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GEARING UP FOR FALL!

►► publisher's note

Dear NOVA Real Producers,

It was a joy to see everyone in their finery at our Casino Royale event in July. We truly enjoyed the event and hope you all did too! Check out photos from the event on pages 20–23 in this issue.

Right now, we are gearing up for our BIG Game Day 2022 between Washington and the Philadelphia Eagles on September 25th at FedEx Field! This is the second year we've hosted this joint event between *NOVA* and *DC Metro Real Producers*, and we couldn't be more psyched! If you haven't registered yet, there may be a few spots left; check your email or get in touch with us asap for info. You don't want to miss this epic annual event!

As always, I want to extend a sincere thank-you to all of our partners who have supported *NOVA Real Producers* for the past four-plus years. It is thanks to you that we are able to put on such amazing events for this special community.

As we gear up for fall, we hope everyone has had a chance for a little R&R this summer because ... fall is Go Time. Let's go, Real Producers!

See you soon!



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KRISTIN BRINDLEY
ENTREPRENEUR, CONNECTOR, PUBLISHER

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Who am I being in this moment?

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GAME DAY 2022

AT FEDEX FIELD

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9:30 a.m. – end of game

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We will gather at FedEx Field at 9:30 a.m. for exclusive access to the stadium, where we will have 500 reserved

seats for members of our group. Pre-game, we will have food and beverages and the opportunity to network before the excitement starts when the players arrive.

This is a do-not-miss opportunity! Seats are limited, and with both *NOVA Real Producers* and *DC Metro Real Producers* invited, they will go fast! Please watch your email for your exclusive invitation, and if you haven't received it, please reach out to Kristin Brindley at Kristin@kristinbrindley.com for information.

We can't wait! And hope to see you there!



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►► we ask...you tell!

What are your favorite fall traditions?



LAUREN KIVLIGHAN
Northern Virginia Real Estate, Inc.
Football...the crisp smell of the air...make some chili and have friends over.



JOHN MURDOCK
Keller Williams Realty
Pumpkin picking in Purcellville with my kids.



ARTURO FERREIRA
Best Side Story Media
We just started a new fall tradition with our 4- and 3-year-olds last year: sitting on our hilltop lawn on a windy day and watching the leaves cascade off the trees, then my kids trying to catch as many as they can.



BLAKE and LEAH DAVENPORT
RLAH Real Estate
Visit a Leesburg winery and Airbnbs in Shenandoah.



IAN MCVEIGH
Samson Properties
Pumpkin carving.



TANYA JOHNSON
Keller Williams Realty
Virginia Tech Hokies Football games.



SARAH BROWN
Compass
Apple picking with my kids at Butler's Orchard and pumpkin picking at Cox Farms.



WENDY ROSS
NOVA Real Producers
We love going to various Halloween haunts, such as Reaper's Revenge in Pennsylvania (my husband and daughter work at Reaper's every year), pumpkin and apple picking, and eating hot cider donuts on the way home.

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CASINO ROYALE EVENT

JULY 13, 2022

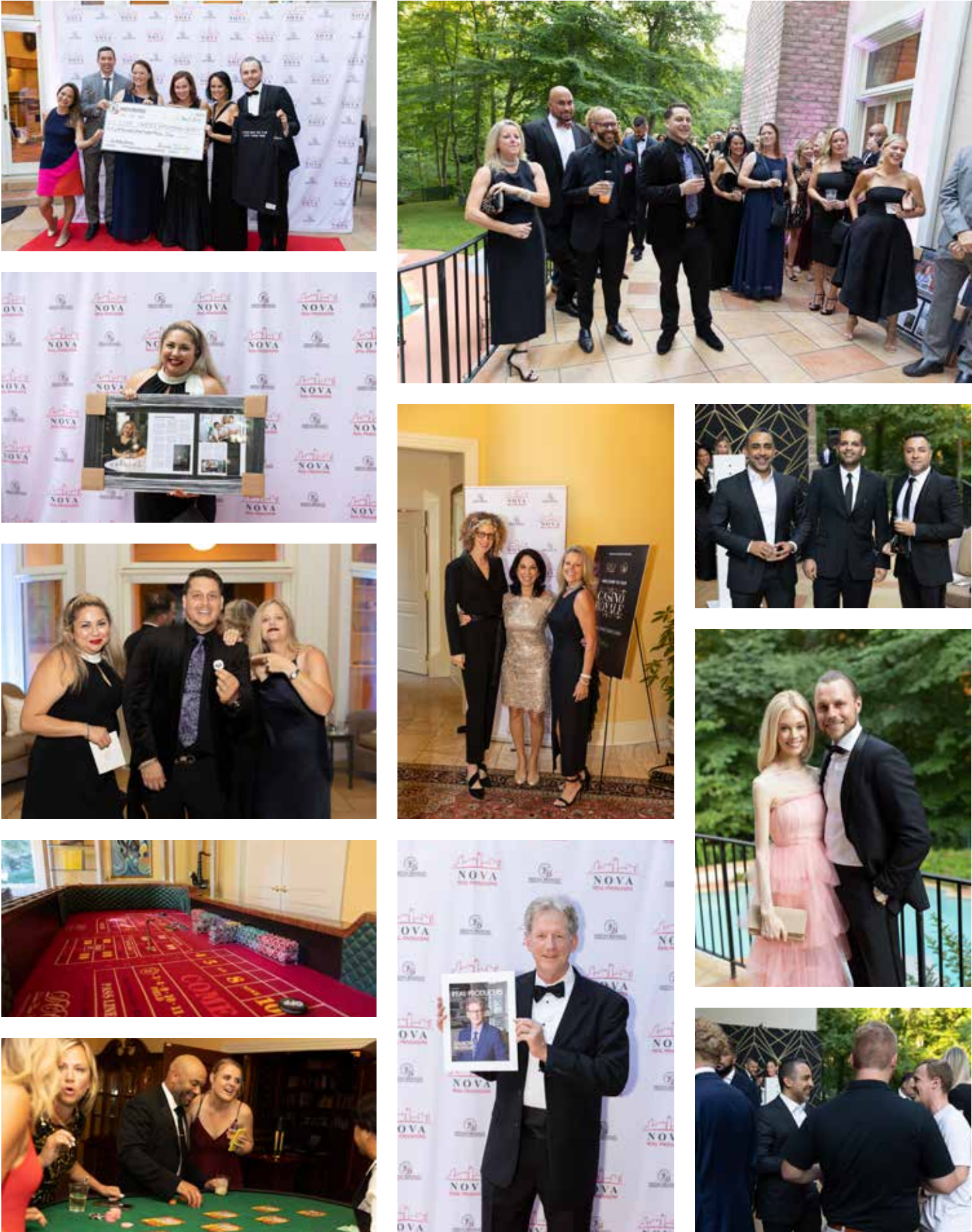
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Our Casino Royale event at 1342 Potomac School Road in McLean, VA, was a HIT! Thank you from the bottom of our hearts to everyone who joined in on the fun and played in our Texas Hold ‘Em Tournament for **Love Justice International!**

A huge thank-you to our generous sponsors: **Kensington Vanguard National Land Services, Fresh Home Cleaning, Ryan Corvello Photography, HD Bros, and Catoctin Creek Distilling Company** — this event’s success was

made possible because of you! Thank you to **Chef La Pierre** for curating delicious food for the evening, to **U.S. Casino Rentals** for casino equipment, and the amazing DJ team from **Gold Event Group**. Last, but not least, thank you to the talented bartenders. You are all sincerely appreciated! Most importantly, it was great seeing everyone connect. It takes a village to strengthen our community... To everyone involved, we truly appreciate you!

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







words by wade
By Wade Vander Molen

BACK TO BASICS

to Strengthen Your Database Right Now!

I meet with real estate agents every week to learn more about their businesses and how I can add value. Many of these agents know I do a lot with YouTube videos, website SEO and more, so that really intrigues them. I stop them in their tracks and ask them the simple question: *What are you currently doing to stay in contact with your past clients and sphere of influence?* In many instances, the answer suggests they are not doing as much as they could be. Right now, in a shifting market, being in front of your database and reconnecting with them is more important than ever. Here are some great ways to make that happen.

Back to Basics

In 2020 and 2021, REALTORS® were super busy with clients taking advantage of low-interest rates to purchase, but also, due to COVID-19, had less chance to do client events. Now that time has passed and things are getting back to “normal,” getting back to the basics is important. If you look back, what activities got your

real estate business to where it is right now? I bet many of those activities involved making calls, knocking on doors, shooting some videos for social media, sitting at open houses, and doing tons of follow-ups. With the change in the market, these basic activities will be some of the more crucial lead-generation tactics that will lead to success.

5-5-4

I realize that the paragraph above sounds great, but what does that follow-up look like? I like the Tom Ferry 5-5-4 rule. This means having 5 daily conversations with people that you

know. These can be family, friends, past clients or your farm. The next 5 should be conversations with people you don’t know. These people can be expired or canceled listings, or other people with whom you interact during the day. Adding new people to your database on a regular basis is important. The last category, which is 4, stands for the number of follow-up calls or conversations to have each day. Using this basic formula will be helpful in not only strengthening your current database relationships but adding new people into the mix as well.

Time to Invest

When the market shifts, that is the time to invest back into your business, especially with your database. Taking the time to set up a client appreciation event for fall or

winter can be helpful to reconnect with people in your database you haven’t seen in a couple of years. This will also give you buyer and listing opportunities for Spring 2023. Do neighborhood and community events, home-selling seminars, etc. Invite your database and SOI to these events.

The stronger you can make these relationships in shifting times, the better for your real estate business long-term. The Realtors that take advantage of these opportunities will have greater market share down the road versus agents who talk about doing something but don’t follow through. Committing to getting back to basics and strengthening those database relationships will yield positive results for the rest of the year and beyond.



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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Curate a Consistent Profile

One of the most critical aspects of your brand is how you appear to your clients. You want to come off as polished, professional, trustworthy, helpful, and respected. Stay active on your social media profiles to help this reputation extend beyond face-to-face meetings with your clients. You don't have to update your pages every day, but having a curated brand with professional content will go a long way when someone looks for your profiles online.

Think About Overlap

As an agent, your schedule is constantly changing. You go from not working to working in a matter

of minutes, and you're constantly fielding calls, emails, and questions. There's a lot of overlap between when you're at work and when you're at home. Because of this, it's a good idea to stay dressed, ready, and on top of things for when duty calls.

Keep Learning

Continue your education by attending classes and workshops or obtaining new certifications and licenses. This is an excellent way to stay at the top of your game and develop your personal and professional brands. As you continue to learn, you will be putting yourself in a more favorable position to advertise yourself and your services, allowing you to help your clients better.



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.

GROW YOUR PERSONAL & PROFESSIONAL BRANDS

Your personal and professional brands are all about how you present yourself to the world, and developing them in the right way will help you stay successful in all parts of your life. Whether you've been in the real estate business for 10 months or 10 years, it's important to spend time developing your personal and professional brands.

Define Your Goals

To best determine how to tailor your personal and

professional brands, you will first need to define your goals. Knowing your goals will allow you to make the changes necessary to progress in your desired direction.

Dress for Success

As an agent, there's a lot of overlap between when you're at work and at home. Because of this, it's an excellent idea to be dressed, ready, and in a professional mindset for when duty calls. When



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 "It's not all about the transaction. That's where you start, but you need to build upon that with a different stream of income. Be smart with what you invest in so it's not just about a commission check." —*Kelly.*

Erin's favorite quote: *We are five years away from anywhere we want to be.* —Gary Keller



KEYSHA WASHINGTON
SAMSON PROPERTIES
 "Family is absolutely the most important thing to me, and finding that balance can be difficult. I've realized how important it is to set boundaries and avoid reaching the point of burnout..."

Favorite quote: *If you can't fly, then run, if you can't run, then walk, if you can't walk, then crawl, but whatever you do, you have to keep moving forward.* —Dr. Martin Luther King Jr.

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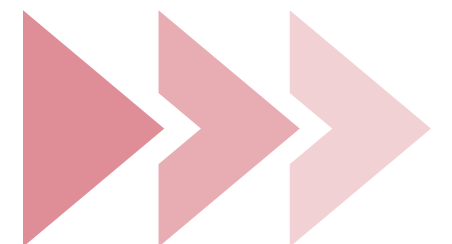
LINDSEY HAGEN
CIRCADIAN REALTY GROUP COMPASS
 "I've been asking myself, 'Who do I want to become?' I want to be someone who continues to persevere. I want to be disciplined, work hard, and hustle every day, and to me, that's success."

Favorite quote: *Everyone's always telling you to be humble. When was the last time someone told you to be great?* —Kanye West



ARTURO FERREIRA
BEST SIDE STORY MEDIA
 "Yes, it's important to stay on top of social media and technology trends. But it's paying attention to people that makes a difference."

"Too many people put off their creativity. The reason is always scheduling, but the truth is, it's fear. We often get so good at something we get scared to try something new. Creativity isn't unique or limited. Everyone is creative."



▶▶ partner spotlight

By Jess Wellar
Photos by Ryan Corvello

ARTURO *FERREIRA*

BEST SIDE STORY MEDIA —————



Storyteller, Brand Maker

Arturo Ferreira wants to help you tell your story.

“Everyone has an epic story to tell, a creative spark in them. I guarantee I can find it in a 10-minute conversation,” Arturo declares. “My team and I pride ourselves on intellectual humility, our ability to ask thoughtful questions, and then sit back and listen.”

As creative director and founder of Best Side Story Media, Arturo and his technical team of four thrive on helping small to medium-sized businesses with their brand strategy: identifying their key audience and creating the content to reach them. It’s a skill honed in the 11 years since founding his business, when he specialized in real estate marketing. Best Side Story Media took off from there.

“I’ve always been fascinated by stories, losing myself in worlds since I was a kid. It was one of the few ways I could sit still,” Arturo recalls. “As I grew

up, I lived many lives: I was an Army paratrooper, a traveling salesman, a personal trainer. In that time, I’ve met people from all over. It was they who showed me how everyone’s story is fascinating and deserves to be told.”

Arturo points out that listening is crucial. “Yes, it’s important to stay on top of social media and technology trends. But it’s paying attention to people that makes a difference.” He says his team is always learning and credits his educational background in psychology as a fundamental part of his company’s success.

“I studied psychology at Loyola in Chicago, and that’s been a big contributor to how I stay on top of trends. I don’t look at it from a marketing



Arturo and his wife, Theresa, with their children Athena, Dominic, and Baby Carmen.



perspective; I look at it from a human perspective,” Arturo explains. “From our earliest days, when humans were holed up in caves, we told stories. Before there was the written word, there was oral history. Technology and techniques change quickly; humans don’t. As chief strategist, I analyze what humans like, what they want to experience, what they want to see.”

Best Side Story Media reflected its founder, moving from Miami, Florida, then to Chicago for a while before eventually settling in Northern Virginia when his wife’s own successful business, Red Team College Planning, began to take off. Sensing they would call the area home, he quickly obtained his real estate license and set up shop for Best Side Story Media in downtown Vienna.

When not busy listening to his clients, Arturo spends every free moment with his wife, Theresa, and their young family: Athena (4), Dominic (3), and 5-month-old Carmen.

“We literally do everything together; my kids follow me to the bathroom,” Arturo says with a laugh. “I listen for a living and have heard it enough that this time goes quickly. I’m a big film and TV buff and look forward to sharing that with my kids. For now, I try to involve them as much as possible.”

Beyond media specialization, his strength extends to his family. His wife, Theresa, confirms, “His top areas of expertise include negotiating Athena into brushing her hair before school, calming Dominic during a tantrum, and getting 5-month-old Carmina down to sleep. He is the most deeply involved father I know. It’s beautiful.”

As Arturo looks to the future of his craft, he sees the industry continuing

to evolve via miniaturization and mobile technology.

“Large-format cameras are still king for big production, but the progress in phone cameras dwarfs that in traditional DSLRs. Coupled with people’s familiarity and preference for social media, I see media production moving towards much smaller formats,” Arturo notes.



Arturo Ferreira, creative director and founder of Best Side Story Media, a marketing and branding company that provides high-quality photography, video, drone, and virtual tour services.

“Too many people put off their creativity. The reason is always scheduling, but the truth is, it’s fear,” he muses. “We often get so good at something that we get scared to try something new. Creativity isn’t unique or limited. Everyone is creative; I can prove it.”

Your story will wow current clients, win new ones, and cement your legacy. Arturo is the professional to tell it.

For more information on how Arturo Ferreira and his talented team can help you tell your unique story, email arturo@abestsidestory.com or visit www.bestsidestorymedia.com.



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LINDSEY HAGEN



» agent spotlight

By Zachary Cohen
Photos by Jamie Sutera

THE DRIVE TO PERSEVERE

Lindsey Hagen's real estate story begins as a love story. After meeting her husband, Alfred, on a dating app in 2014, Lindsey took a leap of faith. Just two months into the relationship, she packed her bags for Northern Virginia. Lindsey didn't have a ton of direction at this time, but she followed her heart, and it has led her to a life she could have only dreamed of eight years ago.

BEGINNING AGAIN

As Lindsey settled into life in Virginia, she found herself seeking direction. She didn't complete college, and her professional path remained uncertain. She longed for a career that she could make her own.

Lindsey's relationship flourished, and many of her husband's friends were well-established professionals. That inspired Lindsey.

"I knew I could be great at whatever I set my mind to because I was a hard



Lindsey moved to Virginia for her husband, Alfred.

worker. I wanted to get into a job as soon as possible to make as much money as possible in a short amount of time," she says frankly. "I was in survival mode, honestly."

Lindsey turned toward real estate. Back in Kansas City, where Lindsey attended college, she had spent some time working as a receptionist at a real estate brokerage. She understood the earning potential of a career in real estate, so she decided to take a leap of faith. For Lindsey, it was sink or swim.

"Real estate was my only plan," Lindsey continues, "and with my experience from my time as a receptionist, I felt like I could succeed at it. I'm a hard worker. I've been through a lot in my life, and I always come out on top. I knew I could keep moving through and find a way."

BUILDING A BUSINESS

Lindsey started her real estate career with a bang. On her very first appointment, she helped get a cash buyer under contract for a home north of \$700,000. While the next few months



Lindsey Hagen is a top producer with Circadian Realty Group at Compass.

proved to be somewhat more trying, she was able to get her business up and running smoothly. She joined the Circadian Realty Group at Compass, alongside team leader Lauryn Eadie.

“The steadiness came pretty quickly. I had a steady pipeline coming in, and I wasn’t lazy. I had to make it work,” she says.

By 2021, Lindsey became a top producer; she closed 44 transactions for an impressive \$22 million.

“The team is really working for me right now. It’s a small team, just the team leader and me... I’m happy where I am right now.”

THE NEXT STAGE OF HER EVOLUTION

Despite Lindsey’s huge year in 2021, she just missed her personal goal. She was quite hard on herself, which led her to reassess her mental approach.

In 2022, Lindsey refocused on mindset. She realizes that the business has ups and downs and that her self-worth doesn’t depend solely upon her professional success. So she’s working to feel pride about the process and let go of the outcome.

“I’ve been asking myself, ‘Who do I want to become?’ I want to be someone who continues to persevere. I want to be disciplined, work hard, and hustle every day, and to me, that’s success,” Lindsey reflects.

As the real estate market shifts and a potential recession looms, Lindsey is doubling down on her commitment to her profession. She’s also doubling down on her commitment to herself.

“It doesn’t matter how many times someone tells you they’re proud of you. You have to be proud of yourself. Throughout this whole real estate journey, I have tried to outwork



everyone else and sell as much as I can, but I realized that’s not it. I don’t have to be perfect to be loved, and I love myself regardless of my numbers at the end of the year.”



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keysha WASHINGTON

on the MOVE

► rising star

By **Whitney Wright**
Photos by **Ryan Corvello**

“If you can’t fly, then run, if you can’t run, then walk, if you can’t walk, then crawl, but whatever you do, you have to keep moving forward.”

Taking her favorite quote by the great Dr. Martin Luther King Jr. to heart, Keysha Washington, a REALTOR® with Samson Properties, has powered through several chapters in her life — some of them particularly challenging — with heart, conviction, and determination.

Originally from Newark, a small village in the Finger Lakes Region of Central New York, Keysha was raised by an incredibly hard-working single mother who inspired her own strong work ethic and ability to rise above challenges.

“I watched my mother from a young age work so hard ... she was a nurse and had three jobs, and really provided everything we wanted and more,” says Keysha. “She taught me to work hard for what you want and to provide for your family.”

Keysha took those early lessons to heart as she honed each of her own skills and talents. As a teen, she discovered that she was a natural salesperson. Back when video stores were a thing, Keysha worked at a local favorite, Movie Mania, where she consistently had the highest sales numbers in the store — an early sign of things to come...



From left to right: Keyanna, Keysha, Makiya, and Michael.

After attending two years of college, Keysha switched gears and entered the financial industry, where she would stay for 20-plus years and would later rise into executive management roles.

Sadly, Keysha’s mother passed away unexpectedly in 2005, just after Keysha had given birth to her second daughter. Keysha considers it the most challenging and pivotal moment in her life.

“I always had a very close relationship with my mother, despite

her busy work schedule. Even as an adult, I considered her my best friend and talked to her multiple times a day. Losing her was so hard ... I felt lost at sea with two young children and my mother now gone, and having to figure out life and my career and my future without her guidance,” Keysha says.

However, the great example her mother provided did guide Keysha’s life, and she says her mother is still at the forefront of her mind, continuing to inspire her, even though it has been 17 years...

Ready for Real Estate

With her career thriving, Keysha began to feel she was ready for a change of scenery. Friends and family encouraged her to consider real estate.

“A lot of people told me I would be a good agent,” she recalls. “And my husband was my biggest cheerleader. It made sense since I’ve always been a big people person, and I love helping people.”

One day, in 2018, Keysha was ready to take the leap of faith and signed up for the real estate exam. The next two years were a whirlwind...

“For two years after getting my license, I juggled my full-time job and real estate. It was hard because I refused to be mediocre at either one. One of the things I also learned watching my mother is that it can’t *always* be about work,” Keysha says. “I often didn’t have enough time with my mom while growing up because she was so busy providing for us. On top of providing for my family, I really want to *be* there for them. I refuse to miss the important things.”

One day, after a long tiring day of multiple employees coming to her back to back and many real estate clients contacting her as well, Keysha knew she had to make a decision. Her husband agreed she needed to exit her corporate job, and she put in her notice the very next day.

“That was Labor Day of 2020,” Keysha says with a smile.

The decision, it turns out, was a good one. Just three years in the business, Keysha closed 38 transactions in 2021, totaling just over \$16 million, and is tracking to meet or exceed that performance again in 2022. She loves the work and is in her element helping people buy and sell homes.

“I’ve helped a lot of buyers who never would have thought they could own a home because of things like low credit scores. Sometimes, there are tears of joy. It’s so gratifying,” Keysha says. “I just really like helping people get to where they want to be.”

Part of Keysha’s success is that she hasn’t pigeon-holed herself into a particular neighborhood or demographic.

“I don’t necessarily have a niche,” she says. “I refuse to put a label on my business. My mission is to help as many people as possible, wherever they are. I’ve sold everything from \$150,000 condos to million-dollar homes.”

Family is Everything

Outside of real estate, Keysha loves to cook and spend time at home with her wonderful family, which includes her husband, Michael, and beautiful daughters Keyanna (25), an event planner who resides in Reston, and Makiya (16), a senior in high school who will be going off to college soon.

Although Keysha is not looking forward to empty nest syndrome, she and Michael will stay busy since they purchased a new home a few years ago and



Keysha Washington’s family has been very supportive of her change of careers to real estate.

are just now starting to dive into renovations and landscaping projects.

As Keysha looks ahead, the future looks bright. She hopes to continue helping as many people as possible buy and sell their homes, growing her pipeline and adding more families to her list. She also has plans to get into investing when the time is right.

As hard a worker as her beloved mother once was, Keysha still sometimes struggles to find that right balance between her work and personal life, a situation made more challenging with the burgeoning real estate business she’s built in such a short period of time.

“Family is absolutely the most important thing to me, and finding that balance can be difficult,” she admits, “though it’s always something I’m striving for. I’ve realized how important it is to set boundaries and avoid reaching the point of burnout...”

“Stopping, however, is not on the table.”



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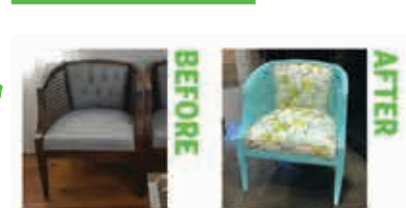
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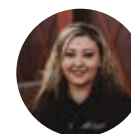
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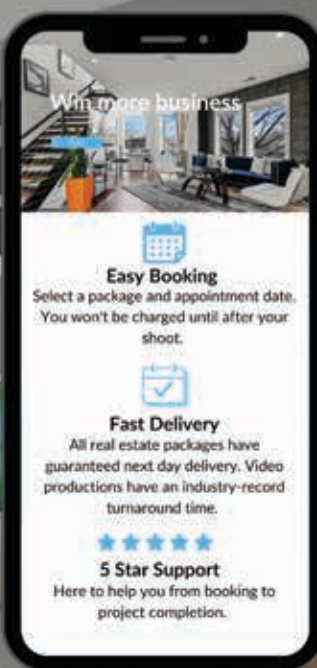
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IT'S A TWIN THING



cover story
By Zachary Cohen
Photos by Ryan Corvello

From left to right: Sophia Parish, Olivia Dant, Heather McClellan, and Kelly Wyatt.

For twins Kelly Wyatt and Erin K Jones, real estate is a family business. Growing up in Los Angeles, Kelly and Erin watched their grandmother, father, and mother work as real estate agents. Their father, who balanced two jobs for much of their childhood, opened a real estate brokerage upon retiring from the film industry.

While Kelly and Erin's path into real estate seems straightforward at first glance, their journeys have been anything but a straight line. Both women took alternate professional paths and eventually reconnected across the country in Virginia. Today, Kelly is the team leader for Keller Williams Metro Center Arlington, and Erin runs a team out of the same brokerage.

THE EARLY YEARS

Kelly and Erin's father, Michael Jones, worked in the motion picture business as a cameraman and cinematographer. As anyone in the film industry knows, work can come in bursts, with extended quiet periods alternating with long hours. So Michael worked in real estate to fill in the gaps. Kelly and Erin's mom, Karen, was also licensed. She was

more of a neighborhood REALTOR®, and her primary focus was raising her three children.

Erin and Kelly had the opportunity to watch their parents navigate the ups and downs of the real estate market, and not everything they saw was good. Even though Michael owned a brokerage for a time and was once named the area's top real estate agent, he struggled to leverage his business and enjoy the fruits of his labor.

"Being a real estate agent in that time, the single agent didn't treat it like a business like we have learned today, with the leverage, the pieces of actually building a business in real estate. So we saw the downsides of that growing up — the ups and downs, the market shifts," Kelly explains. "So

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WE REALIZED THERE WAS A LOT OF OPPORTUNITY TO HELP OTHER PEOPLE DO WHAT ERIN HAD DONE.



Kelly Wyatt is team leader of Keller Williams Metro Center.



Erin K. Jones leads the number one-ranked Erin K. Jones Real Estate Team at KW Metro Center.

we shied away from real estate in the beginning. It wasn't something we set out to do.”

ANOTHER ROAD

After high school, Erin attended art school to study theater and lighting, and Kelly joined the U.S. Army. After four years, Erin completed school, and Kelly finished her time in the Army.

“When I was graduating from college, Kelly was getting out of the military and was living in Hawaii. I packed up and went for the summer to Hawaii before my job started in L.A. in September. So I spent the summer in Hawaii, and then I didn't go back. August came, and we thought, ‘What are we going to do?’” Erin reflects with a laugh.

The sisters stayed in Hawaii for two years. Eventually, each found themselves in relationships that took them across the country — Kelly to Florida and Erin to Virginia. Kelly got her M.B.A. and landed work in the corporate world, while Erin continued working in the theater industry.

FULL CIRCLE

In 2009, Erin purchased her first condo, even while making just under \$40,000 per year. This set off a chain of events that would reshape her life — and her sister's.

“I think going through that process, we realized there was a lot of opportunity to help other people do what Erin had done,” Kelly reflects. “This was very familiar, and she realized she could help people.”

In 2012, Erin launched her real estate career. Three years later, in 2015, Kelly was licensed in Florida. By 2017, Erin had moved into a leadership role with Keller Williams, and she helped land Kelly an interview to be the team leader for Keller Williams Metro Center in Arlington. She was hired and soon moved to Virginia to join her twin.

SECOND TIME'S A CHARM

Kelly and Erin's unique paths have allowed them to return to the real estate business with a refined outlook and a modern approach. They are following

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WE ARE COMMITTED TO RUNNING THE BUSINESS LIKE A BUSINESS.



Khaneisha Pagan (left) with Erin K. Jones (right).



Twin sisters Erin K Jones and Kelly Wyatt hail from a multigenerational real estate family.

ALWAYS SISTERS

As twins, Kelly and Erin have a unique bond that they have continued exploring into adulthood. In 2018, when they were each going through break-ups, they bought a home and moved in together. Today, both women are engaged; Kelly to her fiancé, Michael, and Erin to her fiancé, Dan.

...


in their parents' footsteps, but with improvements to systems and processes. They are committed to "running the business like a business."

"We're talking about leverage, leading others, and thinking a little bit bigger than doing everything on your own," Kelly explains. "If we could take what we know now back 25 years and help my dad, there would still be his brokerage today. It's not all about the transaction. That's where you start, but you need to build upon that with a different stream of income. Be smart with what you invest in, so it's not just about a commission check."

If there's one thing that Kelly and Erin want people to know, it's that they are committed to helping


others. They want to ensure that others have the opportunity to experience the same level of success that they have.


"It's about relationships," Erin explains. "As I've grown my business — this is my tenth year now, and I did 58 sales and my team 233 last year — it's more about my agents learning this can be a great life and a great income, that you can structure your life the way you want it. For me, it's about mentoring and coaching my team. I'm more of an educator now. That's why I do it. Real estate has changed my life and my family's life, and I want to show others it can have the same impact."



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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Sarah A. Reynolds	Keller Williams Chantilly Ventures, LLC	426	\$240,705,516	124	\$61,344,163	550	\$302,049,679
2	Keri K Shull	Optime Realty	91.5	\$67,104,463	219.5	\$146,224,715	311	\$213,329,177
3	Jennifer D Young	Keller Williams Chantilly Ventures, LLC	128.5	\$80,275,050	76.5	\$50,588,071	205	\$130,863,121
4	Martin K Alloy	SM Brokerage, LLC	120	\$72,730,552	57.5	\$34,524,940	177.5	\$107,255,492
5	Sue S Goodhart	Compass	49	\$55,607,300	37.5	\$44,447,185	86.5	\$100,054,485
6	Casey C Samson	Samson Properties	54.5	\$65,867,000	19	\$25,785,300	73.5	\$91,652,300
7	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	35	\$63,676,849	14	\$24,259,330	49	\$87,936,179
8	Akshay Bhatnagar	Virginia Select Homes, LLC.	24	\$16,706,757	83	\$67,411,456	107	\$84,118,213
9	Jason Cheperdak	Samson Properties	53.5	\$33,529,713	65.5	\$44,143,384	119	\$77,673,097
10	Phyllis G Patterson	TTR Sotheby's International Realty	40.5	\$57,001,515	15.5	\$20,133,250	56	\$77,134,765
11	Jean K Garrell	Keller Williams Realty	43.5	\$45,507,201	35	\$30,934,078	78.5	\$76,441,279
12	Piper Gioia Yerks	Washington Fine Properties, LLC	9.5	\$31,150,000	9.5	\$44,984,970	19	\$76,134,970
13	Jennifer L Walker	McEnearney Associates, Inc.	44	\$35,871,526	39.5	\$37,447,076	83.5	\$73,318,602
14	Daan De Raedt	Property Collective	47	\$36,396,250	32	\$27,435,300	79	\$63,831,550
15	Christopher J White	Long & Foster Real Estate, Inc.	37	\$36,760,850	21	\$22,108,500	58	\$58,869,350
16	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	16	\$10,076,500	58	\$45,025,193	74	\$55,101,693
17	John Coles	Thomas and Talbot Estate Properties, Inc.	5	\$29,587,500	1	\$23,500,000	6	\$53,087,500
18	James W Nellis II	Keller Williams Fairfax Gateway	43	\$29,852,450	35.5	\$23,161,609	78.5	\$53,014,059
19	Laura C Mensing	Long & Foster Real Estate, Inc.	19	\$29,322,050	13	\$20,044,180	32	\$49,366,230
20	Betsy A Twigg	McEnearney Associates, Inc.	26.5	\$37,208,220	7	\$11,331,690	33.5	\$48,539,910
21	Lilian Jorgenson	Long & Foster Real Estate, Inc.	21	\$28,735,900	11	\$17,867,450	32	\$46,603,350
22	Damon A Nicholas	Coldwell Banker Realty	24	\$19,251,140	34	\$24,317,100	58	\$43,568,240
23	Lisa Dubois-Headley	RE/MAX West End	26	\$24,899,510	18	\$17,153,500	44	\$42,053,010
24	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	73	\$41,603,224	0	\$0	73	\$41,603,224
25	Khalil Alexander El-Ghoul	Glass House Real Estate	24.5	\$21,652,075	17.5	\$18,935,946	42	\$40,588,021
26	Ashraf Morsi	Keller Williams Realty	28	\$22,551,026	23	\$18,032,781	51	\$40,583,807
27	Bic N DeCaro	EXP Realty, LLC	13	\$10,144,550	42.5	\$30,266,566	55.5	\$40,411,116
28	Paul Thistle	Take 2 Real Estate LLC	43	\$29,588,800	13	\$10,291,400	56	\$39,880,200
29	Dilyara Daminova	Samson Properties	10	\$5,241,000	62	\$34,477,590	72	\$39,718,590
30	Kristina S Walker	KW United	19.5	\$17,313,600	24	\$21,650,100	43.5	\$38,963,700
31	Kimberly A Spear	Keller Williams Realty	25	\$17,992,500	27	\$20,287,277	52	\$38,279,777
32	Bruce A Tyburski	RE/MAX Executives	21.5	\$19,437,783	20	\$18,154,000	41.5	\$37,591,783
33	Nikki Lagouros	Berkshire Hathaway HomeServices PenFed Realty	25	\$15,229,001	35	\$22,360,078	60	\$37,589,079
34	Cynthia Schneider	Long & Foster Real Estate, Inc.	42	\$26,200,039	18.5	\$11,275,950	60.5	\$37,475,989
35	Carolyn A Young	RE/MAX Gateway, LLC	17.5	\$12,330,400	35.5	\$24,900,014	53	\$37,230,414
36	Mercy F Lugo-Struthers	Casals, Realtors	11.5	\$5,873,928	67	\$31,101,235	78.5	\$36,975,163
37	Steven J Watson	KW Metro Center	14	\$31,631,730	4	\$4,906,000	18	\$36,537,730

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
38	Tom Francis	Keller Williams Realty	16	\$30,248,950	5.5	\$6,222,830	21.5	\$36,471,780
39	Steven C Wydler	Compass	14	\$18,965,000	10	\$17,063,500	24	\$36,028,500
40	Raymond A Gernhart	RE/MAX Executives	26	\$14,075,350	29.5	\$21,446,291	55.5	\$35,521,641
41	Jennifer H Thornett	Washington Fine Properties, LLC	6	\$18,912,900	6	\$16,533,700	12	\$35,446,600
42	Marianne K Prendergast	Washington Fine Properties, LLC	10	\$22,402,750	8.5	\$12,754,450	18.5	\$35,157,200
43	Irina Babb	RE/MAX Allegiance	40	\$27,760,750	10	\$7,136,500	50	\$34,897,250
44	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	25.5	\$22,934,780	13	\$11,292,500	38.5	\$34,227,280
45	Michael I Putnam	RE/MAX Executives	27.5	\$15,408,900	29	\$18,367,600	56.5	\$33,776,500
46	Venugopal Ravva	Maram Realty, LLC	4.5	\$3,250,000	40	\$30,259,238	44.5	\$33,509,238
47	Mona Banes	TTR Sothebys International Realty	12	\$11,906,350	20	\$21,456,050	32	\$33,362,400
48	Eve M Weber	Long & Foster Real Estate, Inc.	23	\$21,411,900	15	\$11,590,000	38	\$33,001,900
49	Kay Houghton	KW Metro Center	35	\$19,917,000	19.5	\$12,105,200	54.5	\$32,022,200
50	Andre M Perez	Compass	4	\$4,320,000	12	\$27,433,000	16	\$31,753,000
51	Kristen K Jones	McEnearney Associates, Inc.	9	\$9,084,500	18	\$22,658,200	27	\$31,742,700
52	Blake Davenport	RLAH @properties	7.5	\$4,306,200	38	\$27,262,517	45.5	\$31,568,717
53	Sherif Abdalla	Compass	13.5	\$16,010,250	8	\$15,363,500	21.5	\$31,373,750
54	Margaret J Czapiewski	Keller Williams Realty	42	\$24,571,735	12	\$6,688,361	54	\$31,260,096

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
55	Viktorija Piano	Keller Williams Realty	14.5	\$18,895,990	11	\$11,980,800	25.5	\$30,876,790
56	Dinh D Pham	Fairfax Realty Select	18	\$10,716,220	40	\$20,016,739	58	\$30,732,959
57	Lenwood A Johnson	Keller Williams Realty	29	\$16,532,979	24	\$14,056,780	53	\$30,589,759
58	Keith A Lombardi	Redfin Corporation	12	\$7,038,900	22	\$23,127,020	34	\$30,165,920
59	Lauren A Bishop	McEneaney Associates, Inc.	11	\$15,637,750	9.5	\$14,296,100	20.5	\$29,933,850
60	Pamela A Yerks	Washington Fine Properties, LLC	7.5	\$27,437,500	1	\$2,300,000	8.5	\$29,737,500
61	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	2.5	\$1,002,000	35	\$28,046,959	37.5	\$29,048,959
62	Debbie P Kent	Cottage Street Realty LLC	43	\$25,183,950	4	\$3,437,203	47	\$28,621,153
63	Julie A Zelaska	Smith & Schnider LLC	13	\$21,242,940	3	\$7,230,000	16	\$28,472,940
64	Kamal Parakh	Customer Realty LLC	19	\$11,455,873	22	\$16,938,700	41	\$28,394,573
65	Yony Kifle	KW Metro Center	10.5	\$4,988,760	47	\$23,277,355	57.5	\$28,266,115
66	Sri H Meka	Franklin Realty LLC	13	\$9,654,000	17	\$18,049,767	30	\$27,703,767
67	Abuzar Waleed	RE/MAX Executives	23.5	\$13,242,700	30	\$14,207,920	53.5	\$27,450,620
68	Jillian Keck Hogan	McEneaney Associates, Inc.	12	\$8,780,500	20.5	\$18,344,710	32.5	\$27,125,210
69	Mansoor Dar	Keller Williams Realty	9	\$17,486,500	7	\$9,361,500	16	\$26,848,000
70	Laura R Schwartz	McEneaney Associates, Inc.	12	\$13,832,800	12	\$12,894,298	24	\$26,727,098
71	Jeddie R Busch	Compass	7	\$7,185,000	16	\$19,445,891	23	\$26,630,891
72	Laurn E Eadie	Compass	15	\$9,738,500	24	\$16,424,744	39	\$26,163,244
73	Joan Stansfield	Keller Williams Realty	10.5	\$8,905,000	15	\$16,890,173	25.5	\$25,795,173
74	Anthony H Lam	Redfin Corporation	11	\$9,562,000	18	\$16,065,700	29	\$25,627,700
75	Christine G Richardson	Weichert Company of Virginia	17.5	\$16,929,550	9	\$8,293,500	26.5	\$25,223,050
76	Jon B DeHart	Keller Williams Realty	17	\$13,722,609	14.5	\$11,427,000	31.5	\$25,149,609
77	Marion Gordon	KW Metro Center	22.5	\$21,500,570	4	\$3,611,100	26.5	\$25,111,670
78	Sarah Harrington	Long & Foster Real Estate, Inc.	20	\$16,408,500	8	\$8,524,000	28	\$24,932,500
79	Dustin M Fox	Pearson Smith Realty, LLC	19	\$11,926,962	17.5	\$12,933,400	36.5	\$24,860,362
80	Fouad Talout	Long & Foster Real Estate, Inc.	5	\$10,147,500	8	\$14,681,990	13	\$24,829,490
81	Kathryn R Loughney	Compass	11	\$9,958,000	16	\$14,648,500	27	\$24,606,500
82	Katie E Wethman	Keller Williams Realty	11.5	\$8,418,650	17.5	\$16,114,914	29	\$24,533,564
83	Danielle Wateridge	Berkshire Hathaway HomeServices PenFed Realty	11.5	\$9,349,500	18	\$14,980,983	29.5	\$24,330,483
84	Heidi F Robbins	William G. Buck & Assoc., Inc.	12	\$11,852,150	13	\$12,439,500	25	\$24,291,650
85	Elizabeth W Conroy	Keller Williams Realty	13.5	\$17,287,590	4.5	\$6,997,500	18	\$24,285,090
86	Joan M Reimann	McEneaney Associates, Inc.	16.5	\$15,118,000	10.5	\$8,963,800	27	\$24,081,800
87	Megan Buckley Fass	EXP Realty, LLC	14.5	\$14,649,430	8.5	\$9,361,500	23	\$24,010,930
88	Matias Leiva	Keller Williams Chantilly Ventures, LLC	27.5	\$22,500,900	1.5	\$1,337,000	29	\$23,837,900

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Danielle C Carter	Redfin Corporation	50.5	\$22,825,750	2	\$983,000	52.5	\$23,808,750
90	Eli Tucker	RLAH @properties	10	\$7,014,539	16	\$16,768,905	26	\$23,783,444
91	Lizzie A Helmig	KW United	19	\$10,539,788	26	\$13,130,315	45	\$23,670,103
92	Timothy D Pierson	KW United	7.5	\$6,007,380	16.5	\$17,525,400	24	\$23,532,780
93	Kelly Martinez	Coldwell Banker Realty	22	\$15,567,280	11	\$7,749,613	33	\$23,316,893
94	Jon Robert Appleman	Berkshire Hathaway HomeServices Pen-Fed Realty	13	\$21,535,960	1	\$1,739,720	14	\$23,275,680
95	Brittany Lambrechts Camacho	Century 21 Redwood Realty	12	\$7,663,500	15	\$15,550,349	27	\$23,213,849
96	John Rumcik	RE/MAX Gateway	14	\$9,278,000	19	\$13,929,000	33	\$23,207,000
97	Victoria(Tori) McKinney	KW Metro Center	17	\$13,092,177	13	\$10,013,585	30	\$23,105,762
98	Tracy V Williams	TTR Sothebys International Realty	4.5	\$9,237,500	5	\$13,865,740	9.5	\$23,103,240
99	Megan E Duke	Keller Williams Realty	10.5	\$10,951,015	11	\$12,114,000	21.5	\$23,065,015
100	Lisa T Smith	Pearson Smith Realty, LLC	21	\$16,872,545	8	\$6,040,074	29	\$22,912,619
101	Andrew J Biggers	KW United	12.5	\$10,197,750	9	\$12,669,933	21.5	\$22,867,683
102	George M Mrad	KW Metro Center	10.5	\$17,432,900	4	\$5,206,350	14.5	\$22,639,250
103	Tracy Chandler	Berkshire Hathaway HomeServices PenFed Realty	22	\$14,555,750	13	\$7,956,300	35	\$22,512,050
104	Sue G Smith	Compass	11.5	\$10,633,500	15	\$11,821,300	26.5	\$22,454,800
105	Natalie U Roy	KW Metro Center	9.5	\$10,161,500	11	\$12,211,000	20.5	\$22,372,500
106	Kristin M Francis	KW Metro Center	20	\$16,037,800	11	\$6,276,860	31	\$22,314,660
107	Lisa E Thompson	Hunt Country Sotheby's International Realty	8	\$13,522,499	4.5	\$8,790,000	12.5	\$22,312,499
108	Rheema H Ziadeh	Redfin Corporation	27	\$18,399,500	6	\$3,824,000	33	\$22,223,500
109	Mark E Queener	Redfin Corporation	27	\$13,513,000	12	\$8,625,000	39	\$22,138,000
110	Jill Judge	Samson Properties	8	\$4,987,900	25	\$17,128,300	33	\$22,116,200
111	Katharine R Christofides	Century 21 New Millennium	15	\$8,710,750	16	\$13,270,590	31	\$21,981,340
112	Chris Earman	Weichert, REALTORS	9	\$9,812,000	11	\$12,161,500	20	\$21,973,500
113	Sandra Shimono	Redfin Corporation	20	\$13,944,949	9	\$7,951,000	29	\$21,895,949
114	Christina M O'Donnell	RE/MAX West End	12.5	\$11,969,460	10	\$9,883,070	22.5	\$21,852,530
115	Ashley H Tauzier	Berkshire Hathaway HomeServices Pen-Fed Realty	18	\$11,352,000	16	\$10,483,500	34	\$21,835,500
116	Elizabeth Ann Kline	RE/MAX 100	24	\$15,385,450	10.5	\$6,298,861	34.5	\$21,684,311
117	Joel S Murray	Focal Point Real Estate , LLC	7	\$18,694,660	2	\$2,925,000	9	\$21,619,660
118	Deyi S Awadallah	D.S.A. Properties & Investments LLC	38.5	\$21,026,800	1	\$475,000	39.5	\$21,501,800
119	William F Hoffman	Keller Williams Realty	9	\$13,842,970	6	\$7,635,000	15	\$21,477,970
120	Dilara Juliana-Daglar Wentz	KW United	14	\$7,708,750	22	\$13,680,373	36	\$21,389,123
121	Serif Soydan	KW Metro Center	1.5	\$867,500	21	\$20,170,900	22.5	\$21,038,400
122	Coral M Gundlach	Compass	8	\$6,370,000	15	\$14,665,400	23	\$21,035,400
123	Karen A Briscoe	Keller Williams Realty	13.5	\$17,868,590	3.5	\$3,148,526	17	\$21,017,116

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
124	Chul Kim	Samson Properties	10.5	\$9,113,700	14.5	\$11,876,415	25	\$20,990,115
125	Jennifer Fang	Samson Properties	13	\$9,307,600	14	\$11,594,500	27	\$20,902,100
126	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	14.5	\$18,889,800	2	\$1,945,000	16.5	\$20,834,800
127	A. Casey O'Neal	Compass	16.5	\$14,070,559	6.5	\$6,760,080	23	\$20,830,639
128	Hala N Adra	Compass	4	\$4,550,000	10	\$16,276,520	14	\$20,826,520
129	Ryan Rice	Keller Williams Capital Properties	19	\$11,552,077	14	\$8,936,500	33	\$20,488,577
130	Cheryl H Wood	Redfin Corporation	20	\$11,894,263	9	\$8,574,000	29	\$20,468,263
131	Gitte Long	Redfin Corporation	30	\$18,123,900	4	\$2,269,000	34	\$20,392,900
132	Sarah Brown	Compass	10	\$7,448,400	17	\$12,920,040	27	\$20,368,440
133	Candyce Astroth	Samson Properties	9	\$5,438,000	23	\$14,816,432	32	\$20,254,432
134	William B Prendergast	Washington Fine Properties, LLC	7	\$13,992,750	3.5	\$6,252,450	10.5	\$20,245,200
135	Kevin J Carter	RE/MAX Distinctive Real Estate, Inc.	8	\$6,312,000	13	\$13,879,950	21	\$20,191,950
136	Vicki M Benson	Pearson Smith Realty, LLC	22.5	\$16,709,208	2	\$3,339,010	24.5	\$20,048,218
137	Sridhar Vemuru	Aragami, LLC	6	\$4,607,000	18	\$15,438,530	24	\$20,045,530
138	Mary Ashley Zimmermann	Compass	9.5	\$8,851,135	12	\$11,000,489	21.5	\$19,851,624
139	Suzanne T Parisi	Century 21 Redwood Realty	7	\$7,952,000	10	\$11,880,000	17	\$19,832,000
140	Sheri Grant	TTR Sotheby's International Realty	5.5	\$8,391,500	6.5	\$11,434,000	12	\$19,825,500
141	Patricia E Stack	Weichert, REALTORS	13	\$13,192,100	5	\$6,580,000	18	\$19,772,100
142	Heather C Corey	TTR Sotheby's International Realty	11.5	\$16,890,000	2	\$2,745,000	13.5	\$19,635,000

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Peter Pejacevich	Middleburg Real Estate	4	\$5,338,000	9	\$14,291,750	13	\$19,629,750
144	Katherine Massetti	EXP Realty, LLC	13	\$8,525,904	16	\$11,077,000	29	\$19,602,904
145	Jean T Beatty	McEneaney Associates, Inc.	7	\$4,231,000	10.5	\$15,317,750	17.5	\$19,548,750
146	Kevin E LaRue	Century 21 Redwood Realty	21	\$13,893,650	7	\$5,631,349	28	\$19,524,999
147	John Moore	Compass	19	\$15,270,509	5	\$4,240,000	24	\$19,510,509
148	Leslie L Carpenter	Compass	11	\$12,136,000	5	\$7,290,000	16	\$19,426,000
149	Tanya Salseth	KW United	2	\$2,185,000	33.5	\$17,158,000	35.5	\$19,343,000
150	William S Gaskins	KW United	13	\$10,265,250	7	\$9,023,000	20	\$19,288,250
151	Monique H Craft	Weichert, REALTORS	20	\$10,844,750	14	\$8,440,900	34	\$19,285,650
152	Scott C Shawkey	Keller Williams Realty	6	\$14,804,680	4	\$4,449,900	10	\$19,254,580
153	David A Moya	KW Metro Center	17	\$10,917,250	10	\$8,265,000	27	\$19,182,250
154	David Cabo	Keller Williams Realty	12	\$15,886,000	4	\$3,260,506	16	\$19,146,506
155	Kelly A Stock Bacon	ERA Teachers, Inc.	12.5	\$12,213,500	6	\$6,929,960	18.5	\$19,143,460
156	Scott J Buzzelli	Middleburg Real Estate	4.5	\$5,850,500	8	\$13,234,750	12.5	\$19,085,250
157	Robert T Ferguson Jr.	RE/MAX Allegiance	20	\$15,280,951	6	\$3,779,700	26	\$19,060,651
158	Scott A MacDonald	RE/MAX Gateway, LLC	17	\$14,405,945	6	\$4,653,250	23	\$19,059,195
159	Nathan Daniel Johnson	Keller Williams Capital Properties	28	\$14,265,001	8	\$4,738,000	36	\$19,003,001

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
160	Michael McConnell	Redfin Corporation	21	\$11,789,177	11	\$7,155,550	32	\$18,944,727
161	Joseph L Dettor	Keller Williams Fairfax Gateway	20	\$15,387,041	5	\$3,520,481	25	\$18,907,522
162	Christine R Garner	Weichert, REALTORS	10	\$10,027,700	8	\$8,862,790	18	\$18,890,490
163	Roy Kohn	Redfin Corporation	26	\$15,565,808	5	\$3,301,111	31	\$18,866,919
164	Alexander J Bracke	Pearson Smith Realty, LLC	14	\$12,454,210	8	\$6,396,250	22	\$18,850,460
165	Manuwa S Eligwe	KW Metro Center	10	\$5,027,100	22.5	\$13,812,745	32.5	\$18,839,845
166	Areeb Fayyaz	Redfin Corporation	25	\$16,859,604	4	\$1,970,000	29	\$18,829,604
167	Matthew R Elliott	Keller Williams Realty	11.5	\$6,676,750	16	\$12,149,900	27.5	\$18,826,650
168	Francesca Keith	Avery-Hess, REALTORS	5	\$5,603,000	8	\$13,202,500	13	\$18,805,500
169	Janet A Callander	Weichert, REALTORS	8	\$9,465,500	10.5	\$9,283,000	18.5	\$18,748,500
170	Cricket Bedford	Thomas and Talbot Estate Properties, Inc.	6	\$9,659,396	2	\$9,050,000	8	\$18,709,396
171	Viktar Kutsevich	Samson Properties	6.5	\$4,102,818	20	\$14,560,250	26.5	\$18,663,068
172	Caitlin Ellis	Property Collective	8.5	\$7,173,301	14.5	\$11,469,990	23	\$18,643,291
173	Jeffrey A Jacobs	Compass	5.5	\$3,957,500	19	\$14,453,800	24.5	\$18,411,300
174	Kiran Morzaria	Samson Properties	5	\$2,476,000	21	\$15,895,221	26	\$18,371,221
175	Stephanie Pitotti Williams	KW Metro Center	4	\$3,576,700	19	\$14,773,000	23	\$18,349,700
176	Jennifer Mack	EXP Realty, LLC	16	\$11,356,400	6	\$6,987,520	22	\$18,343,920
177	Ritu A Desai	Samson Properties	10	\$6,073,000	10	\$12,218,344	20	\$18,291,344
178	Josh Dukes	KW Metro Center	9	\$4,596,500	22.5	\$13,517,494	31.5	\$18,113,994
179	Michael Gallagher	Redfin Corporation	20	\$17,550,130	1	\$388,000	21	\$17,938,130

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Frank J Schofield	Summit Realtors	4.5	\$2,762,450	23.5	\$15,038,458	28	\$17,800,908
181	Robert C Clark	Redfin Corporation	24	\$17,790,278	0	\$0	24	\$17,790,278
182	Ana Lucia Ron	ANR Realty, LLC	59	\$17,335,500	2	\$449,900	61	\$17,785,400
183	Steven P Cole	Redfin Corporation	15	\$8,390,890	10	\$9,357,550	25	\$17,748,440
184	David L Smith	Coldwell Banker Realty	4	\$1,727,000	24	\$15,998,530	28	\$17,725,530
185	Angela I Bresnahan	Keller Williams Realty	13	\$11,869,200	6	\$5,852,000	19	\$17,721,200
186	Patricia Ammann	Redfin Corporation	8	\$6,054,500	14	\$11,600,390	22	\$17,654,890
187	Karen L McGavin	Keller Williams Capital Properties	15	\$10,307,513	10	\$7,308,171	25	\$17,615,684
188	Deborah L Frank	Deb Frank Homes, Inc.	19.5	\$16,733,193	1	\$875,000	20.5	\$17,608,193
189	Donna C Henshaw	Avery-Hess, REALTORS	10	\$9,375,000	8	\$8,199,000	18	\$17,574,000
190	Alyssa Rajabi	Redfin Corporation	3.5	\$2,969,000	19	\$14,598,010	22.5	\$17,567,010
191	Elizabeth L Kovalak	Keller Williams Realty	16	\$11,779,000	8	\$5,779,760	24	\$17,558,760
192	Catherine B DeLoach	Long & Foster Real Estate, Inc.	17	\$14,450,000	4	\$3,094,600	21	\$17,544,600
193	Aaron A Probasco	Samson Properties	6	\$7,136,500	7	\$10,405,510	13	\$17,542,010
194	Karen M Hall	@home real estate	4	\$2,560,000	19	\$14,982,000	23	\$17,542,000
195	Kyle R Toomey	Compass	16	\$7,913,750	16	\$9,561,525	32	\$17,475,275
196	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	16	\$14,124,530	2	\$3,350,000	18	\$17,474,530

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RANK	NAME	OFFICE	SELL-ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
197	Benjamin J Grouby	Redfin Corporation	25.5	\$14,313,771	3	\$3,112,500	28.5	\$17,426,271
198	Claudia V Cornejo	Fairfax Realty of Tysons	12	\$5,389,850	35	\$11,969,500	47	\$17,359,350
199	LeAnne C Anies	Property Collective	15	\$10,286,200	9	\$7,020,050	24	\$17,306,250
200	Albert D Pasquali	Redfin Corporation	11	\$5,820,500	16	\$11,483,000	27	\$17,303,500
201	Laura M Sacher	Compass	4	\$3,407,500	16.5	\$13,893,611	20.5	\$17,301,111
202	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	17	\$9,727,150	13	\$7,509,000	30	\$17,236,150
203	John R. Lytle	Pearson Smith Realty, LLC	1.5	\$863,125	23	\$16,322,100	24.5	\$17,185,225
204	Frida Hopper	TTR Sotheby's International Realty	14	\$11,904,000	6	\$5,251,500	20	\$17,155,500
205	Tanya R Johnson	Keller Williams Realty	15	\$11,315,321	8	\$5,737,251	23	\$17,052,572
206	Patricia Fales	RE/MAX Allegiance	12	\$13,618,000	3.5	\$3,351,000	15.5	\$16,969,000
207	Troy J Sponaugle	Samson Properties	11	\$6,721,518	15.5	\$10,215,569	26.5	\$16,937,087
208	Gail Romansky	Pearson Smith Realty, LLC	13.5	\$13,724,560	3	\$3,145,000	16.5	\$16,869,560
209	Sean A Satkus	Long & Foster Real Estate, Inc.	8	\$9,608,500	9	\$7,251,000	17	\$16,859,500
210	Natalie Wiggins	Redfin Corporation	23	\$12,662,577	7	\$4,185,000	30	\$16,847,577
211	Kara Chaffin Donofrio	Long & Foster Real Estate, Inc.	5	\$4,972,500	16	\$11,833,000	21	\$16,805,500
212	Linh T Aquino	Redfin Corporation	27	\$15,302,800	2	\$1,405,000	29	\$16,707,800
213	Roberto R Roncales	Keller Williams Realty	18	\$12,668,775	6	\$4,025,000	24	\$16,693,775
214	Shaun Murphy	Compass	12	\$7,301,403	14	\$9,388,500	26	\$16,689,903
215	Irene M deLeon	Redfin Corporation	28	\$15,257,500	2	\$1,405,000	30	\$16,662,500
216	Branden L Woodbury	Redfin Corporation	32	\$15,905,599	2	\$745,000	34	\$16,650,599
217	John Murdock	Keller Williams Realty	24	\$15,229,662	3	\$1,415,500	27	\$16,645,162
218	Benjamin D Heisler	Pearson Smith Realty, LLC	10	\$11,652,000	6	\$4,922,940	16	\$16,574,940
219	Diane U Freeman	Redfin Corporation	4.5	\$2,387,300	21	\$14,097,500	25.5	\$16,484,800
220	Jay V Caputo III	Compass	5.5	\$6,507,990	6	\$9,974,000	11.5	\$16,481,990
221	Kathleen R. Grieco	TTR Sotheby's International Realty	7	\$5,064,000	12	\$11,414,541	19	\$16,478,541
222	Richie Hanna	RE/MAX Gateway	18.5	\$10,934,500	8.5	\$5,507,490	27	\$16,441,990
223	Carolyn H Connell	Keller Williams Realty	8	\$9,689,879	8	\$6,746,000	16	\$16,435,879
224	Antoinette L Khatib	Metropolitan Realty LLC	13	\$8,395,299	9	\$8,035,989	22	\$16,431,288
225	Tracey K Barrett	Century 21 Redwood Realty	13.5	\$9,230,000	10.5	\$7,188,385	24	\$16,418,385
226	Matthew David Ferris	Redfin Corporation	9	\$5,049,750	18	\$11,300,900	27	\$16,350,650
227	Lynn Maximilian Norusis	Century 21 Redwood Realty	8.5	\$7,652,050	11	\$8,628,500	19.5	\$16,280,550
228	Alison Sherman	Keller Williams Realty	5	\$7,469,200	6	\$8,808,233	11	\$16,277,433
229	Micah A Corder	Washington Fine Properties, LLC	4	\$9,950,400	3.5	\$6,263,700	7.5	\$16,214,100
230	Heeran Lee	NewStar 1st Realty, LLC	10	\$8,028,800	13	\$8,152,000	23	\$16,180,800
231	Rebecca J Poston	Thomas and Talbot Estate Properties, Inc.	2.5	\$15,040,000	1	\$990,000	3.5	\$16,030,000
232	Timothy J Williams	Redfin Corporation	25	\$13,184,981	4	\$2,830,000	29	\$16,014,981
233	Johnny W Benson	Long & Foster Real Estate, Inc.	6.5	\$7,143,150	7	\$8,862,210	13.5	\$16,005,360

TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Dina V Shaminova	TTR Sothebys International Realty	3	\$3,024,000	17	\$12,948,200	20	\$15,972,200
235	Diane V Lewis	Washington Fine Properties, LLC	6.5	\$7,801,500	3.5	\$8,155,000	10	\$15,956,500
236	Michael Lee	Epstein and Pierce Real Estate	4	\$5,320,000	8	\$10,541,950	12	\$15,861,950
237	Ram Kumar Mishra	Spring Hill Real Estate, LLC.	12.5	\$5,452,250	20	\$10,401,300	32.5	\$15,853,550
238	Shailaja Raju	Long & Foster Real Estate, Inc.	8	\$6,224,000	11	\$9,585,500	19	\$15,809,500
239	Danilo D Bogdanovic	Redfin Corporation	20	\$12,739,401	4	\$3,065,588	24	\$15,804,989
240	Patricia M Blackwelder	Samson Properties	8.5	\$6,259,463	11	\$9,517,763	19.5	\$15,777,226
241	Ryan R Mills	Redfin Corporation	5	\$3,145,000	18	\$12,631,650	23	\$15,776,650
242	Jessica S Richardson	Compass	10	\$12,071,000	5	\$3,704,100	15	\$15,775,100
243	Richard Urben	Redfin Corporation	15	\$8,147,227	14	\$7,621,891	29	\$15,769,118
244	Conor Sullivan	KW Metro Center	6	\$8,897,500	8	\$6,827,490	14	\$15,724,990
245	Juli A Hawkins	Redfin Corporation	32	\$15,150,201	1	\$550,000	33	\$15,700,201
246	Olivia Adams	Compass	4	\$2,071,350	18	\$13,568,320	22	\$15,639,670
247	Alasgar Farhadov	Compass	7	\$8,956,348	5.5	\$6,652,500	12.5	\$15,608,848
248	Brittany L Sims	KW United	2	\$925,000	27	\$14,628,800	29	\$15,553,800
249	Kendell A Walker	Redfin Corporation	15	\$8,313,749	11	\$7,231,980	26	\$15,545,729
250	Ellen F Patrick	Compass	6.5	\$6,359,500	8	\$9,161,390	14.5	\$15,520,890

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