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# TABLE OF CONTENTS



16

We Ask, You Tell: What Is the Scariest Movie You've Ever Seen?



20

Words by Wade: Create Instagram Stories for Awesome Engagement



24

Legal Hotline: Navigating the Post-Settlement Occupancy Landscape



29

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



30

Partner Spotlight: Chris Shead, Movement Mortgage



36

Agent Spotlight: Ashleigh Wehmeyer



42

Rising Star: Dan McNiel



48

Cover Story: Dane Work



56

Top 250 Standings



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*a note from*  
**THE PUBLISHER**

Dear NOVA Real Producers,

Happy October — and welcome to Q4! Can you believe it? We've had an amazing year so far and know that you have as well.

This month, we had some fun and asked the community to name the scariest movie they've ever seen. For me, personally, it was "Scream." The first time I watched it, I couldn't sleep for about a month! (And my mom teased me about it.) Check out which movies scared our community the most in our "We Ask, You Tell" article on pages 16–17.

Well, we had a wonderful time at our big Game Day 2022 last month, and were so happy to see and be with everyone who came out to FedEx Field with us! We've got photos up on social media and will have them in next month's issue as well. Be sure to check them out!

We have some big news to share with you all... After five-plus years since we launched *DC Metro Real Producers*, and all the success we've had with the both D.C.'s and NOVA's top producers communities (thank you, thank you!), we're about to launch our fourth and fifth *Real Producers* magazines. Four years ago, we split the DMV into *DC Metro* and *NOVA Real Producers* to be able to bring in and recognize even more top producers in our market. And then, in December of last year, we also launched *Richmond Real Producers*. We're proud to announce that we have now acquired *Charlotte Real Producers*, as well, and will launch a brand new *Real Producers* franchise in Long Island in the new year. We're super excited to bring *Real Producers* to even more communities... And it all started right here with you — the best of the best in the DMV!



I'd like to extend a warm welcome to our new preferred partners, **HubertWilmot Moving & Storage**, **Sauvage Design & Build**, and **Shipping Solutions Worldwide, Ltd.** We're so glad to have you in our *NOVA Real Producers* community and will look forward to seeing you at upcoming events!

With gratitude,



**Kristin Brindley**  
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**KRISTIN BRINDLEY**  
ENTREPRENEUR, CONNECTOR, PUBLISHER

**FOOD FOR THOUGHT**

From "The Top Five Regrets of the Dying," by Bonnie Ware:



1. I wish I'd had the courage to live a life true to myself, not the life others expected of me.
2. I wish I hadn't worked so hard.
3. I wish I'd had the courage to express my feelings.
4. I wish I had stayed in touch with my friends.
5. I wish that I had let myself be happier.





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►► we ask...you tell!

# What is the scariest movie you've ever watched?



**BLAKE & LEAH DAVENPORT**

**RLAH Real Estate**

"Texas Chainsaw Massacre" and "Bird Box," watched with friends.



**SARAH BROWN**

**Compass**

"Scream," watched with childhood friends at a sleepover.



**SUE SMITH**

**Compass**

"Jaws" was the scariest and most life-impacting movie for me. I love the ocean, both the east coast and west coast and since seeing the moving "Jaws" in 1975, I no longer go into the ocean!



**MOLLY FLORY**

**Old Republic Home Protection**

As a young teenager, "The Exorcist" scared me for a long time!



**MEGAN HICKS**

**The Junkluggers of Gainesville, Virginia**

I've never been into scary movies, so I haven't watched many ... but "The Exorcist" definitely gave me the worst nightmares!



**LAUREN KIVLIGHAN**

**Northern Virginia Real Estate, Inc.**

I do not watch horror movies. I like feel-good movies.



**CHRISTINE RICHARDSON**

**Weichert, REALTORS®**

I saw "The Shining" when I was in college and have forever been cured of scary movies! I can not watch them at all. I can't handle any violence in movies or TV shows at all! (And I still have nightmares about those two creepy little girls in blue dresses!)



**JENNIFER MACK**

**eXp Realty**

When I was in middle school, we watched "Chucky" at a church lock-in! It was terrifying, but the most concerning thing to me is how this was allowed at a church lock-in?! Things sure have changed!



**DILYARA DAMINOVA**

**Samson Properties**

"Friday the 13th."



**DESIREE REJEILI**

**Samson Properties**

"Texas Chainsaw Massacre."



**JACK GOODWYN**

**Pearson Smith Realty**

Well, it's probably not the scariest, but I remembered being scared... It was the movie "The Ring," and everybody was talking about it.



**MICHELLE DOHERTY**

**RLAH Real Estate**

Oh, I hate scary movies, so literally anything in the thriller genre. "Scream" had a really big effect on me because of the sleepovers. And, what is funny now is that as a 10 or 11-year-old, "Hocus Pocus" scared the heck out of me. And now, as October rolls around, gimme a fluffy blanket, and a pumpkin spice latte, and turn on the Hocus Pocus!

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► words by wade

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## Create These Instagram Stories for AWESOME ENGAGEMENT

As a REALTOR®, is creating Instagram “Stories” part of your marketing plan? If not, you may want to reconsider. One of the main goals of using social media in your business is to create engagement. Getting the ability to have others interact with you on social media is another great way to leverage your relationships that can lead to business and referrals. When I speak to my Realtor partners about shooting consistent Instagram stories, in many instances, they either don’t know what to post or are a little nervous about being in front of a camera. Remember, when the message is good and gets people interested, the opportunity for engagement dramatically increases. Here are great ways to create effective engagement for your Instagram stories.

### Custom Content for Target Audience

What makes Instagram stories so great is that consistently doing them keeps you on the mind of your followers. As a Realtor, your followers are more than likely your database, SOL, and farm. If you know who your target audience is, then create content tailored for them. What

information are they seeking to know more about? Perhaps they are new to following you, so you create a video of you reintroducing yourself and who you are. Whatever the content in this space, make sure it is educational, interesting, and, if possible, features you in the stories. You are the product and the brand, so being in the Instagram stories is very helpful to get people to know and like you.

### Creating Polls and Questions

A great way to create engagement on Instagram is to use the feature that allows you to either create a poll or ask a question where your followers can select an answer. People like to provide their input on a variety of topics, so create polls or questions that will most likely incentivize people to react and engage. For instance, you can ask your followers what they think of your latest listing or to guess the list price on a new listing inside your farm. Instagram will tell you not only who watched your stories, but which people clicked on the poll or answered a question. What a great opportunity to follow up with those people to see how you can be of service or get to know them better.

### Story Collaborations

To boost even more engagement, create Instagram stories with others, such as your lender, Title rep, or a

business owner where you work, that have an Instagram following as well. Being in the same video and tagging each other plus the location of the video will get even more people to notice you. Throw in some great calls to action for your followers to reach out with questions or do a giveaway prize to someone who sends you a direct message with the answer to a question. This is just an example, but since the end goal is engagement with your followers through stories, it can be very effective.

Many Realtors don’t like participating in social media because they feel it can be a waste of time, and in some instances they are correct. On the other hand, there are strategies they can use to create the right engagement they are looking for that can lead to stronger relationships and business. 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](http://www.DCTitleGuy.com).



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## NAVIGATING THE POST-SETTLEMENT OCCUPANCY LANDSCAPE

Over the last year, there has been a significant uptick in the number of Post-Settlement Occupancy agreements. For many agents, utilizing this as part of the offer has become an effective tool to win the contract. Who does not want to live rent-free for two months? Because the contractual relationship created in a post-settlement occupancy has the potential for significant monetary consequences, it is critical that the parties to the contract, agents, and insurance companies understand each of their own important obligations.

The Post-Settlement Occupancy form was initially created with the intent to accommodate a short window when the Seller remained in the property after the settlement date. In the current market, the post-settlement period is often up to 60 days. This amplifies the issues that can arise. As we know, a home is often a person's most valuable asset; therefore, protecting their investment needs to be a top priority. Who bears the risk of loss is a key factor that must be understood so that the potential consequences can be properly managed. Specifically, understanding

who is fiscally responsible for any damage is especially important. Understanding this information will be vital to effectively manage the situation.

In this industry, agents recognize that, as of the date of settlement, the Seller no longer owns the home. However, because the Seller may have lived there for years, it does not seem like a notable change. Therefore, both the Buyer and Seller should be counseled to communicate with their insurance company prior to the settlement date about the importance of the change in ownership that occurs on this date. Specifically, the parties should convey the fact that a post-settlement occupancy will be utilized. It would be prudent for both parties to provide a copy of the Post-Settlement Occupancy Agreement to their insurance agents. This approach clarifies the party's relationship so that the correct coverage can be put in place.

With the increase in the length of time that the Seller remains in the house, also comes additional risks. A nominal security deposit was often used when the post-settlement time-frame was a couple of days. However, if the Seller is going to remain in the home for a longer period, a security deposit should be held in escrow which is sufficient enough to cover issues that may arise. The Post-Settlement Occupancy generally requires that the Seller deliver the property in substantially the same physical condition as on Settlement date. Therefore, a walkthrough should be conducted in the same manner as any other settlement so that if

a dispute arises, the Buyer can verify that the necessary repair occurred after the settlement date. The contract which governs the post-settlement occupancy should also clearly define the consequences of what will occur in the event that the Seller does not move out by the agreed-upon date. It is important to ensure that a per diem rate is included in an amount that motivates the Seller to comply with the occupancy deadline date in the contract.

A Post-Settlement Occupancy creates a contractual relationship that has the potential for significant financial consequences. Clearly identifying the



risk of loss and putting the appropriate insurance in place is critical to avoid uncovered expenses. Because these sums can be considerable, it is important to be attentive to these details. Providing your client with this information and encouraging them to discuss this directly with their insurance company will protect their interests and limit their risks.



Colleen Sweeney is currently the managing attorney at MBH Settlement Group in Fair Oaks. Colleen has 20-plus years of legal experience, ranging from drafting complex contracts, representing clients in litigation, and conducting real estate closings. Colleen has represented clients from cases at the trial court through representation at 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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**ASHLEIGH WEHMEYER**  
Compass

"We're moving into an interesting time in real estate, so I'm looking for ways to grow the business and expand my circle."

Favorite Quote: *Bloom where you are planted.* — Saint Francis de Sales

*A Word from Our Preferred Partner:*



**CHRIS SHEAD**  
Movement Mortgage

"I understand the challenges Realtors go through while serving their clients and communities. I've had the experience of selling around 200 homes in my real estate career, and I've closed over a thousand mortgages. My Realtor partners depend on me to deliver world-class service as it

represents them too. I do not take that responsibility lightly."





# CHRIS SHEAD

MOVEMENT MORTGAGE



## FROM LENDING TO REAL ESTATE AND BACK AGAIN

CHRIS SHEAD'S JOURNEY IN REAL ESTATE BEGAN AT THE PEAK OF THE HOUSING MARKET IN LATE 2005. "I WAS 25 YEARS OLD WHEN I GOT LICENSED AS A REAL ESTATE AGENT. MY GOAL WAS TO LEARN FROM AN EXPERIENCED FAMILY MEMBER AND GROW OUR BUSINESS IN NORTHERN VIRGINIA. THE GOAL WAS TO EVENTUALLY TAKE OVER AS TEAM LEADER," SAYS CHRIS.

The plan took a quick detour, however, when Chris was asked to focus more on the mortgage lending side of the business instead of the real estate team.

"Supporting the vision of growing the family business, I went into lending almost immediately after getting my real estate license," Chris explains. "As many lenders and agents can recall, there was no licensing requirement to be a lender at that time, so the transition would be a relatively easy one ... or so I thought." Chris says that understanding the mortgage industry, just before the housing crisis, proved to be quite challenging.

"I remember thinking, 'How can these borrowers afford these mortgage payments?'" Chris recalls. "The math was just not making sense, and when I began to ask questions, the answers

were even more confusing. At one point, I was told by a superior that I would not make it in the mortgage business. The experience, though painful at the time, made me stronger and more determined to succeed. It also gave me a chip on my shoulder."

Chris admits the overall experience was not entirely negative. "During that time, I learned how to read markets, understand technical analysis, and how mortgage interest rates were impacted by broader economic factors. These are skills I continue to use to this day."

As Chris reflected on those early days, he would ask himself, "What are the lessons I was meant to learn, and how can these experiences make me better?" Like most early career experiences, there were plenty of





Chris Shead spent eight years as a Realtor before becoming a mortgage lender.

• • •

challenges to overcome. “At that time, there were so many factors outside my control,” he says. “Having the right attitude, perspective, and commitment to serve every client at a high level was my personal goal and something I did have control over as I moved forward in my career.”

In 2007, Chris finally started his real estate career. He joined a well-established real estate team which focused mainly on new home construction and short sales and found success guiding homebuyers while taking advantage of the homebuyer tax credits that were being offered at that time. In 2011, Chris was recruited to join one of the highest-producing teams in Virginia, where he would spend four years learning from the best in the business. “The experience, training, and friendships I made changed the course of my professional career,” he admits. “It was on that team where I learned what it meant to be a true professional.” Chris looks back at that time as the turning point in his career.

In 2015, Chris made the hard decision to leave real estate and jump headfirst into mortgage lending. “I remember asking myself, ‘What are you doing? You have a good thing here on this real estate team!’ It was hard to explain, but it felt like there was unfinished

business... I just had to prove to myself I could be successful after being told I would fail.” In addition, Chris began to see this chasm that existed between what lenders think agents do and what agents think lenders do. “I remember hearing a lender, after looking at a HUD-1, say, ‘Look at how much this REALTOR® gets paid, and all they do is open a door!’ It was at that moment Chris knew there was an opportunity to bridge the divide and work in partnership with agents based on mutual and professional respect. Having been on both sides of the business, Chris considers his experience unique and valuable.



“I think my real estate agent partners find it comforting that I understand the challenges they go through while serving their clients and communities. I’ve had the experience of selling around 200 homes in my real estate career, and I’ve closed over a thousand mortgages,” says Chris. “I tend to look at lending through the eyes of an agent, knowing how important a role financing plays in the transaction. I also know that my Realtor partners depend on me to deliver world-class service as it represents them, too, since they referred me to their clients. I do not take that responsibility lightly.”

Chris takes an educational and advisory approach to the process of securing a home loan. “We do the hard work upfront to make sure our borrowers have a pre-underwritten loan before they start looking at houses. We are not in the business of getting contracts ratified, we are in the business of getting contracts closed.”

He credits having that chip on his shoulder from his early lending experience as an important stepping stone to his success.



“The early experiences shaped me and helped me create my own business philosophy. I now work with agents who share the same approach in their businesses,” Chris explains. “We make sure it’s a partnership with one another. I never want to be that lender with my hand out asking for their business; I want to earn it. In addition, I want to make sure that every single person we work with feels they were well advised, thoroughly educated, and well cared for throughout the mortgage process.”

When Chris isn’t working, you can often find him screaming on the sidelines at one of his kids’ sporting events with his wife Liz. “I’m that dad,” he grins. “We like to create memories together. Friday pizza and movie nights are untouchable,” says Chris. When spending time alone, Chris will be golfing (not well, he says), getting out in nature, and reading.

“I love being able to just turn my phone off for a little while and just try to recenter myself. I have not arrived at the delicate work-life balance, but I’m trying. I keep telling myself that we work to live, not live to work.”

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ASHLEIGH

WEHMEYER



## *Bloom Where You Are Planted*

“As a military child, veteran, and military spouse, the theme of service is something that has run through my life. So we left the Army as a family, but I’ve found a place where I can still be of service to people.”

Ashleigh Wehmeyer has spent most of her life moving from place to place. She’s moved a staggering 20 times, having lived in 18 different states and three different countries. When her husband retired from active duty in the early 2010s, Ashleigh was presented with an opportunity she never had before; she was given a chance to set down roots.

Ashleigh and her husband, Marc, chose North Arlington, Virginia, for its proximity to family, the

quality of the schools, and the walkable lifestyle. Ashleigh was excited about finding community in her new home, and she was equally enlivened by the prospect of building a career.

“It’s hard, as a military spouse, to build your own career while moving from place to place, especially back 20 years, when there wasn’t as much remote work available. So this was an opportunity for me to build something.”

In October 2014, Ashleigh began her real estate career; eight years later,

...



## ► agent spotlight

By Zachary Cohen  
Photos by Ryan Corvello



...

she's thriving. She closed an impressive 36 homes for \$25.8 million in 2021, but the statistics don't tell the whole story. Ashleigh is a heart-centered agent who loves helping military families just like her own.

#### SERVING HER COMMUNITY

In real estate, Ashleigh has found a career that aligns with her values.

"There's something very special about helping people with a fundamental need for shelter. As someone who's moved around my whole life, I've never had a home I stayed in my whole life. Neither did my parents, and neither did my kids," Ashleigh explains. "So having this tangible place where you live and grow is so important. Being able to own a home and have an exit strategy and a way to build wealth and get out on the other side with some equity is essential."

About 95 percent of Ashleigh's clients are military families. Ashleigh understands the struggles of needing to pack up and move so often. She also understands the compounding costs associated with frequent moves.

"Every time, there are startup costs of moving to a new location. To be able to help families come in, evaluate their needs, and find a home that fits... to be able to provide resources here on the ground is huge."

Ashleigh considers herself a client-focused agent with a passion for easing what can so often be a stressful transition for families. She's a solo



agent with support staff; she enjoys being the one to guide her clients through the homebuying or selling process, from start to finish.

"I believe clients enjoy working with one person. If you are going to work with Ashleigh, you're going to get Ashleigh all the time."

#### THE FUTURE IS BRIGHT

With both of her sons grown, Ashleigh is looking forward to a new stage in life. Her oldest son, John, lives in Los Angeles. Her younger son, Joseph, is in college. In the coming years, Ashleigh is looking to continue growing her real estate business and involving herself in more charity events/organizations.

"We're moving into an interesting time in real estate, so I'm looking for ways to grow the business and expand my circle," Ashleigh says.

"I would not be doing this if it wasn't for my clients. People are my purpose. I love being with people, caring for them, and helping set them up for financial success. That people are willing to put their trust and faith in me, I really cherish that. Wherever we moved, that's where home was, so to help people feel at home is a special calling for me."

Ashleigh Wehmeyer, with Compass, loves assisting military families like her own.

COMPASS

#### FUN FACT

ASHLEIGH IS A MEMBER OF THE WEST POINT ALUMNI GLEE CLUB. SHE SINGS AT FUNERALS AND EVENTS HONORING VETERANS AND WEST POINT GRADUATES AROUND THE D.C. AREA, BRINGING JOY TO OUR NATION'S VETERANS AND THEIR FAMILIES.



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# DAN MCNIEL

The Captain America of Real Estate

►► rising star

By Kierstynn King  
Photo by Alimond Studios



Photo by Ryan Corvello

Growing up in Northern Virginia, Dan McNiel was always into sports. He considers baseball his one true love and played it for 15 years. When Dan went on to high school, he wound up playing tennis and golf his junior and senior year.

After graduating high school, Dan continued to play and coach tennis, he was often referred to as “Tennis Dan” throughout his community and by the people he coached.

“I was working for Loudoun County government for almost 12 years. I was

a park manager for most of that time, but I wanted to be in a job where I could be in control of my own destiny,” Dan explains. “With real estate, there are no glass ceilings or financial limitations, I could make good money by working hard, and have flexibility with my schedule. When COVID happened, I was able to be home with my kids while they were doing school from home.”

Dan says tennis helped him get to where he is today. Dan ended up coaching Eric Pearson, (who formed Pearson Smith Realty) and Mike Snow (a broker

at Pearson Smith Realty) and taught them to play tennis.

“I knew Eric and Mike when they were kids. When I decided to get into real estate, I gave Eric a call and we were able to make that connection ... because of Tennis Dan,” he jokes.

Dan got into real estate in May of 2018, and has been at Pearson Smith Realty since day one. Last year, Dan won Pearson Smith Realty’s Top Lead Converter award with 21 lead deals converted.

“Last year, I finally felt like I had made it. I bought season passes to Busch Gardens and Water Country USA for me and my kids. I felt like I was successful; it wasn’t the money in the bank, it was the memories I was able to create with my kids.”

Dan is a part of Bridges Business Solutions Coaching with Richard Bridges, which focuses on the six circle goals: growth, spiritual, financial, professional, health, and personal goals.

“When I am coaching for BBS I focus on the six circle goals, and I always remind people that you have to take care of yourself outside of the business. I’ve lost 80 pounds since getting into real estate. Before real estate, I wasn’t in a good mental or physical space,” Dan explains.

He received the Six Circle Goals award in 2020, and felt like he got himself in a good place, just by starting to take better care of himself.

“When I wasn’t taking great care of myself, business wasn’t great,”

...





Dan McNeil, with Pearson Smith Realty, hosts movie nights for his clients, where he dresses up as Captain America. (Photo by Ryan Corvello)

...

he admits. “Once I felt like I was in a good place, business for me just started to take off.”

Dan loves to get out and run... He’s done seven marathons so far and will soon be running in the Marine Corps marathon. “I started off just by walking, then I went on to jogging, and then running. Over the past two years, I’ve run well over a thousand miles each year,” Dan says.

On a day off, Dan can most likely be found watching a movie. “I’m a

huge movie buff. Some of my favorite movies are ‘Rudy,’ and ‘Lord of the Rings,’” Dan says. Dan has been able to incorporate his love for movies into his work as well. “Over the last year and half, I’ve been holding movie events for my clients. I try to host for any Marvel movies that come out,” he says.

Dan even dresses up like Captain America at the events. “The kids get so excited when I come out dressed as Captain America,” he chuckles. “I have the whole outfit, including the shield. The movie events are

just a great way for families to come together and to have a good time.”

Dan views his job as a way to create meaningful connections with his clients. “I call hundreds of people a day. Since the day I first started, I’ve always called people. It’s hard for some people to build a relationship over the phone, but I find it’s something I’m really good at,” Dan says. “What’s most important, though, is the follow through. Sometimes, I call people who have just signed a lease and I’ll ask them when their lease is up. Some people laugh because they don’t think I’ll call back in six months, a year, whatever that time frame might be. I actually make sure I call them when that time frame passes.”

Dan completed over 31 deals last year. For half of those deals, he met most of those clients well over a year ago.

“Doing that follow-up is how I create the relationship with my clients,” he explains. “I stick with people. If someone tells me they are a year or two out, I’m going to be there. I always tell them, I’m on their schedule, not mine.”



Photo by Ryan Corvello



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## SERVICE, SPEED AND A TOUCH OF HUMOR

When Dane Work began selling real estate professionally in 1999, he had already been engaged in the business as an investor for the better part of a decade. His investing experience was the perfect preamble for a successful real estate career.

As an investor, Dane fell in love with the real estate industry. Although this was before the days of online search engines, Dane was deeply engaged in the buying and selling process. He stayed up-to-date through the local newspapers and his RE/MAX agent, who eventually suggested Dane get licensed himself.

“I was doing a lot of real estate on my own, in the dark days before the web. I had to wait for things to come out in the Washington Post,” Dane recalls.

...



# DANE WORK





“  
**NOTHING REPLACES  
COURTEOUS, INSTANT  
RESPONSE TIME. IT’LL  
WIN IN ANY BUSINESS.**

“My RE/MAX agent at the time eventually said, ‘Listen, you have to do this yourself. You’re telling me what to do, finding things yourself. It’s time for you to get licensed.’”

At the time, Dane owned and operated a local restaurant, but as he considered starting a family, he sought a career change. A career in real estate seemed to be a natural next step.

“I wanted to do something different. The market was starting to take off, so it seemed to be a logical service field to transfer over to. I thought it was time to turn the page.”

#### **Beginnings**

In the late ‘90s, Dane began his real estate sales career in earnest. He was able to apply the skills that helped him become successful as a restaurateur to the real estate business.

“I took the grassroots principles of service, speed, politeness, conscientiousness — all the things from the restaurant business that made people a success,” Dane explains. “Nothing replaces courteous, instant response time. It’ll win in any business.”

Dane also found that he was perfectly cut out for a career in real estate. He loved — even craved — being around people. Networking came naturally.

“I realized if I wasn’t talking to 200 to 300 people every day, I’d wilt like a flower,” Dane quips. “So I went out and found a bunch of business.”

Dane has built his business through an incredible commitment to relationships and referrals. He’s proud to say that in his 23 years in the industry, he’s spent only \$4,000 on marketing himself.

“That means I don’t do any farming. I don’t do mass marketing stuff. What I do is advertise my clients’ homes with vigor, which is what I’m hired to do,” Dane says. “I’m all about serving the client and building more relationships. What makes me unique is that I am 100 percent referral, literally. I am the receptionist, manager, technician, and custodian of my shop.”

Dane’s resulting success has been impressive. For the past two decades, he’s averaged over 50 sales per year and earned countless accolades. In 2021, he closed 60 transactions for over \$60 million.

#### **Giving Thanks**

Dane has been with RE/MAX his entire real estate career. That stability has helped him create one of Northern Virginia’s strongest businesses. Remarkably, Dane does it all on his own. He doesn’t have a team or even a full-time assistant.

“I’ve been so fortunate to get many accolades through RE/MAX, the only brokerage firm I know,” Dane smiles. “I’m a solo agent. I’m not against the team concept. I do this so I can stay on the same level with my clients consistently. I’m responsible for all of it, and I never lose track of my clients. I’m with them every step along the way.”



Dane Work has been able to sustain a booming business for over 20 years as a solo agent.



As Dane reflects on his real estate journey, he marvels at how rewarding it has been, financially and emotionally. Now, he's looking toward the next stage of his career.

"I'm 60 years old. I love to run at 100 miles per hour and pretend I'm 40, but that's probably not going to work for too much longer. Looking five years down the road, I don't know that I will want to do 50 or 60 transactions in a year. That's quite a pace for one person," Dane reflects. "So the next transition for someone like me is to bring on an associate to mentor or an apprentice to hopefully learn and be able to enjoy some of the successes I have been fortunate to have. I'm hoping that may be my daughter, who's off to college this year at the University of Cincinnati. In the meantime, even though the market is going through a transition, I'll bring on someone to relieve me and tack things down because I need to go to Cincinnati and watch my daughter play lacrosse."

Top producer Dane Work has been with RE/MAX his entire career.



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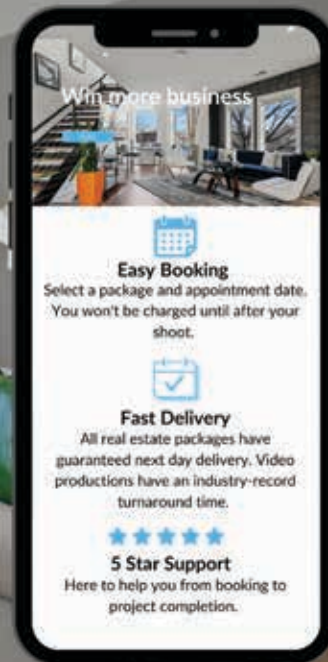
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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to August 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Sarah A. Reynolds	Keller Williams Chantilly Ventures, LLC	498.5	\$280,148,265	132	\$65,246,157	630.5	\$345,394,422
2	Keri K Shull	Optime Realty	96.5	\$69,688,713	241.5	\$161,463,038	338	\$231,151,750
3	Jennifer D Young	Keller Williams Chantilly Ventures, LLC	142.5	\$87,540,550	87.5	\$57,834,071	230	\$145,374,621
4	Martin K Alloy	SM Brokerage, LLC	141	\$85,752,076	67.5	\$40,537,735	208.5	\$126,289,811
5	Sue S Goodhart	Compass	54	\$59,714,300	40.5	\$49,537,185	94.5	\$109,251,485
6	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	39	\$71,942,849	18	\$30,569,330	57	\$102,512,179
7	Casey C Samson	Samson Properties	58	\$70,536,500	19	\$25,785,300	77	\$96,321,800
8	Akshay Bhatnagar	Virginia Select Homes, LLC.	26	\$18,013,757	92	\$74,315,114	118	\$92,328,871
9	Jean K Garrell	Keller Williams Realty	51.5	\$53,455,451	40	\$36,345,246	91.5	\$89,800,697
10	Jason Cheperdak	Samson Properties	62	\$39,156,563	76.5	\$50,466,022	138.5	\$89,622,585
11	Phyllis G Patterson	TTR Sotheby's International Realty	44.5	\$62,327,965	18.5	\$23,310,700	63	\$85,638,665
12	Piper Gioia Yerks	Washington Fine Properties, LLC	10.5	\$35,196,250	10.5	\$49,634,970	21	\$84,831,220
13	Jennifer L Walker	McEneaney Associates, Inc.	46	\$37,596,426	41.5	\$38,558,076	87.5	\$76,154,502
14	Christopher J White	Long & Foster Real Estate, Inc.	46	\$45,503,850	26	\$28,090,500	72	\$73,594,350
15	Daan De Raedt	Property Collective	52	\$40,004,250	32	\$27,435,300	84	\$67,439,550
16	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	17	\$10,476,400	66	\$51,093,832	83	\$61,570,232
17	James W Nellis II	Keller Williams Fairfax Gateway	46	\$31,755,450	38.5	\$25,220,439	84.5	\$56,975,889
18	Betsy A Twigg	McEneaney Associates, Inc.	32.5	\$44,358,220	8	\$12,236,690	40.5	\$56,594,910
19	Laura C Mensing	Long & Foster Real Estate, Inc.	22	\$35,317,050	15	\$21,198,180	37	\$56,515,230
20	John Coles	Thomas and Talbot Estate Properties, Inc.	5	\$29,587,500	2	\$24,155,000	7	\$53,742,500
21	Nikki Lagouros	Berkshire Hathaway HomeServices PenFed Realty	33	\$19,342,001	47	\$31,275,178	80	\$50,617,179
22	Lilian Jorgenson	Long & Foster Real Estate, Inc.	23	\$31,035,900	11	\$17,867,450	34	\$48,903,350
23	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	83	\$48,101,124	0	\$0	83	\$48,101,124
24	Lisa Dubois-Headley	RE/MAX West End	29.5	\$27,799,510	19	\$18,854,500	48.5	\$46,654,010
25	Paul Thistle	Take 2 Real Estate LLC	48	\$32,474,950	17	\$13,884,400	65	\$46,359,350
26	Khalil Alexander El-Ghoul	Glass House Real Estate	28.5	\$24,297,825	20	\$21,681,916	48.5	\$45,979,741
27	Damon A Nicholas	Coldwell Banker Realty	25	\$20,141,140	36	\$25,561,562	61	\$45,702,702
28	Dilyara Daminova	Samson Properties	12	\$6,204,000	69	\$39,278,090	81	\$45,482,090
29	Cynthia Schneider	Long & Foster Real Estate, Inc.	48	\$29,424,637	24	\$14,748,350	72	\$44,172,987
30	Bic N DeCaro	EXP Realty, LLC	13.5	\$10,424,550	46	\$33,335,345	59.5	\$43,759,895
31	Steven C Wydler	Compass	18	\$22,637,500	13	\$20,568,500	31	\$43,206,000
32	Viktorija Piano	Keller Williams Realty	20.5	\$26,189,980	15	\$16,815,790	35.5	\$43,005,770
33	Mercy F Lugo-Struthers	Casals, Realtors	12.5	\$6,388,928	76.5	\$36,000,427	89	\$42,389,355
34	Carolyn A Young	RE/MAX Gateway, LLC	20	\$13,964,650	40.5	\$27,821,014	60.5	\$41,785,664
35	Tom Francis	Keller Williams Realty	18	\$34,952,950	6.5	\$6,722,830	24.5	\$41,675,780
36	Ashraf Morsi	Keller Williams Realty	29	\$23,191,026	24	\$18,242,781	53	\$41,433,807
37	Kristina S Walker	KW United	22	\$18,873,600	25	\$22,499,100	47	\$41,372,700

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
38	Raymond A Gernhart	RE/MAX Executives	29.5	\$16,619,670	34.5	\$24,534,988	64	\$41,154,658
39	Kimberly A Spear	Keller Williams Realty	25	\$17,992,500	30	\$23,140,865	55	\$41,133,365
40	Kay Houghton	KW Metro Center	48	\$27,206,500	22.5	\$13,677,463	70.5	\$40,883,963
41	Michael I Putnam	RE/MAX Executives	34.5	\$20,488,400	33	\$20,249,600	67.5	\$40,738,000
42	Irina Babb	RE/MAX Allegiance	47	\$32,943,750	10	\$7,136,500	57	\$40,080,250
43	Bruce A Tyburski	RE/MAX Executives	24	\$21,100,233	21	\$18,879,000	45	\$39,979,233
44	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	29	\$26,266,430	15	\$13,142,500	44	\$39,408,930
45	Jennifer H Thornett	Washington Fine Properties, LLC	7	\$21,287,900	6.5	\$17,433,700	13.5	\$38,721,600
46	Marianne K Prender-gast	Washington Fine Properties, LLC	11	\$24,307,850	9.5	\$14,034,450	20.5	\$38,342,300
47	Venugopal Ravva	Maram Realty, LLC	7.5	\$4,684,500	42	\$32,572,238	49.5	\$37,256,738
48	Mona Banes	TTR Sothebys International Realty	13	\$12,443,975	23.5	\$24,467,800	36.5	\$36,911,775
49	Steven J Watson	KW Metro Center	14	\$31,631,730	4	\$4,906,000	18	\$36,537,730
50	Blake Davenport	RLAH @properties	8	\$4,509,200	44.5	\$31,358,767	52.5	\$35,867,967
51	Lenwood A Johnson	Keller Williams Realty	37	\$19,792,979	27	\$15,789,780	64	\$35,582,759
52	Sri H Meka	Franklin Realty LLC	14	\$10,128,000	23	\$25,087,877	37	\$35,215,877
53	Mansoor Dar	Keller Williams Realty	12	\$23,201,500	8	\$11,911,500	20	\$35,113,000
54	Lauren A Bishop	McEneaney Associates, Inc.	13	\$18,122,750	11.5	\$16,670,100	24.5	\$34,792,850


**Disclaimer:** Information based on MLS closed data as of September 6, 2022, for residential sales from July 31, 2022, to: August 31, 2022, in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to August 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
55	Eve M Weber	Long & Foster Real Estate, Inc.	24	\$22,075,900	15.5	\$11,984,500	39.5	\$34,060,400
56	Margaret J Czapiewski	Keller Williams Realty	46	\$26,646,735	13.5	\$7,274,861	59.5	\$33,921,596
57	Kamal Parakh	Customer Realty LLC	19	\$11,455,873	30	\$22,035,028	49	\$33,490,901
58	Debbie P Kent	Cottage Street Realty LLC	50	\$29,727,450	4	\$3,437,203	54	\$33,164,653
59	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	2.5	\$1,002,000	42	\$31,907,639	44.5	\$32,909,639
60	Kristen K Jones	McEneaney Associates, Inc.	10	\$10,084,499	18	\$22,658,200	28	\$32,742,699
61	Christine G Richardson	Weichert Company of Virginia	26.5	\$23,296,950	10	\$9,183,500	36.5	\$32,480,450
62	Pamela A Yerks	Washington Fine Properties, LLC	8	\$29,762,500	1	\$2,300,000	9	\$32,062,500
63	Andre M Perez	Compass	4	\$4,320,000	12	\$27,433,000	16	\$31,753,000
64	Sherif Abdalla	Compass	14	\$16,235,250	8	\$15,363,500	22	\$31,598,750
65	Matias Leiva	Keller Williams Chantilly Ventures, LLC	34.5	\$28,807,350	2.5	\$2,052,000	37	\$30,859,350
66	Dinh D Pham	Fairfax Realty Select	18	\$10,716,220	40	\$20,016,739	58	\$30,732,959
67	Jillian Keck Hogan	McEneaney Associates, Inc.	14.5	\$9,930,500	23.5	\$20,793,710	38	\$30,724,210
68	Yony Kifle	KW Metro Center	12	\$5,342,510	50.5	\$25,173,955	62.5	\$30,516,465
69	Abuzar Waleed	RE/MAX Executives	23.5	\$13,242,700	33.5	\$16,077,410	57	\$29,320,110
70	Jeddie R Busch	Compass	7	\$7,185,000	17	\$21,745,891	24	\$28,930,891
71	Laura R Schwartz	McEneaney Associates, Inc.	13	\$14,657,800	13	\$14,094,298	26	\$28,752,098
72	Julie A Zelaska	Smith & Schnider LLC	13	\$21,242,940	3	\$7,230,000	16	\$28,472,940
73	Jon B DeHart	Keller Williams Realty	18	\$14,012,609	16.5	\$14,229,930	34.5	\$28,242,539
74	Marion Gordon	KW Metro Center	24.5	\$23,160,570	5	\$5,010,100	29.5	\$28,170,670
75	Kathryn R Loughney	Compass	13	\$11,525,500	18	\$16,622,500	31	\$28,148,000
76	Christina M O'Donnell	RE/MAX West End	16	\$14,428,460	14	\$13,687,870	30	\$28,116,330
77	Eli Tucker	RLAH @properties	12.5	\$9,241,989	18	\$18,715,930	30.5	\$27,957,919
78	Dustin M Fox	Pearson Smith Realty, LLC	21.5	\$13,414,987	20.5	\$14,295,400	42	\$27,710,387
79	Lauryn E Eadie	Compass	15.5	\$9,916,000	26	\$17,654,744	41.5	\$27,570,744
80	Patricia E Stack	Weichert, REALTORS	19	\$19,162,100	7	\$8,164,000	26	\$27,326,100
81	Kelly Martinez	Coldwell Banker Realty	26	\$18,349,730	13	\$8,805,613	39	\$27,155,343
82	Katie E Wethman	Keller Williams Realty	13.5	\$9,058,600	20.5	\$17,891,414	34	\$26,950,014
83	Joan Stansfield	Keller Williams Realty	12.5	\$9,737,000	16	\$17,200,173	28.5	\$26,937,173
84	Sarah Harrington	Long & Foster Real Estate, Inc.	22	\$18,378,500	8	\$8,524,000	30	\$26,902,500
85	Megan Buckley Fass	EXP Realty, LLC	16.5	\$17,526,930	8.5	\$9,361,500	25	\$26,888,430
86	Fouad Talout	Long & Foster Real Estate, Inc.	5	\$10,147,500	10	\$16,626,740	15	\$26,774,240
87	Elizabeth Ann Kline	RE/MAX 100	31	\$19,860,450	11.5	\$6,848,861	42.5	\$26,709,311
88	Brittany Lambrechts Camacho	Century 21 Redwood Realty	14	\$9,663,500	17	\$16,880,349	31	\$26,543,849

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to August 31, 2022

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Michael Gallagher	Redfin Corporation	28	\$23,855,130	2	\$2,688,000	30	\$26,543,130
90	Elizabeth W Conroy	Keller Williams Realty	14.5	\$18,277,590	5.5	\$8,179,500	20	\$26,457,090
91	Heidi F Robbins	William G. Buck & Assoc., Inc.	12	\$11,852,150	17	\$14,552,000	29	\$26,404,150
92	Danielle C Carter	Redfin Corporation	54.5	\$25,401,250	2	\$983,000	56.5	\$26,384,250
93	Lizzie A Helmig	KW United	21	\$11,540,288	29	\$14,630,315	50	\$26,170,603
94	Anthony H Lam	Redfin Corporation	11	\$9,562,000	19	\$16,500,700	30	\$26,062,700
95	Deyi S Awadallah	D.S.A. Properties & Investments LLC	44.5	\$25,573,800	1	\$475,000	45.5	\$26,048,800
96	Tracy Chandler	Berkshire Hathaway HomeServices PenFed Realty	25	\$16,294,250	16	\$9,709,300	41	\$26,003,550
97	Vicki M Benson	Pearson Smith Realty, LLC	31.5	\$22,630,449	2	\$3,339,010	33.5	\$25,969,459
98	Timothy D Pierson	KW United	10	\$8,282,380	16.5	\$17,525,400	26.5	\$25,807,780
99	Joan M Reimann	McEanearney Associates, Inc.	17.5	\$16,238,000	12	\$9,531,800	29.5	\$25,769,800
100	Lisa T Smith	Pearson Smith Realty, LLC	25	\$19,652,545	8	\$6,040,074	33	\$25,692,619
101	Christine R Garner	Weichert, REALTORS	11	\$11,912,700	11	\$13,347,690	22	\$25,260,390
102	Kristin M Francis	KW Metro Center	22	\$18,186,800	12	\$7,032,860	34	\$25,219,660
103	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	14	\$23,417,100	1	\$1,739,720	15	\$25,156,820
104	Megan E Duke	Keller Williams Realty	11.5	\$11,894,515	12	\$13,154,000	23.5	\$25,048,515
105	Danielle Wateridge	Berkshire Hathaway HomeServices PenFed Realty	12	\$9,762,000	18	\$14,980,983	30	\$24,742,983
106	Candyce Astroth	Samson Properties	11.5	\$7,718,000	27	\$16,791,032	38.5	\$24,509,032
107	Sue G Smith	Compass	13	\$11,886,000	16	\$12,481,300	29	\$24,367,300
108	George M Mrad	KW Metro Center	11.5	\$19,151,600	4	\$5,206,350	15.5	\$24,357,950
109	John Rumcik	RE/MAX Gateway	15.5	\$10,070,500	19.5	\$14,278,500	35	\$24,349,000
110	Ritu A Desai	Samson Properties	13	\$8,629,000	11	\$15,660,844	24	\$24,289,844
111	Katharine R Christofides	Century 21 New Millennium	16.5	\$9,624,750	18	\$14,645,090	34.5	\$24,269,840
112	Jennifer Fang	Samson Properties	14	\$10,032,600	18	\$14,004,500	32	\$24,037,100
113	Rheema H Ziadeh	Redfin Corporation	30	\$20,194,500	6	\$3,824,000	36	\$24,018,500
114	Keith A Lombardi	Redfin Corporation	14	\$7,683,900	22	\$16,325,000	36	\$24,008,900
115	Viktar Kutsevich	Samson Properties	7	\$5,027,818	24	\$18,840,150	31	\$23,867,968
116	Gitte Long	Redfin Corporation	35	\$20,892,800	5	\$2,854,000	40	\$23,746,800
117	Manuwa S Eligwe	KW Metro Center	14	\$7,023,600	26.5	\$16,659,965	40.5	\$23,683,565
118	Sandra Shimono	Redfin Corporation	24	\$15,719,849	9	\$7,951,000	33	\$23,670,849
119	Robert T Ferguson Jr.	RE/MAX Allegiance	23	\$18,330,751	9	\$5,302,700	32	\$23,633,451
120	Jean T Beatty	McEanearney Associates, Inc.	9	\$6,716,000	12.5	\$16,867,750	21.5	\$23,583,750
121	Jill Judge	Samson Properties	10	\$5,727,900	27	\$17,852,300	37	\$23,580,200
122	Natalie U Roy	KW Metro Center	9.5	\$10,161,500	12	\$13,410,000	21.5	\$23,571,500
123	Andrew J Biggers	KW United	14	\$10,890,750	9	\$12,669,933	23	\$23,560,683

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
124	Ashley H Tazurier	Berkshire Hathaway HomeServices PenFed Realty	19	\$11,951,000	18	\$11,573,500	37	\$23,524,500
125	Cricket Bedford	Thomas and Talbot Estate Properties, Inc.	8	\$10,796,896	3	\$12,600,000	11	\$23,396,896
126	David L Smith	Coldwell Banker Realty	6	\$2,497,000	31	\$20,840,930	37	\$23,337,930
127	Sarah Brown	Compass	11	\$8,543,400	19	\$14,757,040	30	\$23,300,440
128	Ryan Rice	Keller Williams Capital Properties	22	\$13,994,077	15	\$9,266,500	37	\$23,260,577
129	Lisa E Thompson	Hunt Country Sotheby's International Realty	9	\$14,342,499	4.5	\$8,790,000	13.5	\$23,132,499
130	Victoria(Tori) McKinney	KW Metro Center	17	\$13,092,177	13	\$10,013,585	30	\$23,105,762
131	Tracy V Williams	TTR Sothebys International Realty	4.5	\$9,237,500	5	\$13,865,740	9.5	\$23,103,240
132	Sridhar Vemuru	Aragami, LLC	7	\$5,532,000	20	\$17,533,530	27	\$23,065,530
133	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	15	\$19,094,800	4	\$3,830,000	19	\$22,924,800
134	Kevin J Carter	RE/MAX Distinctive Real Estate, Inc.	9	\$7,032,000	15	\$15,879,958	24	\$22,911,958
135	Heather C Corey	TTR Sotheby's International Realty	12.5	\$18,566,000	3	\$4,345,000	15.5	\$22,911,000
136	Suzanne T Parisi	Century 21 Redwood Realty	11	\$10,966,000	10	\$11,880,000	21	\$22,846,000
137	Serif Soydan	EXP Realty, LLC	2	\$1,167,500	23	\$21,499,800	25	\$22,667,300
138	Mark E Queener	Redfin Corporation	28	\$13,731,000	13	\$8,905,000	41	\$22,636,000
139	Coral M Gundlach	Compass	8	\$6,370,000	17	\$16,150,400	25	\$22,520,400
140	Karen A Briscoe	Keller Williams Realty	14.5	\$18,858,590	4.5	\$3,647,526	19	\$22,506,116
141	William F Hoffman	Keller Williams Realty	9	\$13,842,970	8	\$8,634,000	17	\$22,476,970
142	David A Moya	KW Metro Center	19	\$12,548,250	11	\$9,880,000	30	\$22,428,250

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to August 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Cheryl H Wood	Redfin Corporation	23	\$13,809,263	9	\$8,574,000	32	\$22,383,263
144	Catherine B DeLoach	Long & Foster Real Estate, Inc.	22.5	\$19,188,250	4	\$3,094,600	26.5	\$22,282,850
145	Sheri Grant	TTR Sotheby's International Realty	6.5	\$10,716,500	6.5	\$11,434,000	13	\$22,150,500
146	William B Prendergast	Washington Fine Properties, LLC	8	\$15,897,850	3.5	\$6,252,450	11.5	\$22,150,300
147	Roy Kohn	Redfin Corporation	30	\$18,815,808	5	\$3,301,111	35	\$22,116,919
148	Dilara Juliana-Daglar Wentz	KW United	14	\$7,708,750	23.5	\$14,369,123	37.5	\$22,077,873
149	Areeb Fayyaz	Redfin Corporation	31.5	\$19,453,354	5	\$2,569,000	36.5	\$22,022,354
150	Katherine Massetti	EXP Realty, LLC	13	\$8,525,904	20	\$13,463,000	33	\$21,988,904
151	Chris Earman	Weichert, REALTORS	9	\$9,812,000	11	\$12,161,500	20	\$21,973,500
152	Mary Ashley Zimmermann	Compass	10.5	\$10,046,135	13	\$11,775,489	23.5	\$21,821,624
153	Stephanie Pitotti Williams	KW Metro Center	7	\$6,251,700	20	\$15,503,000	27	\$21,754,700
154	Chul Kim	Samson Properties	11.5	\$9,803,700	14.5	\$11,876,415	26	\$21,680,115
155	Nathan Daniel Johnson	Keller Williams Capital Properties	30.5	\$15,485,251	10.5	\$6,150,514	41	\$21,635,765
156	Joel S Murray	Focal Point Real Estate , LLC	7	\$18,694,660	2	\$2,925,000	9	\$21,619,660
157	Phillip B Brown	Property Collective	13	\$8,962,000	20	\$12,641,000	33	\$21,603,000
158	Francesca Keith	Avery-Hess, REALTORS	6	\$8,388,000	8	\$13,202,500	14	\$21,590,500
159	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	20	\$17,382,530	3	\$4,199,900	23	\$21,582,430

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
160	Kevin E LaRue	Century 21 Redwood Realty	24	\$15,877,650	7	\$5,631,349	31	\$21,508,999
161	Leslie L Carpenter	Compass	12	\$13,486,000	6	\$7,875,000	18	\$21,361,000
162	Scott A MacDonald	RE/MAX Gateway, LLC	21	\$16,474,240	7	\$4,883,250	28	\$21,357,490
163	David Cabo	Keller Williams Realty	13	\$16,466,000	6	\$4,884,506	19	\$21,350,506
164	Tanya R Johnson	Keller Williams Realty	19	\$14,571,321	9	\$6,687,251	28	\$21,258,572
165	Matthew R Elliott	Keller Williams Realty	12.5	\$7,566,750	18	\$13,681,900	30.5	\$21,248,650
166	Shaun Murphy	Compass	13	\$7,901,403	19	\$13,287,400	32	\$21,188,803
167	Deborah L Frank	Deb Frank Homes, Inc.	22.5	\$19,048,193	2	\$2,050,000	24.5	\$21,098,193
168	Janet A Callander	Weichert, REALTORS	9.5	\$11,734,500	10.5	\$9,283,000	20	\$21,017,500
169	A. Casey O'Neal	Compass	17	\$14,213,059	6.5	\$6,760,080	23.5	\$20,973,139
170	Tanya Salseth	KW United	4	\$3,490,000	34.5	\$17,458,000	38.5	\$20,948,000
171	Hala N Adra	Compass	4	\$4,550,000	10	\$16,276,520	14	\$20,826,520
172	Alexander J Bracke	Pearson Smith Realty, LLC	15	\$13,479,210	9	\$7,296,150	24	\$20,775,360
173	Frida Hopper	TTR Sotheby's International Realty	15	\$12,779,000	8	\$7,716,500	23	\$20,495,500
174	Joshua Chapman	Compass	8	\$4,768,030	13	\$15,693,500	21	\$20,461,530
175	Claudia V Cornejo	Fairfax Realty of Tysons	14.5	\$6,288,850	41	\$14,126,450	55.5	\$20,415,300
176	Patricia Ammann	Redfin Corporation	9.5	\$6,741,500	15	\$13,610,590	24.5	\$20,352,090
177	Joseph L Dettor	Keller Williams Fairfax Gateway	22	\$16,797,041	5	\$3,520,481	27	\$20,317,522
178	Barbara G Beckwith	McEneaney Associates, Inc.	11	\$16,461,000	3	\$3,855,000	14	\$20,316,000
179	Robert C Clark	Redfin Corporation	28	\$20,238,278	0	\$0	28	\$20,238,278

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to August 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Elizabeth L Kovalak	Keller Williams Realty	19	\$13,504,000	10	\$6,729,760	29	\$20,233,760
181	William S Gaskins	KW United	15	\$11,173,568	7	\$9,023,000	22	\$20,196,568
182	Tracey K Barrett	Century 21 Redwood Realty	14.5	\$10,078,500	14.5	\$10,081,885	29	\$20,160,385
183	Irene M deLeon	Redfin Corporation	32	\$17,906,500	4	\$2,234,900	36	\$20,141,400
184	Shailaja Raju	Long & Foster Real Estate, Inc.	12	\$8,337,000	13	\$11,605,500	25	\$19,942,500
185	Monique H Craft	Weichert, REALTORS	20	\$10,844,750	15	\$9,050,900	35	\$19,895,650
186	Patricia M Blackwelder	Samson Properties	11.5	\$8,572,963	13	\$11,301,763	24.5	\$19,874,726
187	Jeffrey A Jacobs	Compass	7.5	\$5,357,500	19	\$14,453,800	26.5	\$19,811,300
188	Michael McConnell	Redfin Corporation	23	\$12,653,177	11	\$7,155,550	34	\$19,808,727
189	Scott C Shawkey	Keller Williams Realty	7	\$15,344,680	4	\$4,449,900	11	\$19,794,580
190	Laura M Sacher	Compass	6	\$5,147,500	17.5	\$14,573,611	23.5	\$19,721,111
191	Karen M Hall	@home real estate	5	\$2,935,000	22	\$16,777,000	27	\$19,712,000
192	Caitlin Ellis	Property Collective	9	\$7,545,801	15.5	\$12,134,990	24.5	\$19,680,791
193	Peter Pejacsevich	Middleburg Real Estate	4	\$5,338,000	9	\$14,291,750	13	\$19,629,750
194	Alyssa Rajabi	Redfin Corporation	4.5	\$3,814,000	23	\$15,794,010	27.5	\$19,608,010
195	Patricia Fales	RE/MAX Allegiance	14	\$15,468,000	4.5	\$4,120,000	18.5	\$19,588,000
196	John Moore	Compass	19	\$15,270,509	5	\$4,240,000	24	\$19,510,509

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RANK	NAME	OFFICE	SELL-ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
197	Touqeer Malik	Fairfax Realty of Tysons	6	\$4,248,000	19	\$15,248,090	25	\$19,496,090
198	Kiran Morzaria	Samson Properties	6	\$2,875,000	22	\$16,580,221	28	\$19,455,221
199	Donna C Henshaw	Avery-Hess, REALTORS	11	\$10,375,000	9	\$9,074,000	20	\$19,449,000
200	Frank J Schofield	Summit Realtors	6.5	\$3,498,450	24.5	\$15,797,958	31	\$19,296,408
201	Aaron A Probasco	Samson Properties	7	\$7,576,500	9	\$11,665,010	16	\$19,241,510
202	Kelly A Stock Bacon	ERA Teachers, Inc.	12.5	\$12,213,500	6	\$6,929,960	18.5	\$19,143,460
203	Roberto R Roncales	Keller Williams Realty	21	\$14,741,225	7	\$4,390,000	28	\$19,131,225
204	Albert D Pasquali	Redfin Corporation	13	\$6,940,500	17	\$12,168,000	30	\$19,108,500
205	Scott J Buzzelli	Middleburg Real Estate	4.5	\$5,850,500	8	\$13,234,750	12.5	\$19,085,250
206	James P Andors	Keller Williams Realty	16	\$13,027,820	7.5	\$6,042,100	23.5	\$19,069,920
207	Ana Lucia Ron	ANR Realty, LLC	63	\$18,576,400	2	\$449,900	65	\$19,026,300
208	Elizabeth Lord	Compass	6	\$5,193,000	15.5	\$13,793,460	21.5	\$18,986,460
209	Diane V Lewis	Washington Fine Properties, LLC	9.5	\$10,802,500	3.5	\$8,155,000	13	\$18,957,500
210	Linh T Aquino	Redfin Corporation	29	\$16,532,800	4	\$2,417,000	33	\$18,949,800
211	Natalie Wiggins	Redfin Corporation	25	\$13,187,577	8	\$5,685,000	33	\$18,872,577
212	Richie Hanna	RE/MAX Gateway	22.5	\$13,011,500	9.5	\$5,857,490	32	\$18,868,990
213	Johnny W Benson	Long & Foster Real Estate, Inc.	7.5	\$8,632,950	8	\$10,102,210	15.5	\$18,735,160
214	Joy L Deevey	Compass	12.5	\$9,514,000	10	\$9,199,175	22.5	\$18,713,175
215	Troy J Sponaugle	Samson Properties	12	\$7,141,518	18	\$11,553,069	30	\$18,694,587
216	Benjamin J Grouby	Redfin Corporation	28.5	\$15,551,471	3	\$3,112,500	31.5	\$18,663,971
217	Angela I Bresnahan	Keller Williams Realty	14	\$12,788,200	6	\$5,852,000	20	\$18,640,200
218	Kyle R Toomey	Compass	16	\$7,913,750	17	\$10,711,525	33	\$18,625,275
219	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	18.5	\$10,702,150	13.5	\$7,866,500	32	\$18,568,650
220	Josh Dukes	KW Metro Center	9	\$4,596,500	23.5	\$13,917,494	32.5	\$18,513,994
221	Jennifer Mack	EXP Realty, LLC	16.5	\$11,488,900	6	\$6,987,520	22.5	\$18,476,420
222	Donna S Wolford	Redfin Corporation	33.5	\$16,616,250	3.5	\$1,849,900	37	\$18,466,150
223	Ram Kumar Mishra	Spring Hill Real Estate, LLC.	13.5	\$5,843,250	23	\$12,538,300	36.5	\$18,381,550
224	Steven P Cole	Redfin Corporation	16	\$9,018,890	10	\$9,357,550	26	\$18,376,440
225	LeAnne C Anies	EXP Realty, LLC	16	\$11,016,200	10	\$7,340,050	26	\$18,356,250
226	Sean A Satkus	Long & Foster Real Estate, Inc.	9	\$11,058,500	9	\$7,251,000	18	\$18,309,500
227	Karen L McGavin	Keller Williams Capital Properties	16	\$10,989,513	10	\$7,308,171	26	\$18,297,684
228	Benjamin D Heisler	Pearson Smith Realty, LLC	13	\$13,276,900	6	\$4,922,940	19	\$18,199,840
229	Tracy B Dunn	McEneaney Associates, Inc.	7.5	\$6,547,500	12	\$11,649,000	19.5	\$18,196,500
230	Kathleen R. Grieco	TTR Sotheby's International Realty	7	\$5,064,000	14	\$13,130,041	21	\$18,194,041
231	Roxanne B Watts	Coldwell Banker Realty	17	\$13,158,833	5	\$4,934,000	22	\$18,092,833
232	Kendell A Walker	Redfin Corporation	17	\$9,635,749	13	\$8,421,980	30	\$18,057,729
233	Branden L Woodbury	Redfin Corporation	35	\$17,294,599	2	\$745,000	37	\$18,039,599

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64 • October 2022

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to August 31, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Gail Romansky	Pearson Smith Realty, LLC	14.5	\$14,874,560	3	\$3,145,000	17.5	\$18,019,560
235	Kara Chaffin Donofrio	Long & Foster Real Estate, Inc.	5	\$4,972,500	17	\$13,033,000	22	\$18,005,500
236	Diane U Freeman	Redfin Corporation	4.5	\$2,387,300	25	\$15,615,100	29.5	\$18,002,400
237	John Murdock	Keller Williams Realty	26	\$15,799,662	4	\$2,192,990	30	\$17,992,652
238	Christopher J Dudley	Berkshire Hathaway HomeServices PenFed Realty	4	\$2,380,000	17	\$15,563,920	21	\$17,943,920
239	Conor Sullivan	KW Metro Center	7.5	\$10,217,000	10	\$7,714,990	17.5	\$17,931,990
240	John R. Lytle	Pearson Smith Realty, LLC	2	\$1,575,625	23	\$16,322,100	25	\$17,897,725
241	Cihan Baysal	Long & Foster Real Estate, Inc.	2	\$2,069,000	22	\$15,810,250	24	\$17,879,250
242	Matthew David Ferris	Redfin Corporation	12	\$6,576,245	18	\$11,300,900	30	\$17,877,145
243	Juli A Hawkins	Redfin Corporation	36.5	\$17,278,451	1	\$550,000	37.5	\$17,828,451
244	Micah A Corder	Washington Fine Properties, LLC	4.5	\$10,650,400	4	\$7,163,700	8.5	\$17,814,100
245	Helen E MacMahon	Sheridan-MacMahon Ltd.	6	\$11,970,000	5	\$5,781,000	11	\$17,751,000
246	Michael Lee	Epstein and Pierce Real Estate	4	\$5,320,000	10	\$12,411,950	14	\$17,731,950
247	Katherine D Colville	Century 21 Redwood Realty	18	\$10,341,400	14	\$7,318,150	32	\$17,659,550
248	Marnie S Schaar	Compass	17.5	\$13,521,500	5	\$4,097,000	22.5	\$17,618,500
249	Gregory A Wells	Keller Williams Realty	12	\$10,865,502	8	\$6,731,280	20	\$17,596,782
250	Brad C Kintz	Long & Foster Real Estate, Inc.	30	\$15,852,450	2	\$1,729,000	32	\$17,581,450

**Disclaimer:** Information based on MLS closed data as of September 6, 2022, for residential sales from July 31, 2022, to: August 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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