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FACEVEDO@ICMTG.COM
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Kristin Brindley
Publisher



Ellen Buchanan
Editor



Wendy Ross
Operations Manager



Jaime Lane
*Executive Assistant &
Publishing Manager*



Jess Wellar
Writer



Zachary Cohen
Writer



Ryan Corvello
Photographer



Bobby Cockerille
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➤ publisher's note

HAPPY
THANKSGIVING!

Dear NOVA Real Producers,

Happy November! November is a month of gratitude... It's a time to reflect on the current year and the year to come, and to say thank you to all the important people in our lives. Veterans Day is also this month. Thank you to all of our veterans!

We are grateful to have been able to gather together with our DC Metro Real Producers sister community at the end of September at FedEx field for our NFL Game Day 2022. Check out the fun photos from our joint Game Day festivities on pages 58 to 65!

We are so grateful for our amazing NOVA Real Producers community! Our mission is to connect, inform, and inspire this community. It is a badge of honor to be a Real Producer. Receiving this publication means YOU are in the top .05 percent of your industry. Congratulations!

One of the things that I'm always amazed to see is how much this tribe takes ownership for their impact on the Northern Virginia area and gives back to the community. Thank you all for all you do!

Thank you to our features who have shared their stories to inform and inspire this amazing, best-of community. Our favorite part of publishing is interviewing such talented, wonderful human beings!

Thank you to our preferred partners, without whom none of this would be possible. We are thankful for their support and for the Real Producers who referred them to us. As you know, all of our preferred partners have been referred and vetted by other Real Producers, giving us the most well-curated list of top industry partners in the area. If you would like a personal introduction to

any of our partners, please feel free to contact me. I'd love to help!

Last, but certainly not least, thank you to my team. The team here cares about our Real Producers community, our standards, and the voice we give to you, the Real Producers! Thank you Ellen, Ian, Wendy, Jaime, Ciso, Ellie, Mark, Carl, Gina, Lexy, Jess, Zach, and Ryan. Thank you!!!!

If you haven't joined our private Facebook group, don't miss out! We publish your responses to "We Ask" questions in the private group. Also, be sure to check out our cover story and partner spotlight interviews on our YouTube channel!

With gratitude,



Kristin Brindley
Owner/Publisher
NOVA Real Producers
313-971-8312
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▶▶ we ask...you tell!

Do you travel for Thanksgiving?



TANYA JOHNSON
Keller Williams Realty

The weekend before Thanksgiving, all of my family and friends travel to Virginia Beach to participate in the K5K-A Run For Kendra (www.k5k.run) in honor of my youngest sister, Kendra, who died 10 years ago. The K5K raises money for college scholarships for kids that have lost a parent to cancer. The actual weekend of Thanksgiving, we watch the VT Hokies beat UVA in football!



MOLLY FLORY
Old Republic Home Protection

Not usually. Prefer celebrating at home.



MEGAN HICKS
The Junkluggers of Gainesville, Virginia

I used to travel for Thanksgiving when my family lived closer, but now that everyone is spread out in different states, I always try to host Thanksgiving as much as possible. It's hard to be in 10 places at once, so it makes it easier when the family comes to me!



DILYARA DAMINOVA
Samson Properties

I don't travel for Thanksgiving; I try to stay home with the kids. I do travel before Thanksgiving, and this year, am going to Germany.



DESIREE REJEILI
Samson Properties

Thanksgiving, I don't travel. I want to spend time with the family, and this year, I'll be doing Thanksgiving at my house. I am so excited to host this year with my kids and grandkids!



JOHN GOODWYN
Pearson Smith Realty

I go to Richmond every year. I know nothing but travel for Thanksgiving and Christmas, and bounce around to three different houses — my parents' house, my aunt's house, and also the in-laws'. We eat well!



MICHELLE DOHERTY
RLAH Real Estate

No. I grew up here in NOVA my entire life. So we do Thanksgiving all together on the same street we grew up on.



JONATHAN ASFOUR
Samson Properties

Usually, no. I typically travel to Fairfax to my mom's house.



FELICIA BREWSTER
RLAH Real Estate

No, I guess I don't. My fiancé's parents live here and we normally spend it with them.



MATIAS LEIVA
Keller Williams Chantilly Ventures

I don't travel. We've talked of going to the Caribbean, but we are unsure right now.



KHANEISHA PAGAN
KW Metro Center

I do travel. We always go to Las Vegas to visit my dad's side of the family.



BRITTANY FLOYD
Pearson Smith Realty

No, we actually host. I love having family at my house. Every year, we have our families and friends over. It started as an easy way to stay home with young kids and evolved into a yearly tradition to host.



CATHY POUNGMALAI
eXp Realty

I like to stay home, and also love going to The Omni Homestead Resort in southern Virginia and The Inn at Gristmill Square bed and breakfast.



MEG CZAPIEWSKI
Keller Williams Realty

Yes, lately we've been going to Myrtle Beach. My daughter lives there with three grandchildren and we bought a home down there.



CASI CAREY
eXp Realty

Usually, no. Normally, my sister and her family come to visit wherever I am living at the time.



STEVE MCILVAINE
KW United

Sometimes. We've been going down to our beach house that we bought last year. That was fun, and we might be going back this year.



JORDAN BECK
Compass

Yes. My husband and I, for the last few years, have traveled somewhere warm. Jamaica last year and Mexico the year before. Thanksgiving is for us!



KELLY STOCK BACON
ERA Teachers, Inc.

No, I do not. I actually spend that time here at home. My dad is here in Ashburn, and we spend Thanksgiving here with him. It's usually just my dad and the four of us.



ELLA CONTRERAS
Casals, Realtors®

Yes. Every other year. Some years in Virginia and some years in Illinois.



JJ GAGLIARDI
Changeover Media

We go to South Carolina and have a seafood Thanksgiving feast with my parents!

...

...



IRBY "DEE" FOGLEMAN
HuberWilmot Moving & Storage, LLC
 No travel; we usually host Thanksgiving and I get to watch my Cowboys play!



JOSH FRIEDSON
Guaranteed Rate
 Travel for Thanksgiving below, and after, we fly to Florida on Friday to see the in-laws. We "travel" all the way to D.C., where we feed the hungry. Washington Hebrew Congregation, Annunciation Catholic Church, and Saint Alban's Episcopal Church are teamed up. My grandfather started this outreach program with four friends (brotherhood) 60-plus years ago, and we just served our 500-thousandth meal.

Washington Hebrew Congregation, Annunciation Catholic Church, and Saint Alban's Episcopal Church are teaming up to make sure everyone has a Thanksgiving meal this year. Staff will cook and package meals that will be available for pickup on Thanksgiving Day from 10 a.m. until 12 p.m. at Washington Hebrew Congregation. Meals are free to anyone in the community, and masks and social distancing are required when picking up food. Donations can be made here or people can join me in donating their time.



CANDYCE ASTROTH
Samson Properties
 This year, I will travel for Thanksgiving to New York as my daughter Amanda is due with my fourth grandchild in early December.



GREG WELLS
Keller Williams Realty
 No travel planned. All of our family is local.



KELLY KATALINAS
Fairway Independent Mortgage Corp.
 We no longer travel for Thanksgiving, but we did quite a bit when our children were younger!



RITU DESAI
Samson Properties
 Yes, we have traveled and celebrated Thanksgiving from Mexico to Iceland to south-east Asia. Even though some of these countries do not celebrate, we find a way to watch Thanksgiving football from anywhere we are.



SUE SMITH
Compass
 Thanksgiving is our favorite holiday. We love celebrating and appreciating with family and friends. We host Thanksgiving at our home with our local family and friends, and introduce a "new dish" every Thanksgiving. We don't travel; instead, we use the holiday and long weekend sharing our gratitude and preparing for the next holiday season.



ARTURO FERREIRA
Best Side Story Media
 Not at all. We have three little kids.



RENEE CONRAD
Keller Williams Realty
 I usually don't. Up until the last couple of years, the COVID years, we had hosted a friends-and-family dinner at our church. It's become kind of a tradition to have an expanded friends-and-family Thanksgiving. My husband Joe is a chef, and we have recently hosted Thanksgiving at Oak Steakhouse in Alexandria, where he serves as the executive chef.



DIEGO ABREGU
Keller Williams Realty
 I do not usually travel. It changes. It's me, my mom, and my brother. We might actually host Thanksgiving at our house this year because we just recently bought it!



CRISTINA DOUGHERTY
Long & Foster Real Estate
 We do not travel for the Thanksgiving holiday. All of our family is local, and we make the best of it. This year, we will have our freshman daughter home from college, and she will want to spend some time with her horse and dog too.

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3

ADDITIONAL, ORGANIC LEAD-SOURCE FUNNELS to Gain More Clients

Growth in real estate is all about adding new clients into the funnel. Every REALTOR® has their own ways of generating clients, but the most successful have multiple lead-source funnels to generate business. In my experience, some of the greatest value I can provide my Realtor clients is educating them on additional ways they can grow their business — and with strategies other agents aren't willing to use. I would like to share three of these organic lead-source funnels in the hopes that it will allow you to create more clients in 2023.

Social Media Direct Messages

The common message in this article is that video is your friend. Using short-form or long-form videos will help you gain clients by growing your business exposure. Take the time several days a week to post story videos to your Instagram and Facebook profiles to gain immediate exposure, then review the views to see who is checking out your content.

If the same people are watching your content, reach out to them through a social media direct message and see if they have any additional questions regarding the topic. This is a great way to create engagement, especially with people who follow you on social, yet you don't have a direct relationship. Reach out to them as they may have a real estate need!

Organic Video Content (YouTube)

YouTube is the ultimate secret weapon when it comes to organic leads, and creating a 24/7 selling proposition for your real estate business. There is a ramp-up period when growing your YouTube channel, but it's also a medium most Realtors don't use but is the second most visited website in the world. Write down a top 10 to 15 list of video topics that your database would find valuable and start

shooting. The camera is your friend so don't hesitate to get started.

I've been using YouTube to post educational content for several years, and I speak to two to five people a week who email or call me from "discovering" me in organic search. If you could get 1,000 to 5,000-plus more views from an interested audience to your real estate business monthly, what would that mean for your business?

Client Appreciation Events

The end goal of all your marketing efforts is to get face-to-face with people who may want to buy or sell in the future or will refer you to someone else who wants to buy or sell. Doing two to three client appreciation events yearly will help you stay in front of

your database and expand those relationships. Client appreciation events don't need to be expensive. These events can be whatever you want them to be, but not doing them can ultimately cost you business down the road. You can set up these events at any time, but I have seen great success with clients when they are held in the fall, at Christmastime, and in early spring. What a great way to create future referral business by getting back in front of your database.

As the market continues to shift, creating additional lead-source funnels is more important than ever. If 50 percent or more of your business comes from one lead-source funnel, look at how you can diversify to keep your business operating at a high level.



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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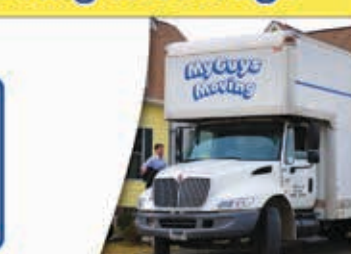



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6

KEYS to a Successful Direct Mail Marketing Campaign

DIRECT MAIL MARKETING CAMPAIGNS CAN BE A BENEFICIAL RESOURCE FOR REAL ESTATE AGENTS. FOCUS ON THESE KEY TIPS FOR SUCCESS WHEN PLANNING YOUR NEXT MAILING.

1. CHOOSE YOUR TARGET AUDIENCE WISELY.

One of the first steps to a successful direct mail marketing campaign is to choose your target audience wisely. Choosing the right target audience will make sure your mailings are well received and valuable to the recipients. Typical target audiences include specific home types, homeowners at a specific tax-assessed value, homeowners who have lived in their homes over a certain number of years, or particular streets and neighborhoods.

2. INCLUDE A CLEAR CALL TO ACTION.

To make your direct mail marketing campaigns useful, be sure to include a clear call to action. A clear call to action will encourage your potential clients to pick up their phones, visit a website, or interact with your content. To secure those interactions, be sure to make your call to action catchy, low risk, and beneficial to your clients.

3. USE CLEAN AND MODERN DESIGN TO YOUR ADVANTAGE.

Clean and modern design will help show your clients that you're professional, knowledgeable, and competitive. Use high-quality photos that showcase the properties you work with, and use simple, clean fonts for a top-quality feel.

4. MAKE YOUR CONTACT INFORMATION EASY TO FIND.

If you're sending out mail, you must include your contact information in an easy-to-find spot and in an easy-to-read font. You don't want recipients to feel like they have to work too hard to get in touch with you.

5. PERSONALIZE YOUR CONTENT FOR YOUR CLIENTS.

An effective way to create an eye-catching and successful direct mail marketing campaign is by

personalizing content for your clients. You can rely on variable data, personalized URLs with personalized landing pages, and more to make your clients feel like you're specifically looking to get in touch with them.

6. CREATE A WELL-ROUNDED CAMPAIGN.

Another great way to ensure your direct mail marketing campaign is successful is by creating a well-rounded campaign. Link your direct mail campaigns to your business websites and social media pages using QR codes to guide the consumer to more information quickly. These well-rounded mailings and messages will help you make stronger connections and develop a solid and trustworthy brand for your business.



With more than 25 years of experience, Todd Lebowitz is CEO and owner of My Marketing Matters, which he runs with his business partner Ram Devaguptapu. Together, they have grown the company to be a recognized leader in real estate marketing with more than 20,000 clients locally, regionally, and nationwide.

ABOUT MY MARKETING MATTERS

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

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WORDS OF WISDOM FROM THIS MONTH'S FEATURES



LIZZIE HELMIG
 Keller Williams Realty
 “A solo agent with all the support systems can actually sell and profit more than an agent with a team. It took me a while to leverage and let it go because I always wanted to be the person to do it all for my clients, but as my business grew, I started delegating and building a support team that shared my vision, and my business continued to grow.”



FELIX OTCHERE
 Pearson Smith Realty
 “Go after whatever you want. Don’t let others’ opinions of you negatively affect any goals that you are trying to achieve. There are enough resources for all of us to be successful, so be kind and help others when they need it.”

A Word from Our Preferred Partner:



KARA CHAFFIN DONOFRIO
 Long & Foster Real Estate
 “I’d rather be a small fish in a big pond. I love opportunities to learn under people who are bigger and better than you.”
 “I love the high energy of the DMV. It’s a place of growth and expansion. I’m attracted to the diversity of thought, and entrepreneurs and business owners that want to make a difference in the world.”



AMINA BASIC
 Cyberbacker Virginia
 “We are a virtual company that assists business owners in running their business — websites, social media, marketing, bookkeeping, you name it.”
 “We remotely train employees for two full weeks after getting a job description from our client... The employees are very helpful, highly intelligent, articulate, and always friendly because we conduct an extremely thorough screening process.”



AMINA BASIC

CYBERBACKER VIRGINIA



▶ partner spotlight

By Jess Wellar
Photos by Ryan Corvello

LOCAL LEVERAGE WITH GLOBAL SOLUTIONS

Amina Basic knows what it feels like to be overwhelmed and in desperate need of help to scale a business on a budget.

“As the operating principal at Keller William’s McLean/Great Falls office, my number one goal is to make my agents’ lives easier, so that was my cue,” Amina recalls.

Amina says she began working with Cyberbacker, Inc., to help her agents remotely manage their business priorities and stay organized, but she quickly realized how novel the experience was. So she joined the company as a franchise owner in 2020 and is grateful to have found the solution to help her agents achieve more balance in their

daily lives and carve out more time for her own priorities as well.

“Twenty-four hours in a day were simply not enough; I used to work 50 hours a week, and I even had a personal assistant in-house,” Amina explains. “I was married with two kids and 300 agents to manage at KW. I tried employing other companies first to help and became extremely frustrated. Then, I got a call from Cyberbacker.”

“I’ve been a franchise owner of Cyberbacker Virginia for two years now and I can’t imagine my life without their help. It would be rough,” Amina chuckles. “It really is another level of service that I’ve never experienced before — at a fraction of the cost — without the nightmare of

recruitment and unnecessary overhead associated with new staff acquisitions.

Amina notes that Cyberbacker Virginia also offers remote assistance for other industries that do not require any license or a physical presence.

“We are a virtual company that assists business owners in running their business — websites, social media, marketing, bookkeeping, you name it. We started with REALTORS®, but we have other businesses like title companies, doctor offices, and small business owners that really just need help in retaining their customers while adding new clients,” she explains.

Cyberbacker, Inc., was established in Ogden, Utah, in 2018 with





“

If you find the time to get to know our helpers, you'll know you are hiring them not just for their skills, but also their culture and, most importantly, their values.

grow their customer base. Everybody wants an easy 'button' to click, just like Amazon Prime.”

“Thankfully, we live in a new world where borders don't hold us back from hiring the right people anymore, and that inclusivity and respect in diversity has drawn me into becoming a part of this movement,” she says, “to allow businesses to grow while also creating an equal opportunity for great talent that can be found anywhere.”

Amina says that she prides herself on hiring a mix of different people and feels a certain level of fulfillment by helping individuals on a global scale, as she herself is a refugee that came to America from war-torn Bosnia.

“If you find the time to get to know our helpers, you'll know you are hiring them not just for their skills, but also their culture and, most importantly, their values. We try to help people around the world take care of their families while we're taking care of



approximately 80 clients on their roster at the time. In less than four years, the company now has 41 franchises all across the U.S. and is currently servicing close to 3,500 clients from various industries.

“Cyberbacker Virginia has about 100 clients that we help in our area,” Amina says. “But most of our workers are from the Philippines and work U.S. hours. They are very helpful, highly intelligent, articulate, and always friendly because we conduct an extremely thorough screening process.”

Amina adds that Cyberbacker, Inc., conducts, on average, almost 5,000 interviews per week to vet candidates, and clients can request a specific skill set ahead of time. But what really sets Cyberbacker apart is their willingness to provide training before the virtual assistant even starts.

“We actually care about our clients and what they need, so we remotely train employees for two full weeks after getting a job description from our client, and we make it a priority to train employees on what our clients need before they start — so it's on our time, not theirs,” she explains.

As Amina looks toward the future of her industry, she sees a bright outlook for virtual assistance — a trend that was already gaining traction before 2020, but has no doubt been accelerated by a worldwide pandemic.

“From a global standpoint, people value their personal time more than ever and want help from wherever they are in the world. Everything is virtual since COVID, and it's forcing us to work differently. Unfortunately, businesses are losing right now by not being able to hire enough great employees and still



ours. It's a win-win. We can help scale your business — otherwise, you're like a hamster in a wheel.”

Amina also says she relishes the opportunity to help others reclaim more free time to be with the ones they love, as well as succeed in their business endeavors.

“As a franchise owner, the road I've taken is not easy, but it's worth it. It feels great to be part of the solution. Because Cyberbacker Virginia is here, you don't have to neglect your personal dream of taking a vacation or spending more time with your family because you're stuck with endless tasks. Don't get me wrong, being busy is great ... until it begins to take over your well-being.”

“We really want to help small business owners. They are struggling because, eventually, they tend to run out of energy and resources,” Amina concludes. “And Cyberbacker is an efficient way of keeping costs down while providing a red-carpet service for new and existing clients.”

To learn more about leveraging your business with Cyberbacker Virginia, visit www.cyberbacker.com or check them out on Facebook: [@cyberbackervirginia](https://www.facebook.com/cyberbackervirginia).

 **CYBERBACKER**



Amina Basic is married to her husband, Sead, and the couple has two 'amazing' children, a daughter, Alleah (23), and a son, Gianni (18.) “I was a sports mom until recently,” Amina says with a laugh. “But now my youngest, Gianni, has graduated from high school and is getting his real estate license, and my daughter is pursuing her master's degree. I love spending time with both of them when we have a chance, and I also absolutely love traveling and reading.”

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KARA CHAFFIN DONOFRIO

Home Is Where the Heart Is

"I love the high energy of the DMV. It's a place of growth and expansion. I'm attracted to the diversity of thought, and entrepreneurs and business owners that want to make a difference in the world," Kara Chaffin Donofrio begins.

Even though she was born a Texan, Kara's adopted hometown of Annapolis, Maryland, has shaped her in ways she couldn't have imagined. The DMV has not only shown her all that she is capable of as a REALTOR®, wife, and mother, but its high-spirited and ever-developing environment has pushed her to be a successful business owner and a great advisor in the busy arena of real estate. Kara couldn't be more thrilled to show newcomers how to make her favorite place in the world their home too.

COMMUNICATION 101

Right after graduating from Penn State University in 2004, Kara began her career as a sales and marketing manager for new home builder NVHomes. She learned the essentials of how to be a good agent, however, she realized something was lacking in the Realtor-client relationship: basic communication.

"How do you get to the heart of what someone is looking for? We learn how to work the transactional — the contracts and mechanics of this business — but the art of communication to find the needs of a client is very nuanced and not taught in most brokerages," she explains.

Kara understood how the fast-paced and intimidating world of home-buying could be an overwhelming experience. She focused on getting to the true heart of her client's needs so they felt supported, understood, and more confident in their home purchase decision.

...





Kara Chaffin Donofrio prioritizes family time.

her heart was pulling her in a different direction. She missed having the ability to focus on building and growing her own real estate business.

BACK TO BUSINESS AND FAMILY

“Where Attention goes Energy flows; Where Intention goes, Energy flows!” —James Redfield

After much prayer for guidance, her husband’s loving support, and an expensive yet profound opportunity to work with a sought-after business coach, Kara was back in the game. Without sacrificing her personal time, she revamped her own business in 2019, now called KCD of Long & Foster Real Estate. Her team currently serves the DMV market and recently expanded to serving her hometown of Annapolis as well.

Kara also came to discover a new passion: encouraging and educating entrepreneurs. She directed her newfound enthusiasm toward building community and mentoring agents, friends, and business leaders on how to bring clarity regarding their goals, dreams, and visions for their businesses and life.

“I like to help people see a vision bigger than themselves,” she says.

Kara now hosts a podcast called *Soul Inspiring Business* which highlights her personal insights on how to maximize one’s gifts and manifest miraculous outcomes in business and life. The show also features entrepreneurs and business owners from around the world, intending to inspire endless hope and possibilities. Kara also began *Coffee with Kara* events that promote and support local coffee shops while volunteering as a community resource for any real estate inquiries or guidance.



With all her success as a Realtor, business owner, and podcaster, and the go-go-go of this industry, nothing means more to Kara, though, than the quality time she enjoys with her family. Whether she and her husband spend a day at the beach with their three children or a movie night at home, she is constantly reminded that her home is where her heart is.

Four years later, with many satisfied families in their new abodes, Kara was excited to have cracked the code to better understand and interact with her clients. In 2008, after a brief yet memorable experience in California, Kara began again as a solo agent in the DMV and joined the Bethesda Gateway Office of Long & Foster Real Estate.

SMALL FISH, BIG POND

The opportunity to work under well-versed Realtors was something Kara did not take for granted. She was on the fast track to success, striving to find new opportunities to learn how to best build her business.

“I’d rather be a small fish in a big pond,” she says with a smile. “I love opportunities to learn under people who are bigger and better than you.”

By 2014, with the counsel and support of her peers, Kara went on to build a \$20 million business.

Following the success of her thriving business, the management team of Long & Foster Real Estate decided it was time for her to climb the ladder and become a managing broker. Very soon after she was presented with this offer, Kara married the love of her life, Andrew, and became pregnant with their first child.

Preparing to embark on the journey of parenthood, Kara believed this opportunity to manage a real estate team of her own would allow her to balance her busy work and home life. However, with the promotion came more responsibility. Kara’s work soon began to take away the quality time she desired to have at home with her growing family. While she loved leading agents and teaching them how to build a thriving business,

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FELIX OTCHERE



► rising star

By Jess Wellar
Photos by Ryan Corvello

The Well-Rounded, Relatable REALTOR®

What makes Felix Otchere such a rarity? For starters, he's managed to become a successful, part-time real estate agent while holding down a full-time job and coaching gigs.

"I'm not sure how to explain it, it just sort of came out of nowhere," Felix shrugs. "One evening, in the fall of 2018, I was sitting around thinking I needed some sort of challenge to pursue. Life had gotten stale. In that moment of boredom, I remember I was in the shower ... and I decided I'd reach out to my old REALTOR® and ask what it takes to get my license."

Felix started attending classes the following week and was licensed by February 2019. He joined Pearson Smith Realty in their Ashburn office, and notes he didn't do very much at first; he was just content that he had obtained a license.

"I chose real estate because I knew it would give me a great opportunity to be able to move at my own pace and have a long career," Felix recalls. "Eventually, my mother-in-law moved and I sold her house, so that was my first transaction. And it was a huge relief to get that first one out of the way and under my belt."

Felix says 2020 was basically the lost year, given the pandemic. Then, all of a sudden, he sold a house for a friend in January of 2021 and business started to cascade at once.

"That one sale started a snowball effect — everything just kind of exploded after that. I have a pretty good network of friends, and I started reaching out to people. I guess I just did that second deal and started to put myself out there more," Felix explains. "I didn't come in with a plan or a mentor, and I didn't have anyone to shadow. I was working full-time and have two boys, and I coach their sports so I was still busy."

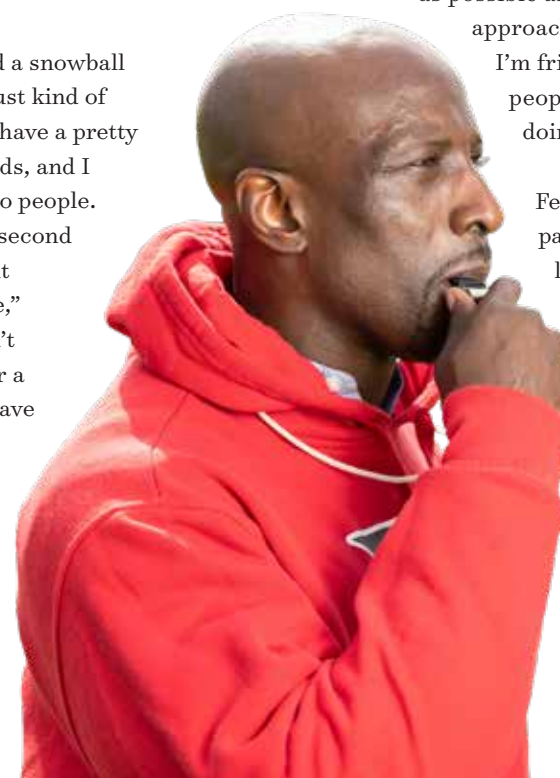


"But I was honest, I told people that I still had a lot to learn, but I would work my butt off and make the process as smooth as possible and not let anything happen to them. My approach and my personality has helped me a lot, I'm friendly, I'm relatable, and I love to work with people. My personality is not aggressive, I'm just doing my best to make my clients happy."

Felix's unique approach to business has started to pay off; he closed eight transactions in six months last year — from May to November 2021 — for a total of \$9 million in sales volume, and has almost \$4 million in sales as of this writing in early August 2022.

Felix has also received his fair share of accolades lately, recognizing his success: he was named Homesnap's Fastest Growing Agent in 2021, an NVAR Top Producer in 2021, a Pearson Smith Top Producer in both May and August

...





Felix Otchere has been married to his wife Vicki for almost 12 years, and the couple has two sons, Elijah (11) and Quincy (7). Felix notes that the family is active, loves sports, and that they are all very competitive. “My wife and I both exercise regularly and have passed that onto our sons, as they love being active as well. But we also love just hanging out as a family to chill and listen to music,” he says. The family also has a pair of four-legged friends, a pitbull mix named Kaya and a French bulldog, Koko.



coaching youth sports and just spending time with his family.

“Success, for me, means that I tried my best and had a positive impact on others. But my family is the most important thing in the world to me, and their happiness is my driving force. I grew up in NoVa and love it here... I’ve never wanted to be anywhere else.”

realize their lifelong dreams to become homeowners.

“Purchasing a house is probably the most important thing that most people will do in their lives, and it’s very fulfilling to watch people achieve that. I also enjoy helping people navigate through their decision-making process and relying on me to help them through it all.”

“There’s an enormous amount of trust put into an agent,” he continues. “And it’s rewarding to see people come in scared or nervous, and for me to be able to calm them down, trust me, and then show them how we’re gonna do this.”

Felix encourages anyone thinking of jumping into real estate to do so without fear or hesitation, saying “Go after whatever you want. Don’t let others’ opinions of you negatively affect any goals that you are trying to achieve. There are enough resources for all of us to be successful, so be kind and help others when they need it.”

When Felix isn’t occupied with project management or busy helping clients find a home, he says he enjoys

of 2021, and was welcomed to the Pearson Smith Realty Producers Club with over \$10 million in sales as of April 2022.

With so much momentum going for his real estate business, Felix surprisingly says he isn’t tempted to go full-time as an agent. After attending West Virginia University, where he studied journalism and advertising, he has been working in software development for over 15 years and has no plans to quit.

“I currently work full-time as a project manager for a government contractor in Northern Virginia and I enjoy what I do, with the flexibility to still meet clients and take calls,” Felix says. “I also coach youth sports since my sons play football and basketball. And as long as I can do both jobs and coach, I will. Real estate is very demanding, but almost everything can be done from the phone. I can put aside time between meetings because my week is pretty laid out for me, and I have a cadence... You make it work if you want it.”

Felix says the most fulfilling aspect of being an agent is helping clients



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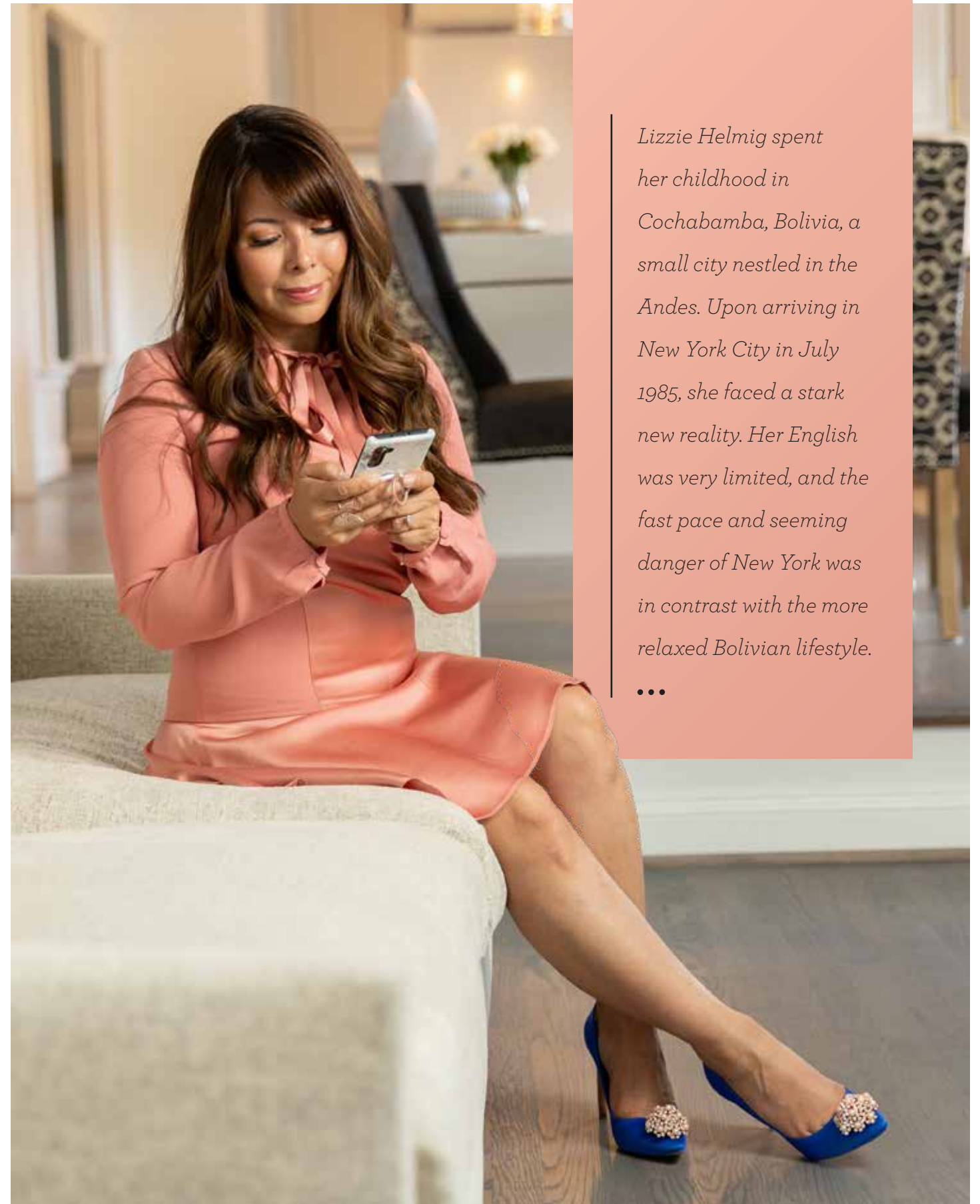
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lizzie
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evolution of a leader



Lizzie Helmig spent her childhood in Cochabamba, Bolivia, a small city nestled in the Andes. Upon arriving in New York City in July 1985, she faced a stark new reality. Her English was very limited, and the fast pace and seeming danger of New York was in contrast with the more relaxed Bolivian lifestyle.

...



...

Lizzie adapted, learning the language quickly and adjusting to new customs, but she never completely felt at home in the Big Apple.

“I started feeling at home when I moved to Virginia in 2001. I felt like I was close enough to New York, to my family, but I was here by myself, on my own,” Lizzie reflects. “I made it my home.”

In Virginia, Lizzie found a sense of belonging. She connected with the area’s sizable Bolivian population, giving her the chance to be a part of the culture she was born into. Simultaneously, she began to forge her own path ahead, trailblazing a road that would eventually lead her into real estate.

Real Estate Comes Knocking

Lizzie spent over a decade in banking and finance. She also helped her mother prospect for her real estate investment business. During this time, Lizzie discovered a passion for real estate. She also realized that she wanted to be in a role where she could implement her management, customer service, and negotiation skills. A career in real estate sales was a logical and exciting next step.

Lizzie began her real estate career in 2012. After a short stint at a boutique brokerage, she joined a mentorship program with RE/MAX. That’s where she learned the tools and skills to get her business off the ground.

“When I started real estate, it was a very intimidating move to go from a salaried job with paid vacations to basically becoming a business owner,” Lizzie recalls. “But I found a mentor who had been in real estate for 40-plus years. He mentored me for about two years, helping me really get started... I started farming my neighborhood and hosting an open house every weekend for other agents. I started building a database, and it began to take off. Three months into it, I became the preferred listing agent in my neighborhood.”

Over the next 10 years, Lizzie’s business grew 30 to 50 percent annually, peaking at 108 transactions for nearly \$50 million in 2021.

...



FUN FACT

Lizzie Helmig and her husband, Brian, love to travel internationally. Their most recent adventure was a National Geographic expedition through Europe. It was the first time in 10 years that Lizzie took a vacation and didn’t tune into work daily.

“

**AS I GROW ...
I JUST WANT
IT ALL.**

*I want to keep
thinking bigger and
continue helping
families achieve their
American dream.*

”



...

Lizzie Helmig opened her own brokerage, Metro House, in September 2022.

Committed to Success

Lizzie credits her success — at least partly — to her commitment to coaching and education.

“It’s so important to me to be focused on learning so I can improve. For example, I went to Harvard Law School for a negotiations course in 2018. I’ve taken just about every negotiation course here in Northern Virginia. I’ve always had a business coach,” Lizzie explains. “Very early on, I decided I wanted to do things differently; I wanted to have an arsenal of skill sets to be able to provide my clients the advantage they need.”

Lizzie has been a solo agent for many years, although she has plenty of

support. She currently has an assistant, a transaction coordinator, an inside sales representative, and a runner. Her business model has allowed her to offer her clients a seamless buying or selling process, creating impressive client loyalty. According to Lizzie, 96 percent of her business comes from past-client referrals.

“A solo agent with all the support systems can actually sell and profit more than an agent with a team. It took me a while to leverage and let it go because I always wanted to be the person to do it all for my clients, but as my business grew, I started delegating and building a support team that shared my vision, and my business continued to grow.”

In September 2022, Lizzie took the next step in the evolution of her business by launching her own brokerage, Metro House. Becoming a leader is the next step in her professional development.

“In five years, I want my volume to be a billion dollars, with a team of 20 to 30 agents. I never aspired to lead a team, but my coaches opened my eyes to show me that I can have a bigger impact on the community by teaching, mentoring, and guiding other agents who want to deliver the ‘Liz It’ experience. As I grow and expand, I just want it all. I want to keep thinking bigger and continue helping families achieve their American dream.”



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» special events

Photography by Ryan Corvello

NOVA and DC METRO REAL PRODUCERS' GAME DAY!

SEPTEMBER 25, 2022



What an exciting Real Producers' event we had on September 25th at FedEx Field! This was our Second Annual NFL joint event with DC Metro and NOVA Real Producers, and we had the pleasure of watching our beloved Washington Commanders take on the Philadelphia Eagles! Check out our social media pages to find Game Day photos and tag yourself and your friends!

A HUGE thank-you to our generous partners who sponsored to make this epic event possible; Vellum Mortgage, Curbio, Stewart Title, Guaranteed Rate,

Cobalt Settlements, Inspired Home Design, The Kempes Group, ProTec Inspection Services, and Gold Event Group; as well as Ryan Corvello, HD Bros, and Best Side Story Media, who did wonderful photography and videography. We appreciate you and your time!

Thank you again for being a part of our "Connecting, Elevating, and Inspiring" Real Producers community, and we look forward to seeing all of you at our next event!



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Again, thank you to our partners who sponsored Game Day 2022: Vellum Mortgage, Curbio, Stewart Title, Guaranteed Rate, Cobalt Settlements, Inspired Home Design, The Kempes Group, ProTec Inspection Services, and Gold Event Group.

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

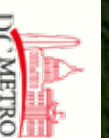
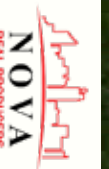
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▶ special events

NOVA and DC METRO REAL PRODUCERS' GAME DAY!



*NOVA and DC METRO
REAL PRODUCERS'*
GAME DAY!

A photograph of two young women taking a selfie. The woman on the left has blonde hair and is smiling, wearing a white lanyard with a badge that says "WISCONSIN". The woman on the right has dark hair and is also smiling, holding a smartphone. They are in a large indoor arena with a high, arched metal roof. In the background, many people are seated in bleachers, and a person in a red jersey with the number 15 is visible.



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Year-End GIVING

As the year comes to a close, it is the perfect time to think about year-end giving. Particularly in the aftermath of a years-long pandemic, we can help those in need — necessary every year but now crucial for many nonprofits struggling to balance increased demand and decreased support — and, meanwhile, save on taxes. Year-end giving is a win-win!

Support Nonprofit Organizations

Charities and nonprofit organizations often rely solely on donations to fund their missions. Interestingly, according to Charity Navigator, half of all nonprofits in the U.S. receive the bulk of their funding during the last quarter of the year. Make the final months of the year count through giving; resolve to help feed the hungry, find cuddly animals new homes or support people without housing ... whatever cause is near and dear to your heart.

When you do, be sure to keep a record of your donation. Taxpayers must have a bank record or some sort of written

receipt from the charity, which has the organization's name, date and amount of the contribution. Other acceptable records include bank statements, credit card statements or canceled checks.

Additionally, the 2020 CARES Act allows you to take a \$300 deduction for cash donations to qualifying organizations, which must have a charitable, educational, religious, literary or scientific purpose and be classified by the Internal Revenue Service as tax-exempt, even if you don't itemize.

Donate Clothing and Household Items

Take time to clear the clutter and give

Don't let this holiday season pass you by without giving to those less fortunate.



to others this holiday season. Do you have gently worn clothes or functional household appliances, furniture, furnishings or electronics that you no longer use and could benefit someone else? Why not donate them? If your charitable donation is worth \$250 or more, be sure to include a receipt (or written acknowledgment) from the charity, with a description of the items.

Don't let this holiday season pass you by without giving to those less fortunate. After all, **'tis the season to be generous!** Doing so will help others and help yourself when April 15 rolls around.

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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to September 30, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Sarah A. Reynolds	Keller Williams Chantilly Ventures, LLC	554	\$312,892,404	154	\$77,272,357	708	\$390,164,761
2	Keri K Shull	Optime Realty	102.5	\$73,663,463	256	\$170,637,788	358.5	\$244,301,250
3	Martin K Alloy	SM Brokerage, LLC	170	\$104,936,696	79.5	\$49,008,325	249.5	\$153,945,021
4	Jennifer D Young	Keller Williams Chantilly Ventures, LLC	156.5	\$97,356,785	81.5	\$53,596,691	238	\$150,953,476
5	Sue S Goodhart	Compass	59	\$63,486,800	41.5	\$50,137,185	100.5	\$113,623,985
6	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	40	\$73,717,849	18.5	\$31,394,330	58.5	\$105,112,179
7	Casey C Samson	Samson Properties	64	\$78,481,500	19	\$25,785,300	83	\$104,266,800
8	Jean K Garrell	Keller Williams Realty	57	\$59,427,951	48	\$43,690,263	105	\$103,118,214
9	Akshay Bhatnagar	Virginia Select Homes, LLC.	28	\$19,190,757	101	\$82,115,137	129	\$101,305,894
10	Jason Cheperdak	Samson Properties	68.5	\$42,548,313	88	\$57,212,878	156.5	\$99,761,191
11	Phyllis G Patterson	TTR Sotheby's International Realty	46.5	\$64,558,520	21.5	\$26,558,200	68	\$91,116,720
12	Piper Gioia Yerks	Washington Fine Properties, LLC	10.5	\$35,196,250	10.5	\$49,634,970	21	\$84,831,220
13	Christopher J White	Long & Foster Real Estate, Inc.	52	\$50,154,850	27	\$28,805,500	79	\$78,960,350
14	Jennifer L Walker	McEneaney Associates, Inc.	46	\$37,596,426	44.5	\$41,310,576	90.5	\$78,907,002
15	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	19	\$11,455,300	81	\$58,795,566	100	\$70,250,866
16	Daan De Raedt	Property Collective	55	\$42,141,750	33	\$27,823,300	88	\$69,965,050
17	James W Nellis II	Keller Williams Fairfax Gateway	52	\$34,769,900	40.5	\$26,499,439	92.5	\$61,269,339
18	Laura C Mensing	Long & Foster Real Estate, Inc.	25	\$37,402,050	17	\$22,963,180	42	\$60,365,230
19	Betsy A Twigg	McEneaney Associates, Inc.	34.5	\$45,439,420	8	\$12,236,690	42.5	\$57,676,110
20	John Coles	Thomas and Talbot Estate Properties, Inc.	5	\$29,587,500	3	\$26,305,000	8	\$55,892,500
21	Nikki Lagouros	Berkshire Hathaway HomeServices PenFed Realty	38	\$21,967,201	51	\$32,823,578	89	\$54,790,779
22	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	93	\$54,016,123	0	\$0	93	\$54,016,123
23	Khalil Alexander El-Ghoul	Glass House Real Estate	32.5	\$27,807,825	22	\$25,052,281	54.5	\$52,860,106
24	Paul Thistle	Take 2 Real Estate LLC	50	\$33,594,949	21	\$18,266,900	71	\$51,861,849
25	Lisa Dubois-Headley	RE/MAX Distinctive Real Estate, Inc.	31.5	\$30,144,510	22	\$21,392,500	53.5	\$51,537,010
26	Damon A Nicholas	Coldwell Banker Realty	29	\$22,523,640	40.5	\$28,546,562	69.5	\$51,070,202
27	Lenwood A Johnson	Keller Williams Realty	41	\$21,592,979	48	\$29,032,477	89	\$50,625,456
28	Lilian Jorgenson	Long & Foster Real Estate, Inc.	24	\$31,935,900	11	\$17,867,450	35	\$49,803,350
29	Mercy F Lugo-Struthers	Casals, Realtors	13.5	\$6,768,928	90.5	\$42,817,632	104	\$49,586,560
30	Dilyara Daminova	Samson Properties	13	\$7,129,000	75	\$42,290,990	88	\$49,419,990
31	Cynthia Schneider	Long & Foster Real Estate, Inc.	55.5	\$33,800,587	24.5	\$14,914,600	80	\$48,715,187
32	Steven C Wydler	Compass	22	\$28,043,060	13	\$20,568,500	35	\$48,611,560
33	Ashraf Morsi	Keller Williams Realty	33	\$25,856,026	27	\$22,546,781	60	\$48,402,807
34	Sherif Abdalla	Compass	18	\$26,015,250	9	\$21,763,500	27	\$47,778,750
35	Bic N DeCaro	EXP Realty, LLC	17	\$11,807,550	49.5	\$35,528,845	66.5	\$47,336,395
36	Carolyn A Young	RE/MAX Gateway, LLC	24	\$16,410,600	45.5	\$30,743,514	69.5	\$47,154,114
37	Viktorija Piano	Keller Williams Realty	21.5	\$27,669,980	17	\$19,257,740	38.5	\$46,927,720

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
38	Michael I Putnam	RE/MAX Executives	40.5	\$23,670,400	36	\$22,138,500	76.5	\$45,808,900
39	Jennifer H Thornett	Washington Fine Properties, LLC	7	\$21,287,900	8	\$23,983,700	15	\$45,271,600
40	Raymond A Gernhart	RE/MAX Executives	31.5	\$17,674,670	39	\$27,436,488	70.5	\$45,111,158
41	Kay Houghton	KW Metro Center	53	\$29,686,500	24	\$14,407,407	77	\$44,093,907
42	Tom Francis	Keller Williams Realty	20	\$36,392,950	7.5	\$7,597,830	27.5	\$43,990,780
43	Irina Babb	RE/MAX Allegiance	49	\$34,576,250	12	\$9,021,500	61	\$43,597,750
44	Kristina S Walker	KW United	23.5	\$19,631,100	26	\$23,894,100	49.5	\$43,525,200
45	Kimberly A Spear	Keller Williams Realty	25	\$17,992,500	32	\$24,090,865	57	\$42,083,365
46	Erin K. Jones	KW Metro Center	38	\$19,416,229	32	\$22,616,109	70	\$42,032,338
47	Bruce A Tyburski	RE/MAX Executives	25.5	\$22,155,233	22.5	\$19,863,875	48	\$42,019,108
48	Mansoor Dar	Keller Williams Realty	14	\$26,449,500	9	\$14,459,500	23	\$40,909,000
49	Mona Banes	TTR Sothebys International Realty	13.5	\$12,796,475	24.5	\$26,767,800	38	\$39,564,275
50	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	29	\$26,266,430	15	\$13,142,500	44	\$39,408,930
51	Kamal Parakh	Customer Realty LLC	25	\$14,534,873	34	\$24,637,028	59	\$39,171,901
52	Marianne K Prendergast	Washington Fine Properties, LLC	11.5	\$25,007,350	9.5	\$14,034,450	21	\$39,041,800
53	Sri H Meka	Franklin Realty LLC	14	\$10,128,000	26	\$28,716,487	40	\$38,844,487
54	Blake Davenport	RLAH @properties	9	\$5,141,702	47.5	\$33,065,017	56.5	\$38,206,718
55	Venugopal Ravva	Maram Realty, LLC	7.5	\$4,684,500	43	\$33,084,738	50.5	\$37,769,238
56	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	3.5	\$1,852,000	47	\$35,628,959	50.5	\$37,480,959

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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to September 30, 2022

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
57	Andre M Perez	Compass	4.5	\$5,595,000	14	\$31,858,000	18.5	\$37,453,000
58	Debbie P Kent	Cottage Street Realty LLC	56	\$33,948,450	4	\$3,437,203	60	\$37,385,653
59	Eve M Weber	Long & Foster Real Estate, Inc.	28	\$24,820,900	15.5	\$11,984,500	43.5	\$36,805,400
60	Steven J Watson	KW Metro Center	14	\$31,631,730	4	\$4,906,000	18	\$36,537,730
61	Matias Leiva	Keller Williams Chantilly Ventures, LLC	38	\$32,415,800	4.5	\$3,349,500	42.5	\$35,765,300
62	Lauren A Bishop	McEneaney Associates, Inc.	14	\$18,927,750	11.5	\$16,670,100	25.5	\$35,597,850
63	Kristen K Jones	McEneaney Associates, Inc.	10	\$10,084,499	22	\$25,279,325	32	\$35,363,824
64	Margaret J Czapiewski	Keller Williams Realty	48	\$27,516,735	14	\$7,687,361	62	\$35,204,096
65	Yony Kifle	KW Metro Center	12	\$5,342,510	58	\$28,435,910	70	\$33,778,420
66	Abuzar Waleed	RE/MAX Executives	27	\$14,782,699	38.5	\$18,657,409	65.5	\$33,440,108
67	Christine G Richardson	Weichert Company of Virginia	26.5	\$23,296,950	10	\$9,183,500	36.5	\$32,480,450
68	Pamela A Yerks	Washington Fine Properties, LLC	8	\$29,762,500	1	\$2,300,000	9	\$32,062,500
69	Jillian Keck Hogan	McEneaney Associates, Inc.	15.5	\$10,555,500	24.5	\$21,343,710	40	\$31,899,210
70	Dinh D Pham	Fairfax Realty Select	20	\$11,836,220	40	\$20,016,739	60	\$31,852,959
71	Dustin M Fox	Pearson Smith Realty, LLC	25	\$15,970,987	23	\$15,649,650	48	\$31,620,637
72	Joan Stansfield	Keller Williams Realty	14	\$10,285,350	22	\$21,295,773	36	\$31,581,123
73	Vicki M Benson	Pearson Smith Realty, LLC	40.5	\$28,178,160	2	\$3,339,010	42.5	\$31,517,170
74	Anthony H Lam	Redfin Corporation	12	\$10,587,000	24	\$20,470,700	36	\$31,057,700
75	Katie E Wethman	Keller Williams Realty	15	\$10,276,050	22.5	\$20,658,914	37.5	\$30,934,964
76	Heather C Corey	TTR Sotheby's International Realty	14.5	\$25,066,000	4	\$5,595,000	18.5	\$30,661,000
77	Christina M O'Donnell	RE/MAX Distinctive Real Estate, Inc.	18	\$16,231,460	15	\$14,290,170	33	\$30,521,630
78	Kelly Martinez	Coldwell Banker Realty	29	\$19,680,710	15	\$10,598,113	44	\$30,278,823
79	Marion Gordon	KW Metro Center	26.5	\$25,235,570	5	\$5,010,100	31.5	\$30,245,670
80	Joan M Reimann	McEneaney Associates, Inc.	21	\$18,897,900	14.5	\$11,293,300	35.5	\$30,191,200
81	Danielle C Carter	Redfin Corporation	60.5	\$28,136,250	3	\$1,608,000	63.5	\$29,744,250
82	Kathryn R Loughney	Compass	15	\$12,975,500	18	\$16,622,500	33	\$29,598,000
83	Patricia E Stack	Weichert, REALTORS	20	\$20,190,100	8	\$9,364,000	28	\$29,554,100
84	Michael Gallagher	Redfin Corporation	31	\$26,834,630	2	\$2,688,000	33	\$29,522,630
85	Laura R Schwartz	McEneaney Associates, Inc.	13	\$14,657,800	14	\$14,859,298	27	\$29,517,098
86	Timothy D Pierson	KW United	11	\$8,989,880	19.5	\$20,425,400	30.5	\$29,415,280
87	Sarah Harrington	Long & Foster Real Estate, Inc.	23.5	\$19,888,500	9	\$9,471,500	32.5	\$29,360,000
88	Jeddie R Busch	Compass	8	\$7,610,000	17	\$21,745,891	25	\$29,355,891
89	Lisa T Smith	Pearson Smith Realty, LLC	29	\$22,575,545	9	\$6,715,074	38	\$29,290,619
90	Cheryl H Wood	Redfin Corporation	27	\$17,376,763	12	\$11,672,900	39	\$29,049,663
91	Jon B DeHart	Keller Williams Realty	19	\$14,812,609	16.5	\$14,229,930	35.5	\$29,042,539

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JENNIFER MCCARTHY
Vice President
DC Metro Region
703.794.2101 (O) | 703.801.5280 (C)
jmccarthy@kvnational.com
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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to September 30, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
92	Julie A Zelaska	Smith & Schnider LLC	13	\$21,242,940	4	\$7,650,000	17	\$28,892,940
93	Eli Tucker	RLAH @properties	14.5	\$10,076,989	18	\$18,715,930	32.5	\$28,792,919
94	Elizabeth W Conroy	Keller Williams Realty	15.5	\$19,419,590	6.5	\$9,339,500	22	\$28,759,090
95	Lauryn E Eadie	Compass	15.5	\$9,916,000	27	\$18,449,744	42.5	\$28,365,744
96	Megan E Duke	Keller Williams Realty	12	\$12,245,815	15	\$15,993,900	27	\$28,239,715
97	Ritu A Desai	Samson Properties	15	\$10,048,900	13	\$18,185,204	28	\$28,234,104
98	Megan Buckley Fass	EXP Realty, LLC	19	\$18,812,830	8.5	\$9,361,500	27.5	\$28,174,330
99	Heidi F Robbins	William G. Buck & Assoc., Inc.	15.5	\$13,384,650	17	\$14,552,000	32.5	\$27,936,650
100	Lizzie A Helmig	Metro House	22.5	\$12,355,263	31	\$15,559,065	53.5	\$27,914,328
101	Elizabeth Ann Kline	RE/MAX 100	34	\$20,966,450	11.5	\$6,848,861	45.5	\$27,815,311
102	Katharine R Christofides	Century 21 New Millennium	18.5	\$10,502,250	21.5	\$17,252,465	40	\$27,754,715
103	Fouad Talout	Long & Foster Real Estate, Inc.	6	\$11,127,500	10	\$16,626,740	16	\$27,754,240
104	Tracy Chandler	Berkshire Hathaway HomeServices PenFed Realty	27	\$17,584,250	16	\$9,709,300	43	\$27,293,550
105	Brittany Lambrechts Camacho	Century 21 Redwood Realty	15	\$10,368,500	17	\$16,880,349	32	\$27,248,849
106	Robert T Ferguson Jr.	RE/MAX Allegiance	24	\$18,965,651	10	\$8,202,700	34	\$27,168,351
107	Sandra Shimon	Redfin Corporation	27	\$17,609,749	12	\$9,368,400	39	\$26,978,149
108	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	15	\$25,226,980	1	\$1,739,720	16	\$26,966,700
109	Ryan Rice	Keller Williams Capital Properties	23	\$15,194,077	19	\$11,293,000	42	\$26,487,077
110	Deyi S Awadallah	D.S.A. Properties & Investments LLC	45.5	\$25,968,800	1	\$475,000	46.5	\$26,443,800
111	Jill Judge	Samson Properties	11	\$6,309,900	30	\$20,079,800	41	\$26,389,700
112	Kristin M Francis	KW Metro Center	23	\$19,026,800	13	\$7,297,860	36	\$26,324,660
113	Sue G Smith	Compass	15	\$12,971,000	16.5	\$13,256,300	31.5	\$26,227,300
114	Sheri Grant	TTR Sotheby's International Realty	6.5	\$10,716,500	7.5	\$15,134,000	14	\$25,850,500
115	Lisa E Thompson	Hunt Country Sotheby's International Realty	12	\$17,052,498	4.5	\$8,790,000	16.5	\$25,842,498
116	Shaun Murphy	Compass	16	\$10,588,803	22	\$15,212,400	38	\$25,801,203
117	Suzanne T Parisi	Century 21 Redwood Realty	12.5	\$11,871,000	12	\$13,870,000	24.5	\$25,741,000
118	Viktar Kutsevich	Samson Properties	8	\$5,652,818	26	\$19,905,150	34	\$25,557,968
119	Candyce Astroth	Samson Properties	12.5	\$8,421,000	27.5	\$17,058,532	40	\$25,479,532
120	Tanya R Johnson	Keller Williams Realty	24	\$18,169,771	10	\$7,247,251	34	\$25,417,022
121	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	16	\$21,464,800	4	\$3,830,000	20	\$25,294,800
122	Christine R Garner	Weichert, REALTORS	11	\$11,912,700	11	\$13,347,690	22	\$25,260,390
123	Gitte Long	Redfin Corporation	38	\$22,397,800	5	\$2,854,000	43	\$25,251,800
124	John Rumcik	RE/MAX Gateway	16	\$10,279,000	21	\$14,961,000	37	\$25,240,000
124	John Rumcik	RE/MAX Gateway	16	\$10,279,000	21	\$14,961,000	37	\$25,240,000
123	Gitte Long	Redfin Corporation	38	\$22,397,800	5	\$2,854,000	43	\$25,251,800

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
124	John Rumcik	RE/MAX Gateway	16	\$10,279,000	21	\$14,961,000	37	\$25,240,000
125	Danielle Wateridge	Berkshire Hathaway HomeServices PenFed Realty	12.5	\$10,077,250	18	\$14,980,983	30.5	\$25,058,233
126	Victoria (Tori) McK-inney	KW Metro Center	19	\$13,924,124	14	\$11,117,825	33	\$25,041,949
127	Matthew R Elliott	Keller Williams Realty	17	\$11,317,750	18	\$13,681,900	35	\$24,999,650
128	William F Hoffman	Keller Williams Realty	11	\$15,619,970	9	\$9,359,000	20	\$24,978,970
129	Rheema H Ziadeh	Redfin Corporation	32	\$21,154,500	6	\$3,824,000	38	\$24,978,500
130	David A Moya	KW Metro Center	20.5	\$14,100,750	13	\$10,760,000	33.5	\$24,860,750
131	Chris Earman	Weichert, REALTORS	11	\$12,187,000	11.5	\$12,631,500	22.5	\$24,818,500
132	Coral M Gundlach	Compass	9.5	\$7,565,000	18	\$17,200,400	27.5	\$24,765,400
133	Kevin J Carter	RE/MAX Distinctive Real Estate, Inc.	10	\$7,777,000	16	\$16,819,958	26	\$24,596,958
134	Areeb Fayyaz	Redfin Corporation	36.5	\$21,937,832	5	\$2,569,000	41.5	\$24,506,832
135	Wes W Stearns	M.O. Wilson Properties	28	\$16,828,206	13	\$7,644,321	41	\$24,472,527
136	Mark E Queener	Redfin Corporation	29	\$14,021,000	16	\$10,448,900	45	\$24,469,900
137	Karen A Briscoe	Keller Williams Realty	15.5	\$20,000,590	5.5	\$4,467,526	21	\$24,468,116
138	Francesca Keith	Avery-Hess, REALTORS	9	\$9,875,500	10	\$14,552,500	19	\$24,428,000
139	Jennifer Fang	Samson Properties	14	\$10,032,600	19	\$14,339,500	33	\$24,372,100
140	Sarah Brown	Compass	11	\$8,543,400	20.5	\$15,817,040	31.5	\$24,360,440
141	George M Mrad	KW Metro Center	11.5	\$19,151,600	4	\$5,206,350	15.5	\$24,357,950
142	Keith A Lombardi	Redfin Corporation	15	\$7,968,900	22	\$16,325,000	37	\$24,293,900

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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to September 30, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Joel S Murray	Focal Point Real Estate , LLC	8	\$21,358,690	2	\$2,925,000	10	\$24,283,690
144	Dilara Juliana-Daglar Wentz	KW United	18	\$9,466,749	24.5	\$14,739,123	42.5	\$24,205,872
145	Cricket Bedford	Thomas and Talbot Estate Properties, Inc.	9	\$11,523,897	3	\$12,600,000	12	\$24,123,897
146	Monique H Craft	Weichert, REALTORS	25	\$14,290,450	16	\$9,798,400	41	\$24,088,850
147	Kevin E LaRue	Century 21 Redwood Realty	25	\$16,322,650	10	\$7,737,141	35	\$24,059,791
148	Katherine Massetti	EXP Realty, LLC	15	\$10,550,904	20	\$13,463,000	35	\$24,013,904
149	Nathan Daniel Johnson	Keller Williams Capital Properties	34	\$17,372,001	11.5	\$6,600,514	45.5	\$23,972,515
150	Ashley H Tauzier	Berkshire Hathaway HomeServices PenFed Realty	19	\$11,951,000	19	\$11,873,500	38	\$23,824,500
151	Jean T Beatty	McEneaney Associates, Inc.	9.5	\$6,923,500	12.5	\$16,867,750	22	\$23,791,250
152	Andrew J Biggers	KW United	14.5	\$11,093,250	9	\$12,669,933	23.5	\$23,763,183
153	Manuwa S Eligwe	KW Metro Center	14	\$7,023,600	26.5	\$16,659,965	40.5	\$23,683,565
154	Alyssa Rajabi	Redfin Corporation	5.5	\$4,589,000	29	\$19,088,010	34.5	\$23,677,010
155	Sridhar Vemuru	Aragami, LLC	8	\$6,102,000	20	\$17,533,530	28	\$23,635,530
156	Shailaja Raju	Long & Foster Real Estate, Inc.	13	\$9,152,000	16	\$14,474,600	29	\$23,626,600
157	Natalie U Roy	KW Metro Center	9.5	\$10,161,500	12	\$13,410,000	21.5	\$23,571,500
158	Claudia V Cornejo	Fairfax Realty of Tysons	15	\$6,478,850	50.5	\$17,088,450	65.5	\$23,567,300
159	Catherine B DeLoach	Long & Foster Real Estate, Inc.	24.5	\$20,388,250	4	\$3,094,600	28.5	\$23,482,850

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
160	Chul Kim	Samson Properties	13	\$10,763,700	15.5	\$12,660,415	28.5	\$23,424,115
161	Jon C Silvey	Compass	19	\$16,730,400	6	\$6,681,811	25	\$23,412,211
162	Janet A Callander	Weichert, REALTORS	10	\$12,359,500	11.5	\$11,033,000	21.5	\$23,392,500
163	David Cabo	Keller Williams Realty	14	\$17,371,500	7	\$5,984,506	21	\$23,356,006
164	David L Smith	Coldwell Banker Realty	6	\$2,497,000	31	\$20,840,930	37	\$23,337,930
165	Phillip B Brown	Property Collective	15	\$9,827,333	22	\$13,286,000	37	\$23,113,333
166	Tracy V Williams	TTR Sothebys International Realty	4.5	\$9,237,500	5	\$13,865,740	9.5	\$23,103,240
167	William B Prendergast	Washington Fine Properties, LLC	8.5	\$16,597,350	3.5	\$6,252,450	12	\$22,849,800
168	Tracey K Barrett	Century 21 Redwood Realty	15.5	\$10,653,500	17.5	\$12,125,885	33	\$22,779,385
169	Serif Soydan	EXP Realty, LLC	2	\$1,167,500	23	\$21,499,800	25	\$22,667,300
170	Deborah L Frank	Deb Frank Homes, Inc.	24.5	\$20,418,193	2	\$2,050,000	26.5	\$22,468,193
171	Caitlin Ellis	Property Collective	10	\$8,158,801	18	\$14,300,608	28	\$22,459,409
172	Elizabeth L Kovalak	Keller Williams Realty	21	\$14,911,000	11	\$7,479,760	32	\$22,390,760
173	Roy Kohn	Redfin Corporation	31	\$19,072,808	5	\$3,301,111	36	\$22,373,919
174	A. Casey O'Neal	Compass	19	\$15,599,809	6.5	\$6,760,080	25.5	\$22,359,889
175	Leslie L Carpenter	Compass	12	\$13,486,000	7	\$8,816,000	19	\$22,302,000
176	Matthew David Ferris	Redfin Corporation	18	\$10,751,245	19	\$11,499,900	37	\$22,251,145
177	Patricia Ammann	Redfin Corporation	9.5	\$6,741,500	18	\$15,501,590	27.5	\$22,243,090
178	Elizabeth Lord	Compass	6	\$5,193,000	19.5	\$16,985,460	25.5	\$22,178,460
179	Scott C Shawkey	Keller Williams Realty	8	\$16,224,680	5	\$5,899,900	13	\$22,124,580

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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to September 30, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Mary Ashley Zimmermann	Compass	11.5	\$10,296,135	13	\$11,775,489	24.5	\$22,071,624
181	Tanya Salseth	KW United	4	\$3,490,000	36.5	\$18,573,000	40.5	\$22,063,000
182	Frank J Schofield	Summit Realtors	7.5	\$3,958,450	28.5	\$18,094,958	36	\$22,053,408
183	Robert C Clark	Redfin Corporation	30	\$21,518,278	1	\$474,999	31	\$21,993,277
184	Helen E MacMahon	Sheridan-MacMahon Ltd.	7	\$13,455,000	6	\$8,531,000	13	\$21,986,000
185	Hala N Adra	Compass	4	\$4,550,000	11	\$17,386,520	15	\$21,936,520
186	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	20.5	\$17,725,030	3	\$4,199,900	23.5	\$21,924,930
187	Kendell A Walker	Redfin Corporation	20	\$11,332,749	17	\$10,569,331	37	\$21,902,080
188	Alexander J Bracke	Pearson Smith Realty, LLC	15	\$13,479,210	11	\$8,366,150	26	\$21,845,360
189	Jin Lee Wickwire	EXP Realty, LLC	20	\$13,465,278	12	\$6,476,376	32	\$21,772,378
190	Stephanie Pitotti Williams	KW Metro Center	7	\$6,251,700	20	\$15,503,000	27	\$21,754,700
191	Joseph L Dettor	Keller Williams Fairfax Gateway	24	\$18,067,041	5	\$3,520,481	29	\$21,587,522
192	Kathleen R. Grieco	TTR Sotheby's International Realty	10	\$7,238,900	15	\$14,240,041	25	\$21,478,941
193	Diane V Lewis	Washington Fine Properties, LLC	11.5	\$13,167,500	3.5	\$8,155,000	15	\$21,322,500
194	Richie Hanna	RE/MAX Gateway	25.5	\$14,606,500	10.5	\$6,712,490	36	\$21,318,990
195	Peter Pejacsevich	Middleburg Real Estate	5	\$7,005,500	9	\$14,291,750	14	\$21,297,250
196	Patricia Fales	RE/MAX Allegiance	16	\$17,147,000	4.5	\$4,120,000	20.5	\$21,267,000

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RANK	NAME	OFFICE	SELL-ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
197	Angela Allison	Houwzer, LLC	27.5	\$21,262,400	0	\$0	27.5	\$21,262,400
198	Irene M deLeon	Redfin Corporation	33.5	\$18,983,750	4	\$2,234,900	37.5	\$21,218,650
199	Linh T Aquino	Redfin Corporation	33	\$18,371,600	5	\$2,817,000	38	\$21,188,600
200	William S Gaskins	KW United	15.5	\$11,308,068	8	\$9,643,000	23.5	\$20,951,068
201	Benjamin J Grouby	Redfin Corporation	32.5	\$17,819,471	3	\$3,112,500	35.5	\$20,931,971
202	Michael McConnell	Redfin Corporation	26	\$13,774,676	11	\$7,155,550	37	\$20,930,226
203	Touqeer Malik	Fairfax Realty of Tysons	7	\$4,798,000	20	\$16,108,090	27	\$20,906,090
204	Aaron A Probasco	Samson Properties	7	\$7,576,500	10	\$13,315,010	17	\$20,891,510
205	Ana Lucia Ron	ANR Realty, LLC	72	\$20,388,900	2	\$449,900	74	\$20,838,800
206	Joshua Chapman	Compass	8	\$4,768,030	13.5	\$16,062,250	21.5	\$20,830,280
207	Scott J Buzzelli	Middleburg Real Estate	5.5	\$7,518,000	8	\$13,234,750	13.5	\$20,752,750
208	Jeffrey A Jacobs	Compass	9.5	\$6,282,500	19	\$14,453,800	28.5	\$20,736,300
209	Kiran Morzaria	Samson Properties	6	\$2,875,000	24	\$17,853,221	30	\$20,728,221
210	Laura M Sacher	Compass	8	\$6,037,500	17.5	\$14,573,611	25.5	\$20,611,111
211	John S McCambridge	Samson Properties	12	\$8,184,000	15	\$12,414,000	27	\$20,598,000
212	Frida Hopper	TTR Sotheby's International Realty	15	\$12,779,000	8	\$7,716,500	23	\$20,495,500
213	Kelly A Stock Bacon	ERA Teachers, Inc.	13.5	\$12,888,500	7	\$7,593,960	20.5	\$20,482,460
214	Tracy M Dillard	Compass	3	\$5,885,000	8	\$14,583,255	11	\$20,468,255
215	John Moore	Compass	19	\$15,270,509	6	\$5,190,000	25	\$20,460,509
216	Roberto R Roncales	Keller Williams Realty	22.5	\$15,472,675	8	\$4,905,000	30.5	\$20,377,675
217	Albert D Pasquali	Redfin Corporation	15	\$7,875,500	18	\$12,493,000	33	\$20,368,500
218	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	19.5	\$11,347,150	15.5	\$9,005,500	35	\$20,352,650
219	Barbara G Beckwith	McEearney Associates, Inc.	11	\$16,461,000	3	\$3,855,000	14	\$20,316,000
220	Sean A Satkus	Long & Foster Real Estate, Inc.	9	\$11,058,500	11	\$9,257,000	20	\$20,315,500
221	Karen M Hall	@home real estate	6	\$3,535,000	22	\$16,777,000	28	\$20,312,000
222	Patricia M Blackwelder	Samson Properties	12	\$8,910,463	13	\$11,301,763	25	\$20,212,226
223	Conor Sullivan	KW Metro Center	8.5	\$11,877,000	11	\$8,333,990	19.5	\$20,210,990
224	Troy J Sponaule	Samson Properties	13	\$7,566,518	19.5	\$12,634,069	32.5	\$20,200,587
225	Katherine D Colville	Century 21 Redwood Realty	19	\$10,841,400	17	\$9,223,150	36	\$20,064,550
226	Kara Chaffin Donofrio	Long & Foster Real Estate, Inc.	7	\$6,422,500	18	\$13,558,000	25	\$19,980,500
227	Karen L McGavin	Keller Williams Capital Properties	19	\$12,623,513	10	\$7,308,171	29	\$19,931,684
228	John R. Lytle	Pearson Smith Realty, LLC	3	\$2,081,675	26	\$17,764,100	29	\$19,845,775
229	Donna C Henshaw	Avery-Hess, REALTORS	12	\$10,725,000	9	\$9,074,000	21	\$19,799,000
230	Ajmal Faqiri	Realty One Group Capital Properties	1	\$810,000	36.5	\$18,969,989	37.5	\$19,779,989
231	Natalie Wiggins	Redfin Corporation	27	\$14,080,577	8	\$5,685,000	35	\$19,765,577
232	Jessica S Richardson	Compass	12	\$14,226,000	7	\$5,534,100	19	\$19,760,100
233	Kyle R Toomey	Compass	17	\$8,253,750	18	\$11,501,525	35	\$19,755,275

TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to September 30, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Diane U Freeman	Redfin Corporation	4.5	\$2,387,300	28	\$17,350,100	32.5	\$19,737,400
235	Josh Dukes	KW Metro Center	10	\$5,248,500	24.5	\$14,467,494	34.5	\$19,715,994
236	James P Andors	Keller Williams Realty	17	\$13,657,820	7.5	\$6,042,100	24.5	\$19,699,920
237	Tracy B Dunn	McEneaney Associates, Inc.	8.5	\$7,311,500	13	\$12,388,000	21.5	\$19,699,500
238	Juli A Hawkins	Redfin Corporation	39.5	\$18,748,351	2	\$886,100	41.5	\$19,634,451
239	Scott A MacDonald	RE/MAX Gateway, LLC	20	\$15,689,405	5	\$3,938,150	25	\$19,627,555
240	Desiree Rejeili	Samson Properties	15	\$7,129,500	19	\$12,403,200	34	\$19,532,700
241	Heather E Heppe	RE/MAX Distinctive Real Estate, Inc.	14	\$12,050,600	6	\$7,465,470	20	\$19,516,070
242	Brad C Kintz	Long & Foster Real Estate, Inc.	33	\$17,182,350	3	\$2,329,000	36	\$19,511,350
243	Donna S Welford	Redfin Corporation	36.5	\$17,637,750	3.5	\$1,849,900	40	\$19,487,650
244	Ram Kumar Mishra	Spring Hill Real Estate, LLC.	13.5	\$5,843,250	24	\$13,563,300	37.5	\$19,406,550
245	Keith K Howard	Keller Williams Realty	13	\$14,701,000	5	\$4,655,000	18	\$19,356,000
246	LeAnne C Anies	EXP Realty, LLC	16	\$11,016,200	11	\$8,339,050	27	\$19,355,250
247	Johnny W Benson	Long & Foster Real Estate, Inc.	8	\$9,207,950	8	\$10,102,210	16	\$19,310,160
248	Robert W Caines	RE/MAX Distinctive Real Estate, Inc.	23	\$18,444,900	1.5	\$842,240	24.5	\$19,287,140
249	Richard Urben	Redfin Corporation	18	\$10,002,877	17	\$9,170,891	35	\$19,173,768
250	Steven P Cole	Redfin Corporation	17	\$9,808,890	10	\$9,357,550	27	\$19,166,440

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