	4.5	\$13,727,450
31	Ashraf Morsi	Keller Williams Realty	10	\$7,781,026	7	\$5,822,940	17	\$13,603,966
32	Julie A Zelaska	Smith & Schnider LLC	3	\$6,257,560	3	\$7,230,000	6	\$13,487,560
33	Michael I Putnam	RE/MAX Executives	9	\$4,547,400	14	\$8,925,950	23	\$13,473,350
34	Venugopal Ravva	Maram Realty, LLC	1.5	\$1,130,000	17	\$12,131,880	18.5	\$13,261,880
35	Abuzar Waleed	RE/MAX Executives LLC	10.5	\$5,810,900	16	\$7,409,132	26.5	\$13,220,032
36	Cynthia Schneider	Long & Foster Real Estate, Inc.	14	\$8,399,864	6.5	\$4,343,000	20.5	\$12,742,864

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
37	Dilyara Daminova	Samson Properties	5	\$2,180,000	21	\$10,561,490	26	\$12,741,490
38	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	27	\$12,366,375	0	\$0	27	\$12,366,375
39	Kimberly A Spear	Keller Williams Realty	9	\$5,489,000	11	\$6,822,565	20	\$12,311,565
40	Steven J Watson	KW Metro Center	4	\$10,814,440	1	\$1,300,000	5	\$12,114,440
41	Damon A Nicholas	Coldwell Banker Realty	5	\$4,305,500	10	\$7,783,600	15	\$12,089,100
42	John Rumcik	RE/MAX Gateway	8	\$5,658,000	8.5	\$6,330,500	16.5	\$11,988,500
43	Antoinette L Khatib	Metropolitan Realty LLC	8	\$5,476,999	7	\$6,356,989	15	\$11,833,988
44	Lenwood A Johnson	Keller Williams Realty	13	\$7,138,990	7	\$4,639,380	20	\$11,778,370
45	Irina Babb	RE/MAX Allegiance	14	\$9,647,000	3	\$2,117,000	17	\$11,764,000
46	Tom Francis	Keller Williams Realty	5	\$8,563,250	3	\$3,019,720	8	\$11,582,970
47	Matias Leiva	Keller Williams Chantilly Ventures, LLC	13.5	\$10,576,000	1	\$942,000	14.5	\$11,518,000
48	Johnny W Benson	Long & Foster Real Estate, Inc.	5	\$5,005,150	5	\$6,439,210	10	\$11,444,360
49	Paul Thistle	Take 2 Real Estate LLC	13	\$8,072,800	3	\$3,312,000	16	\$11,384,800
50	Mona Banes	TTR Sothebys International Realty	4.5	\$5,605,500	6	\$5,771,050	10.5	\$11,376,550
51	Jennifer H Thornett	Washington Fine Properties, LLC	1.5	\$4,524,950	2	\$6,850,000	3.5	\$11,374,950
52	Mercy F Lugo-Struthers	Casals, Realtors	4.5	\$2,579,928	20.5	\$8,785,678	25	\$11,365,606
53	Jill Judge	Samson Properties	2	\$1,208,000	15	\$10,038,400	17	\$11,246,400
54	Bic N DeCaro	EXP Realty, LLC	3	\$1,387,000	14	\$9,827,306	17	\$11,214,306
55	Viktorija Piano	Keller Williams Realty	3	\$4,678,510	5	\$6,480,910	8	\$11,159,420
56	William F Hoffman	Keller Williams Realty	2	\$5,347,470	4	\$5,765,000	6	\$11,112,470
57	Carolyn A Young	RE/MAX Gateway, LLC	6.5	\$5,165,000	9	\$5,793,414	15.5	\$10,958,414
58	Erin K Jones	KW Metro Center	9	\$4,367,500	10.5	\$6,532,919	19.5	\$10,900,418
59	John Coles	Thomas and Talbot Estate Properties, Inc.	2.5	\$10,875,000	0	\$0	2.5	\$10,875,000
60	Bruce A Tyburski	RE/MAX Executives	7.5	\$7,914,960	3.5	\$2,782,500	11	\$10,697,460
61	Nikki Lagouros	Berkshire Hathaway HomeServices Pen-Fed Realty	8	\$3,513,500	13	\$7,108,001	21	\$10,621,501
62	Kay Houghton	KW Metro Center	12	\$6,289,600	6.5	\$4,212,500	18.5	\$10,502,100
63	Michael Gallagher	Redfin Corporation	11	\$10,501,500	0	\$0	11	\$10,501,500
64	Megan Buckley Fass	EXP Realty, LLC	3	\$3,114,500	6	\$7,289,000	9	\$10,403,500
65	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	0	\$0	14	\$10,345,965	14	\$10,345,965
66	Michael Sobhi	Fairfax Realty Select	3	\$5,047,000	5	\$5,242,000	8	\$10,289,000
67	Debbie P Kent	Cottage Street Realty LLC	12	\$8,404,900	2	\$1,877,203	14	\$10,282,103
68	Lilian Jorgenson	Long & Foster Real Estate, Inc.	7	\$6,422,000	1	\$3,850,000	8	\$10,272,000
69	Lisa Dubois-Headley	RE/MAX West End	6.5	\$6,142,550	4	\$4,128,500	10.5	\$10,271,050
70	Deborah D Shapiro	TTR Sothebys International Realty	3	\$3,767,997	4.5	\$6,450,560	7.5	\$10,218,557

Disclaimer: Information based on MLS closed data as of April 5, 2022, for residential sales from January 1, 2022, to March 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 March 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
71	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	9	\$7,557,995	2.5	\$2,657,500	11.5	\$10,215,495
72	Robert T Ferguson Jr.	RE/MAX Allegiance	10	\$8,697,150	2	\$1,414,900	12	\$10,112,050
73	Dustin M Fox	Pearson Smith Realty, LLC	7	\$4,758,900	7	\$5,335,500	14	\$10,094,400
74	Viktar Kutsevich	Samson Properties	2.5	\$1,579,518	11	\$8,500,250	13.5	\$10,079,768
75	Ryan Rice	Keller Williams Capital Properties	10	\$5,139,000	7	\$4,862,500	17	\$10,001,500
76	Danielle C Carter	Redfin Corporation	22	\$9,565,750	1	\$410,000	23	\$9,975,750
77	Kiran Morzaria	Samson Properties	0	\$0	13	\$9,871,740	13	\$9,871,740
78	Heather C Corey	TTR Sotheby's International Realty	5.5	\$9,370,000	1	\$430,000	6.5	\$9,800,000
79	Kristin M Francis	KW Metro Center	7	\$5,180,000	7.5	\$4,610,860	14.5	\$9,790,860
80	Ellen F Patrick	Compass	3	\$3,036,000	5.5	\$6,564,890	8.5	\$9,600,890
81	Crystal L Sheehan	Keller Williams Realty	0	\$0	3	\$9,491,650	3	\$9,491,650
82	Brittany A Patterson	TTR Sotheby's International Realty	3.5	\$4,326,550	5	\$5,028,320	8.5	\$9,354,870
83	Lisa B Joy	McEneaney Associates, Inc.	2	\$9,349,520	0	\$0	2	\$9,349,520
84	Raymond A Gernhart	RE/MAX Executives	8.5	\$4,517,750	6	\$4,774,500	14.5	\$9,292,250
85	Laura Griffin	Pearson Smith Realty, LLC	2	\$2,110,000	6	\$7,153,710	8	\$9,263,710
86	Gitte Long	Redfin Corporation	13	\$8,498,000	1	\$750,000	14	\$9,248,000
87	Michael McConnell	Redfin Corporation	8	\$5,487,000	3	\$3,724,900	11	\$9,211,900
88	Chris Earman	Weichert, REALTORS	6	\$6,815,000	3	\$2,388,000	9	\$9,203,000
89	Scott J Buzzelli	Middleburg Real Estate	1	\$2,570,500	2.5	\$6,575,000	3.5	\$9,145,500
90	Rheema H Ziadeh	Redfin Corporation	11	\$7,400,000	2	\$1,653,000	13	\$9,053,000
91	Wetherly c Barker Hemeon	TTR Sothebys International Realty	2	\$3,552,000	0.5	\$5,500,000	2.5	\$9,052,000
92	Ana Lucia Ron	ANR Realty, LLC	29	\$9,039,500	0	\$0	29	\$9,039,500
93	Jacob Smith Hamilton	KW Metro Center	2	\$3,675,200	7.5	\$5,288,400	9.5	\$8,963,600
94	Cricket Bedford	Thomas and Talbot Estate Properties, Inc.	2	\$4,420,000	1	\$4,500,000	3	\$8,920,000
95	Laura R Schwartz	McEneaney Associates, Inc.	3	\$4,220,000	4	\$4,650,298	7	\$8,870,298
96	Timothy J Williams	Redfin Corporation	16	\$8,538,980	1	\$255,000	17	\$8,793,980
97	Kristina S Walker	KW United	6	\$5,226,500	5	\$3,554,500	11	\$8,781,000
98	Steven C Wydler	Compass	4	\$5,510,000	2	\$3,266,000	6	\$8,776,000
99	Laurny E Eadie	Compass	3	\$3,017,000	9	\$5,731,058	12	\$8,748,058
100	Helen E MacMahon	Sheridan-Mac Mahon Ltd.	2	\$5,020,000	3	\$3,651,000	5	\$8,671,000
101	Mark E Queener	Redfin Corporation	11	\$4,795,000	5	\$3,820,000	16	\$8,615,000
102	Kamal Parakh	Customer Realty LLC	8	\$4,772,000	5	\$3,815,000	13	\$8,587,000
103	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	5	\$8,557,500	0	\$0	5	\$8,557,500
104	Jon B DeHart	Keller Williams Realty	8	\$5,161,600	5	\$3,380,000	13	\$8,541,600

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
105	Blake Davenport	RLAH Real Estate	2.5	\$1,160,750	11	\$7,348,950	13.5	\$8,509,700
106	Eli Tucker	RLAH Real Estate	4	\$2,979,339	5	\$5,510,150	9	\$8,489,488
107	Donna C Henshaw	Avery-Hess, REALTORS	5	\$4,305,000	3	\$4,120,000	8	\$8,425,000
108	Sridhar Vemuru	Aragami, LLC	4	\$2,975,000	7	\$5,436,830	11	\$8,411,830
109	Irene M deLeon	Redfin Corporation	14	\$7,681,000	1	\$730,000	15	\$8,411,000
110	Margaret J Czapiewski	Keller Williams Realty	11	\$6,706,209	4	\$1,703,500	15	\$8,409,709
111	Keith A Lombardi	Redfin Corporation	6	\$2,960,000	8	\$5,410,000	14	\$8,370,000
112	Lizzie A Helmig	KW United	6	\$3,359,000	11	\$4,939,750	17	\$8,298,750
113	Sri H Meka	Franklin Realty LLC	2	\$1,243,000	6	\$6,970,795	8	\$8,213,795
114	Karen E Close	Century 21 New Millennium	2.5	\$6,195,500	2	\$2,017,465	4.5	\$8,212,965
115	Pauline K Knipe	Pearson Smith Realty, LLC	3	\$3,975,130	4	\$4,222,800	7	\$8,197,930
116	Roy Kohn	Redfin Corporation	13	\$8,187,308	0	\$0	13	\$8,187,308
117	Zaryab Mahmood	Samson Properties	11	\$6,644,900	1	\$1,540,000	12	\$8,184,900
118	Nancy Perkins	TTR Sotheby's International Realty	2	\$3,145,000	4	\$5,037,000	6	\$8,182,000
119	Marion Gordon	KW Metro Center	6	\$6,823,800	2	\$1,284,000	8	\$8,107,800
120	Eve M Weber	Long & Foster Real Estate, Inc.	4	\$5,630,100	4	\$2,413,000	8	\$8,043,100
121	William P Bensten	Merion Realty LLC	3	\$4,801,390	2	\$3,240,670	5	\$8,042,060
122	Coral M Gundlach	Compass	3	\$2,505,000	6	\$5,517,500	9	\$8,022,500

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
123	Josh Dukes	KW Metro Center	4	\$2,052,500	10.5	\$5,959,450	14.5	\$8,011,950
124	Lynn Maximilian Norusis	Century 21 Redwood Realty	4.5	\$4,968,050	3	\$2,978,500	7.5	\$7,946,550
125	Mansoor Dar	Keller Williams Realty	3	\$4,706,500	2	\$3,236,500	5	\$7,943,000
126	Ian A Weiser-McVeigh	Samson Properties	2.5	\$2,534,020	5	\$5,398,500	7.5	\$7,932,520
127	Ritu A Desai	Samson Properties	3	\$2,580,000	6	\$5,317,614	9	\$7,897,614
128	Heathr A Heath	Samson Properties	8	\$5,982,800	4	\$1,863,000	12	\$7,845,800
129	Jeddie R Busch	Compass	4	\$2,660,000	6	\$5,167,391	10	\$7,827,391
130	Jean T Beatty	McEneaney Associates, Inc.	3	\$1,361,000	3.5	\$6,465,000	6.5	\$7,826,000
131	Victoria(Tori) McKinney	KW Metro Center	7	\$4,838,411	3	\$2,919,835	10	\$7,758,246
132	Manuwa S Eligwe	KW Metro Center	4	\$1,987,100	11	\$5,745,995	15	\$7,733,095
133	Timothy D Pierson	KW United	2.5	\$1,659,500	5	\$6,046,000	7.5	\$7,705,500
134	Sandra Shimono	Redfin Corporation	9	\$6,455,622	2	\$1,201,000	11	\$7,656,622
135	Chul Kim	Samson Properties	4.5	\$3,788,200	5	\$3,846,000	9.5	\$7,634,200
136	Heeran Lee	NewStar 1st Realty, LLC	5	\$4,499,800	5	\$3,125,500	10	\$7,625,300
137	Melissa B Shelby	Compass	3	\$4,052,500	2	\$3,543,130	5	\$7,595,630
138	Scott C Shawkey	Keller Williams Realty	3	\$6,075,000	2	\$1,475,000	5	\$7,550,000
139	Jin Lee Wickwire	EXP Realty, LLC	8	\$4,892,100	4	\$2,608,000	12	\$7,500,100
140	Baback Chiniforoushan	Compass	4	\$3,020,000	6	\$4,459,000	10	\$7,479,000
141	John R. Lytle	Pearson Smith Realty, LLC	0.5	\$350,000	11	\$7,111,175	11.5	\$7,461,175
142	Patricia Ammann	Redfin Corporation	3	\$1,465,500	9	\$5,940,400	12	\$7,405,900
143	Scott A MacDonald	RE/MAX Gateway, LLC	7	\$6,263,945	2	\$1,133,250	9	\$7,397,195
144	Kim Kroner	Washington Dulles Real Estate Group	4	\$3,147,500	5	\$4,201,500	9	\$7,349,000
145	Ronald B Mangas Jr.	TTR Sothebys International Realty	2	\$6,325,000	1	\$949,000	3	\$7,274,000
146	Ahmad T Ayub	Redfin Corporation	4	\$2,688,004	7	\$4,574,000	11	\$7,262,004
147	Chaweewan Thongpia	Keller Williams Realty	2	\$2,001,000	8	\$5,252,246	10	\$7,253,246
148	Tracy Chandler	Berkshire Hathaway HomeServices PenFed Realty	7	\$4,333,400	5	\$2,900,300	12	\$7,233,700
149	Theresa Valencic	Long & Foster Real Estate, Inc.	3	\$6,013,000	1	\$1,218,000	4	\$7,231,000
150	Kathryn R Loughney	Compass	1	\$590,000	7	\$6,608,000	8	\$7,198,000
151	Joy Muczko	Pearson Smith Realty, LLC	1	\$1,490,000	6	\$5,616,000	7	\$7,106,000
152	Elizabeth W Conroy	Keller Williams Realty	5	\$4,931,500	2.5	\$2,166,500	7.5	\$7,098,000
153	Serif Soydan	KW Metro Center	1.5	\$867,500	4	\$6,227,000	5.5	\$7,094,500
154	Tanya R Johnson	Keller Williams Realty	7	\$4,922,321	3	\$2,104,251	10	\$7,026,572
155	Candyce Astroth	Samson Properties	3	\$1,990,000	7.5	\$5,027,000	10.5	\$7,017,000
156	Lauren A Bishop	McEneaney Associates, Inc.	1.5	\$936,250	3	\$6,080,000	4.5	\$7,016,250
157	Peter Pejacevich	Middleburg Real Estate	1	\$2,570,500	2.5	\$4,396,000	3.5	\$6,966,500
158	John Moore	Compass	6.5	\$5,630,500	2	\$1,315,000	8.5	\$6,945,500

TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
159	Linh T Aquino	Redfin Corporation	11	\$6,208,000	1	\$680,000	12	\$6,888,000
160	Tanya Salseth	KW United	0	\$0	15	\$6,880,600	15	\$6,880,600
161	Geva G Lester	Keller Williams Realty	2	\$2,059,000	5	\$4,806,000	7	\$6,865,000
162	Jennifer Fang	Samson Properties	3	\$1,674,900	5	\$5,186,500	8	\$6,861,400
163	Joan M Reimann	McEneaney Associates, Inc.	5.5	\$4,725,500	3.5	\$2,099,250	9	\$6,824,750
164	Chris J Colgan	Keller Williams Realty/Lee Beaver & Assoc.	6	\$4,440,000	2	\$2,375,000	8	\$6,815,000
165	Natalie Wiggins	Redfin Corporation	10	\$5,598,077	2	\$1,200,000	12	\$6,798,077
166	Monique H Craft	Weichert, REALTORS	6	\$3,876,000	5	\$2,876,800	11	\$6,752,800
167	Jay V Caputo III	Compass	3	\$3,745,000	2	\$2,974,000	5	\$6,719,000
168	Spencer R Marker	Long & Foster Real Estate, Inc.	9	\$6,368,400	1	\$345,000	10	\$6,713,400
169	Richard Urben	Redfin Corporation	7	\$3,764,500	5	\$2,947,591	12	\$6,712,091
170	Katherine Massetti	EXP Realty, LLC	5	\$3,006,404	5	\$3,698,000	10	\$6,704,404
171	Natalie Vaughan	Compass	2.5	\$2,970,625	4	\$3,725,000	6.5	\$6,695,625
172	Daniel MacDonald	TTR Sotheby's International Realty	4	\$6,657,250	0	\$0	4	\$6,657,250
173	Ram Kumar Mishra	Spring Hill Real Estate, LLC.	6	\$2,769,750	8	\$3,881,900	14	\$6,651,650
174	Jessica E McCain	RE/MAX Executives	4.5	\$5,446,635	2	\$1,200,000	6.5	\$6,646,635
175	Charles K Jones	RE/MAX 100	8	\$6,132,900	1	\$500,000	9	\$6,632,900
176	Gregory A Wells	Keller Williams Realty	4	\$4,164,002	2	\$2,452,790	6	\$6,616,792
177	Hala N Adra	Compass	1	\$1,193,000	3	\$5,380,510	4	\$6,573,510
178	Laura M Sacher	Compass	1	\$525,000	6.5	\$6,043,900	7.5	\$6,568,900
179	Jason Walder	Compass	3.5	\$3,438,875	4	\$3,126,000	7.5	\$6,564,875

RANK	NAME	OFFICE	SELL-ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Frank J Schofield	Summit Realtors	1.5	\$775,000	8.5	\$5,761,080	10	\$6,536,080
181	Diane G Murphy	TTR Sotheby's International Realty	4	\$5,276,000	1	\$1,250,000	5	\$6,526,000
182	Dina V Shaminova	TTR Sothebys International Realty	1	\$1,175,000	8	\$5,329,300	9	\$6,504,300
183	Khaneisha Yvonne Pagan	KW Metro Center	2	\$1,005,000	9	\$5,494,925	11	\$6,499,925
184	Sandra I Leiva	TTR Sotheby's International Realty	1	\$1,149,000	3	\$5,326,000	4	\$6,475,000
185	Stacie M Hennig-Davis	Compass	4	\$3,247,490	3	\$3,222,000	7	\$6,469,490
186	Steven P Cole	Redfin Corporation	4	\$1,633,200	6	\$4,821,000	10	\$6,454,200
187	Ashton A Vessali	Compass	2	\$2,910,000	7	\$3,517,500	9	\$6,427,500
188	Jessica S Richardson	Compass	4	\$4,909,000	3	\$1,517,500	7	\$6,426,500
189	Cheryl H Wood	Redfin Corporation	4	\$3,324,000	3	\$3,082,500	7	\$6,406,500
190	Christina M O'Donnell	RE/MAX West End	3.5	\$3,552,550	3	\$2,790,000	6.5	\$6,342,550
191	Pascale M Karam	Long & Foster Real Estate, Inc.	1	\$2,912,500	2	\$3,422,000	3	\$6,334,500
192	Vicki M Benson	Pearson Smith Realty, LLC	5	\$4,116,354	1	\$2,199,990	6	\$6,316,344
193	Kathryn Emily DeWitt	KW Metro Center	1	\$630,000	9	\$5,680,000	10	\$6,310,000
194	Andre Amini	TTR Sothebys International Realty	0.5	\$2,100,000	1	\$4,200,000	1.5	\$6,300,000
195	Ramaswamy Balasubramanian	Keller Williams Chantilly Ventures, LLC	1	\$476,000	7.5	\$5,797,513	8.5	\$6,273,513
196	Matthew David Ferris	Redfin Corporation	2	\$667,750	9	\$5,604,550	11	\$6,272,300
197	Thomas R Moffett Jr.	Redfin Corporation	7	\$4,613,700	2	\$1,650,000	9	\$6,263,700

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
198	Monique M Milucky	Berkshire Hathaway HomeServices PenFed Realty	1	\$280,000	9	\$5,982,000	10	\$6,262,000
199	Aaron Podolsky	Compass	5	\$3,862,842	3	\$2,380,000	8	\$6,242,842
200	William R Davis	Century 21 New Millennium	5	\$6,237,500	0	\$0	5	\$6,237,500
201	Francesca Keith	Avery-Hess, REALTORS	2	\$3,035,000	4	\$3,180,000	6	\$6,215,000
202	Lisa A Wallace	Keller Williams Fairfax Gateway	5	\$3,231,000	5	\$2,977,000	10	\$6,208,000
203	Benjamin J Grouby	Redfin Corporation	11.5	\$6,198,881	0	\$0	11.5	\$6,198,881
204	Theodore Lodge	Slones Real Estate	7	\$4,030,022	4	\$2,148,495	11	\$6,178,517
205	Joan B Shannon	Compass	2.5	\$3,390,000	1.5	\$2,775,000	4	\$6,165,000
206	Raya Fridental	Redfin Corporation	11	\$4,893,600	3	\$1,266,500	14	\$6,160,100
207	Kevin E LaRue	Century 21 Redwood Realty	8	\$5,287,500	1	\$865,000	9	\$6,152,500
208	Michelle Lynch	Classic Cottages Realty, LLC	3	\$6,111,320	0	\$0	3	\$6,111,320
209	Dilara Juliana-Daglar Wentz	KW United	3	\$1,514,000	7	\$4,593,552	10	\$6,107,552
210	Stephanie Pitotti Williams	KW Metro Center	1	\$1,275,000	7	\$4,826,000	8	\$6,101,000
211	Ashley C Leigh	Linton Hall Realtors	6.5	\$4,713,606	1	\$1,375,000	7.5	\$6,088,606
212	David L Smith	Coldwell Banker Realty	1	\$237,000	7.5	\$5,844,500	8.5	\$6,081,500
213	Kristy M Odendhal	Long & Foster Real Estate, Inc.	5	\$4,337,500	2	\$1,742,500	7	\$6,080,000
214	Pamela A Jones	Long & Foster Real Estate, Inc.	7	\$5,640,000	1	\$430,000	8	\$6,070,000
215	Karen L Sparks	Century 21 Redwood Realty	3.5	\$2,642,000	4	\$3,418,500	7.5	\$6,060,500
216	Kyle R Toomey	Compass	3	\$1,422,000	7	\$4,629,110	10	\$6,051,110
217	Jeremy G Browne	Century 21 New Millennium	5	\$4,842,000	2	\$1,202,500	7	\$6,044,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
218	Alasgar Farhadov	Compass	4	\$5,360,000	1	\$672,500	5	\$6,032,500
219	Angela M Kaiser	Redfin Corporation	2	\$1,137,500	5	\$4,868,000	7	\$6,005,500
220	Jeannene R Marconi	Hunt Country Sotheby's International Realty	3.5	\$4,549,000	0.5	\$1,450,000	4	\$5,999,000
221	Juliet Y Lee	Realty One Group Capital Properties	5.5	\$2,952,050	5	\$3,044,000	10.5	\$5,996,050
222	Amit Lall	Coldwell Banker Elite	3	\$1,506,000	9	\$4,482,311	12	\$5,988,311
223	Jennifer Mack	EXP Realty, LLC	5.5	\$3,591,100	2	\$2,390,000	7.5	\$5,981,100
224	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	6.5	\$3,405,650	5	\$2,570,500	11.5	\$5,976,150
225	Kelly K. Ettrich	Century 21 Redwood Realty	3	\$2,636,000	5	\$3,336,000	8	\$5,972,000
226	Robert C Clark	Redfin Corporation	9	\$5,966,500	0	\$0	9	\$5,966,500
227	Angela Murphy	Keller Williams Capital Properties	1	\$1,202,500	5.5	\$4,755,000	6.5	\$5,957,500
228	Judith C Ramsey	National Capital Real Estate	5	\$5,293,000	1	\$650,000	6	\$5,943,000
229	Shoshanna Tanner	Compass	4	\$3,410,500	3	\$2,516,900	7	\$5,927,400
230	Barbara G Beckwith	McEneaney Associates, Inc.	3	\$4,295,000	1	\$1,625,000	4	\$5,920,000
231	Sarah Bunn	Long & Foster Real Estate, Inc.	1	\$255,000	7	\$5,661,500	8	\$5,916,500
232	Douglas Ackerson	Redfin Corporation	3	\$1,954,904	6	\$3,958,500	9	\$5,913,404
233	Juli A Hawkins	Redfin Corporation	14	\$5,895,300	0	\$0	14	\$5,895,300
234	Ning Zeng	Samson Properties	3	\$1,909,000	4	\$3,963,000	7	\$5,872,000
235	Akash Dave	KW United	4	\$1,502,320	4	\$4,360,000	8	\$5,862,320

Disclaimer: Information based on MLS closed data as of April 5, 2022, for residential sales from January 1, 2022, to March 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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The Bell Team

MELISSA BELL

Vice President, Branch Manager | NMLS ID # 450558

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
236	Christopher J Dudley	Berkshire Hathaway HomeServices PenFed Realty	1	\$310,000	7	\$5,546,020	8	\$5,856,020
237	Olivia Adams	Compass	1	\$435,000	5.5	\$5,412,420	6.5	\$5,847,420
238	Roxanne B Watts	Coldwell Banker Realty	5	\$3,860,000	2	\$1,978,000	7	\$5,838,000
239	William S Amery	Long & Foster Real Estate, Inc.	1	\$867,500	2	\$4,962,500	3	\$5,830,000
240	Branden L Woodbury	Redfin Corporation	12	\$5,820,599	0	\$0	12	\$5,820,599
241	Heidi F Robbins	William G. Buck & Assoc., Inc.	3	\$4,519,150	2	\$1,295,500	5	\$5,814,650
242	Janel L Hansen	Berkshire Hathaway HomeServices PenFed Realty	1	\$520,000	6	\$5,267,312	7	\$5,787,312
243	Jane E Webb	Casey Margenau Fine Homes and Estates, Inc.	2	\$3,599,900	1	\$2,175,000	3	\$5,774,900
244	Ashley H Tauzier	Berkshire Hathaway HomeServices PenFed Realty	6	\$3,765,000	4	\$1,994,500	10	\$5,759,500
245	Reshawna S Leaven	KW United	4	\$3,380,000	4	\$2,354,890	8	\$5,734,890
246	Tracey K Barrett	Century 21 Redwood Realty	4	\$2,638,000	5	\$3,087,000	9	\$5,725,000
247	Kara Chaffin Donofrio	Long & Foster Real Estate, Inc.	0	\$0	7	\$5,714,000	7	\$5,714,000
248	Desiree Rejeili	Samson Properties	3	\$1,827,500	6	\$3,868,800	9	\$5,696,300
249	Helen Johnson	Compass	6	\$4,505,300	2	\$1,189,999	8	\$5,695,299
250	Jonathan Granlund	Real Broker, LLC	8	\$3,874,160	2	\$1,802,000	10	\$5,676,160

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