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Rising Star
MARIO RIOS

PARTNER SPOTLIGHT
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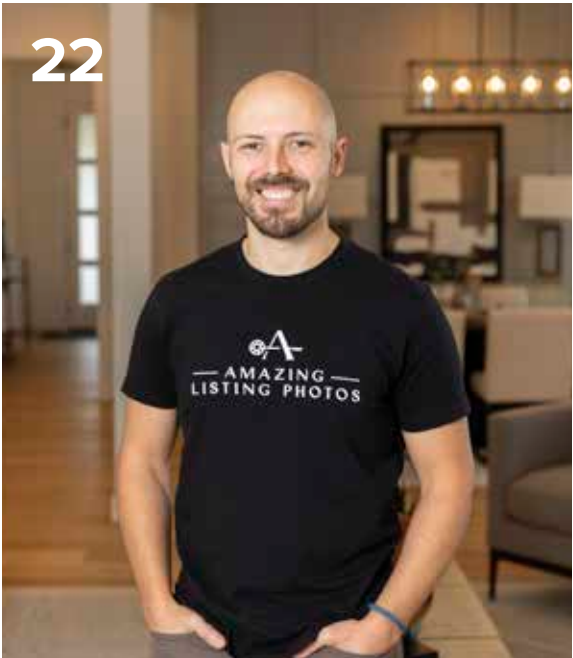
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Cover photo courtesy of Ryan Corvello Photography

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Trey Tatro, Amazing Listing Photo

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Welcome, New Top Agents

Welcome, New Top Agents!

March is an exciting time for NOVA Real Producers as we officially unveil our 2025 Top 500 Agents list. Congratulations to the outstanding professionals whose dedication and achievements have earned them a place in this elite group! You should have received your 2025 Top 500 badge—a well-earned symbol of your success and commitment to excellence.

This year is particularly special as we celebrate seven incredible years of NOVA Real Producers! What started as a vision to connect and elevate top agents has flourished into a thriving, impactful community. With your support, we've expanded into seven markets nationwide with the KB Team, strengthening relationships and creating

opportunities for top agents and preferred partners across the country.

As part of this prestigious network, we invite you to connect with fellow top producers at our exclusive events throughout the year:

- Mastermind – March 18th
- 6 Year Bash – May 14th
- Mastermind – September 25th
- Bonus Virtual Mastermind – Uniting all seven markets for a powerful, shared experience in July

Our events are designed to inspire, connect, and celebrate the remarkable professionals who define excellence in our industry.

As we step into spring, take a moment to reflect on your goals and the opportunities ahead. Success in real

estate isn't about luck—it's about strategy, resilience, and staying open to new possibilities.

We'd love to hear from you! If you have feature story ideas, event suggestions, or questions about this incredible community, feel free to reach out. Here's to a fantastic 2025 and beyond—we can't wait to celebrate your success!

Cheers to an extraordinary year ahead!



Kristin Brindley
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FAQ



Since launching *NOVA Real Producers* seven years ago, we've often heard the same questions. To save time, we're sharing the answers here. Remember, this publication is your voice, and our door is always open to discuss anything about our community!

Q: Who receives this magazine?

A: The top 500 agents in the Northern Virginia area. We pull the MLS numbers each year (by volume) 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. We cut off the list at number 500, and the next year's distribution is born. We did this again in January, based on the new top 500 agents in sales volume for 2024.

Q: What is the goal of this magazine?

A: Real Producers is about building a stronger, more connected real estate community. We believe that when we surround ourselves with successful, like-minded individuals, we can grow to new heights. This magazine is a platform designed to bring together the top 500 real estate agents and our trusted preferred partners, fostering an exclusive and collaborative network. Each month, we share inspiring stories, celebrate successes, and promote events that connect, inform, and inspire. Our mission is to build relationships and empower growth within the real estate industry.

Q: Does Real Producers have events?

A: Yes! We will have specific networking events throughout the year.

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

A: Being featured is simple and starts with a nomination. REALTORS®, affiliates, brokers, office leaders, and even self-nominations are welcome! If you know someone with an inspiring story, exceptional leadership, top-tier customer service, or a remarkable commitment to giving back, we'd love to hear about them.

To nominate, email wendy@realproducerskbteam.com and share why you believe they should be featured. Your insights help us uncover stories we may not know about. Once a nomination is submitted, we'll reach out for an interview to ensure the feature is a great fit. If selected, our team will take it from there, coordinating an article write-up and scheduling a professional photo shoot.



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

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! The only small fee you may incur would be for professional lifestyle photos for the article.

Q: Who are the Preferred Partners?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every magazine issue, attend our events, and be part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have personally referred every single preferred partner you see in this publication. Our partners hold a special piece to this puzzle since their partnership helps support our monthly publication. Without them, we wouldn't be able to feature our top agents or host our social events.

Q: How can I refer a Preferred Partner?

A: If you know and want to recommend a local business that works with top Realtors, let us know!

NOVA
RP

2025

BY THE NUMBERS

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TOTAL
TRANSACTIONS

\$14.9B



TOTAL
SALES
VOLUME



LISTING SIDE
TRANSACTIONS

9,419



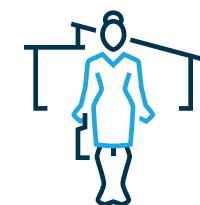
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5 Ways to Build Trust with NEW Clients!

BY WADE VANDER MOLEN

Building trust with new clients is one of the most crucial aspects of being a successful realtor. Whether you're working with first-time homebuyers, seasoned investors, or individuals relocating to a new area, trust forms the foundation for a lasting relationship. Without it, your clients may hesitate to make important decisions or choose to work with someone else. So, how can realtors build and maintain trust with new clients?

1. Honesty and Transparency

Honesty is the cornerstone of trust. If you don't know the answer to a client's question, admit it and then commit to finding the answer. For instance, if a home has some minor issues or a neighborhood has a questionable reputation, being upfront about it will prevent any unpleasant surprises later on. Clients respect Realtors who provide honest assessments, even when it might not be in their immediate best interest.

2. Active Listening and Empathy

Trust grows when your clients feel heard and understood. This is very important in real estate, where every client has unique requirements or preferences—whether it's finding a home close to top-rated schools or working with a tight budget. Demonstrating empathy by acknowledging their emotions and challenges shows that you care about their well-being beyond the business transaction.

3. Effective Communication

Clear communication is essential for building trust. Clients want to feel that they are being kept in the loop every step of the way. Whether it's returning a phone call or sending a quick update via text or email, keeping the lines of communication open shows your clients that you are engaged and responsive. Not only should you respond promptly, but also communicate expectations. This shows that you are proactive and professional.

4. Demonstrate Expertise and Knowledge

Clients need to feel confident in your abilities. One of the most effective ways to build trust is to demonstrate your expertise in the local market and real estate processes. Stay up-to-date on market trends, legal requirements, and neighborhood developments.

When you present facts and data—such as comparable property prices or neighborhood growth potential—it builds credibility and shows clients that they can rely on you for accurate information. Sharing your knowledge without overwhelming them helps clients feel empowered and informed, which, in turn, deepens their trust in you.

5. Follow Through on Promises

Consistency is key when it comes to trust. If you promise to send over listings by the end of the day or provide a referral to a trusted contractor, make sure you follow

through. Missing deadlines or failing to deliver on promises can quickly erode the trust you've worked so hard to build. If unforeseen circumstances arise, be honest about delays and communicate revised timelines. By being reliable and dependable, you show clients that they can count on you.

Building trust takes time, but it's essential for long-term success in the real estate business. By being honest, transparent, communicative, knowledgeable, and empathetic, you can create lasting relationships with clients that go beyond a single transaction. Trust will not only help you close deals but also earn repeat business and referrals, which are often the true measure of a Realtor's success. Good luck!



Wade Vander Molen is senior vice president of business development at Pruitt Title LLC 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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Preparing Your Marketing for the Spring Selling Season

BY TODD LEBOWITZ

Spring is one of the busiest times in real estate, and proactive preparation is essential for standing out in a very competitive market. By organizing your marketing efforts now, you'll position yourself to attract more buyers and sellers when the season heats up.

Secure Ad Space Early

Spring competition means advertising opportunities fill up quickly. Reserve your digital, social media, and print ad placements now to ensure your campaigns run smoothly. Platforms like Facebook and Instagram offer great targeting options but can see rising costs as demand increases. For local exposure, secure space in real estate magazines or neighborhood newsletters.

Update Your Mailing and Email Lists

A clean, up-to-date contact list ensures your efforts reach the right audience. Verify and segment your direct mail and email lists based on past clients, target neighborhoods, and buyer or seller status. Tools that specifically help you edit lists are perfect for this, such as the **Elevate Marketing Suite** by My Marketing Matters.

Plan Ahead with a Content Calendar

Consistency is key to staying top-of-mind. Outline a content calendar

for email campaigns, social media posts, and direct mail. Focus on topics like market trends, spring staging tips, and local community updates. Using automated programs like the **HomeLife Neighborhood Marketing Subscription** will help streamline this process by auto-sending relevant and interesting content every month.

Refresh Marketing Materials

Ensure your brochures, flyers, and online assets reflect your current branding and are visually engaging. Spring is a great time to update your messaging and create materials that align with the fresh, vibrant energy of the season.

Leverage Direct Mail

Direct mail remains a powerful tool for connecting with local homeowners. Using personalized, hyper-local

content—such as market reports and community highlights—you can create a lasting impression while showcasing your expertise. Adding features like QR codes or tracking tools enhances engagement and leads.

Optimize Your Digital Presence

Ensure your website, social media, and email campaigns are ready for increased traffic. Update your listings, refresh your bio, and plan posts that highlight your expertise and active presence in the market.

Conclusion

The spring selling season is a golden opportunity for real estate agents. By securing ad space, organizing your contact lists, and leveraging marketing tools, you can create a proactive strategy that drives results. Start now to make this spring your most successful yet.



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.



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TREY TATRO

AMAZING LISTING PHOTOS

CAPTURING SUCCESS: THE PICTURE-PERFECT WAY

BY GEORGE PAUL THOMAS
PHOTOS BY RYAN CORVELLO



business—elements that many agents found overwhelming but that Trey found exhilarating.

Cindy, who is co-owner of Amazing Listing Photos, Trey's better half and a seasoned real

estate agent of 22 years, played a pivotal role in his career shift. As they worked together, Trey honed his expertise in marketing and operations at a team level before eventually becoming the Director of Marketing and Technology for a brokerage with over 100 agents. It was during this time that the seeds for Amazing Listing Photos were planted.

Building a Vision

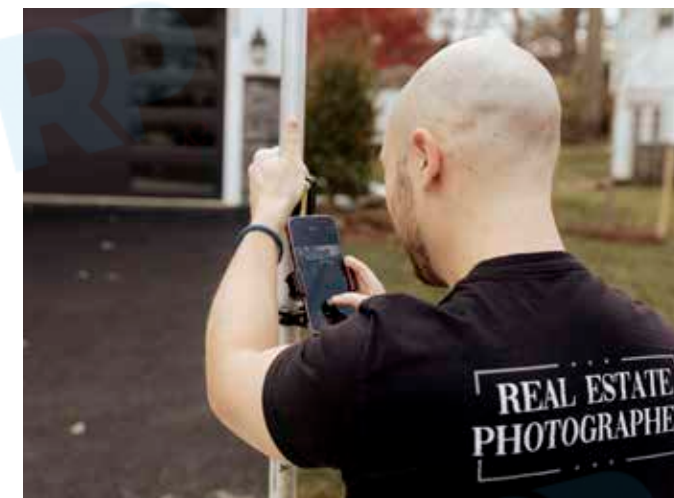
Founded in late 2022, Amazing Listing Photos quickly became a leading real estate photography business in the DMV area. Trey initially wore all the hats—handling photoshoots, quality control, marketing, and client interactions. Over time, as demand grew, so did the team. Now, the company consists of five photographers, two support staff, and six dedicated editors. Unlike many competitors who work with independent contractors, Trey ensures that every team member is an employee, thoroughly trained, and background-checked to uphold the company's high standards.

When it comes to making a listing stand out, stunning visuals can make all the difference. For Trey Tatro, owner of Amazing Listing Photos, real estate photography is more than just snapping pictures—it's about crafting a powerful marketing tool that helps agents attract buyers and grow their business. Trey's journey into real estate photography wasn't a conventional one, but it was one shaped by his passion for marketing, technology, and real estate.

Real Estate to Photography

Originally from Virginia Beach but raised in rural Pennsylvania, Trey took a winding path through various careers before finding his true calling. Before launching Amazing Listing Photos, he worked in construction, sales, and project management, overseeing the design and layout of retail stores. His early career revolved around structuring spaces for functionality and visual appeal—a skill that would later translate seamlessly into real estate photography.

Trey entered the real estate industry in 2018, obtaining his license and completing a few transactions before realizing that being an agent wasn't his passion. However, what he loved was the technology, CRMs, and marketing aspects of the



What sets Amazing Listing Photos apart is its strategic approach to real estate marketing. Trey and his team don't just take photos—they create a comprehensive marketing strategy that helps agents sell homes faster and strengthen their personal brand. With a deep understanding of real estate marketing and technology, Trey has designed services that cater specifically to the needs of today's top-producing agents.



The company provides MLS-ready media packages that ensure all photos, videos, and marketing materials are uploaded to Bright MLS with a single button. Their expertise in aerial and high-perspective photography allows them to capture elevated, breathtaking shots, even in areas where drone use is restricted. Each listing package includes a custom property website with built-in lead capture, offering an added layer of exposure and value. Professional video walkthroughs bring listings to life, helping potential buyers envision themselves in the space. To further enhance branding opportunities,



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Amazing Listing Photos offers free agent introduction videos, allowing realtors to personally introduce their listings and establish a stronger connection with buyers.

"Our mission is to help agents work smarter, not harder when it comes to marketing," Trey explains. "We go beyond just delivering photos—we create tools that make it easier for agents to attract buyers, win listings, and grow their business."

Overcoming Challenges and Finding Success

Like any entrepreneur, Trey has faced his fair share of challenges. Finding the right business idea took years, and he experimented with multiple ventures before finally discovering his niche. "If you had told me in early 2022 that I'd be running a real estate photography company, I wouldn't have believed you," he admits. "It took a lot of trial and error, but I finally found something that leverages my strengths and background."

The most rewarding aspect of his work? Building a team. "It's incredibly fulfilling to bring people together,

create jobs, and watch them excel in their roles," Trey says. "When I was doing everything myself, I was stretched thin. But now, my team members are not only picking up where I left off but improving upon it."

Beyond business success, Amazing Listing Photos is also committed to community outreach. Recently, the company partnered with Beyond the Blueprint, a nonprofit working with Alexandria Community Services to revamp spaces in the Carpenter Shelter. This facility provides housing for individuals facing homelessness or domestic abuse. Trey's team provided professional before-and-after photography and videography, helping the nonprofit showcase its work for future projects.

Up-Close and Personal

When Trey isn't working, he enjoys spending time outdoors, hiking in Shenandoah, or exploring scenic trails

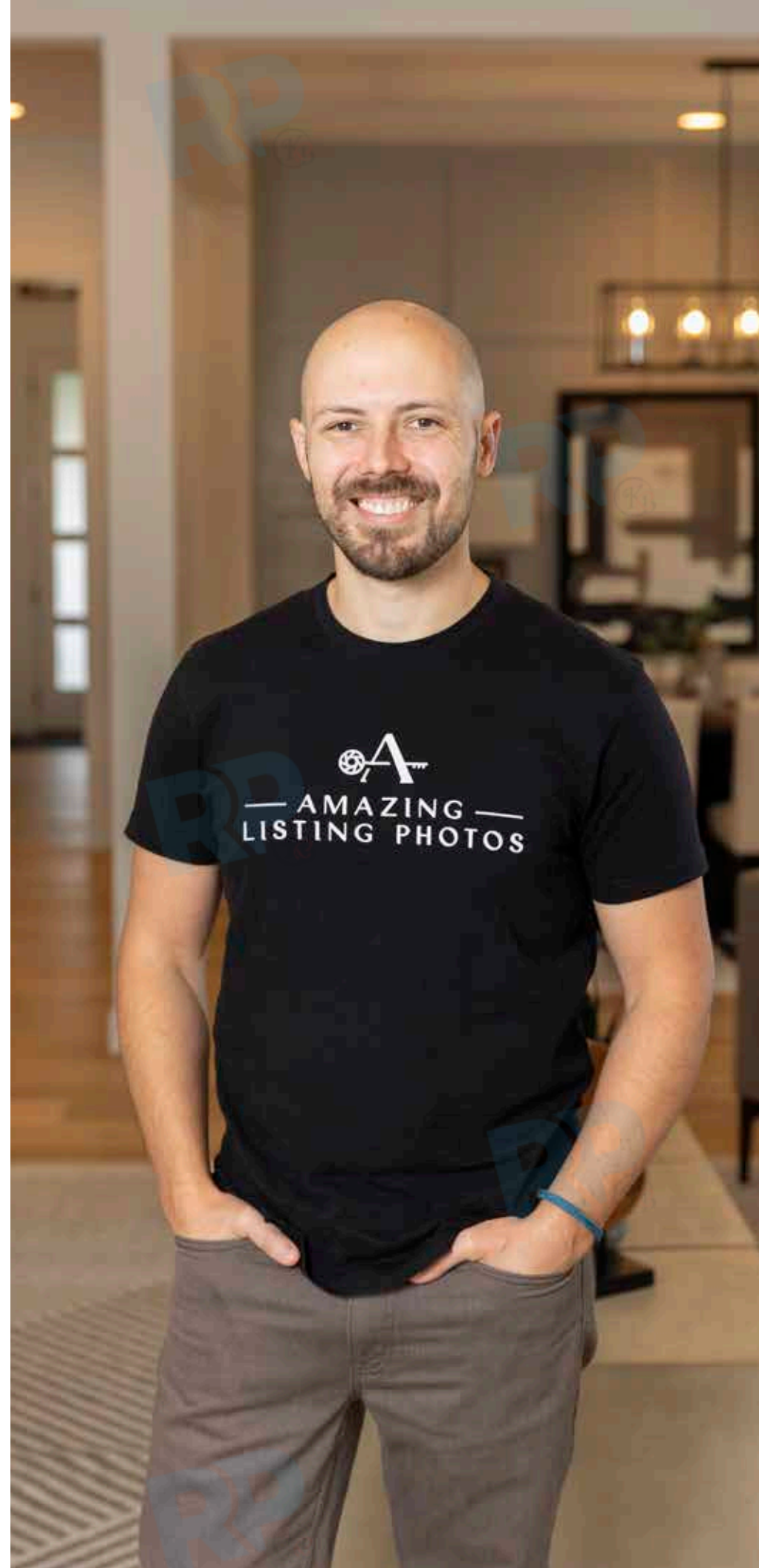
around the DMV area. He and Cindy often take trips to Delaware's beaches or check out new restaurants and coffee shops in the area, even though Trey admits he's never quite found a coffee from a high-end coffee shop that he actually likes. A lifelong learner, he enjoys diving into business strategies, studying different industries, and finding ways to apply those insights to his own company.



If he weren't in real estate photography, Trey imagines himself in a consulting role, helping businesses avoid costly mistakes by refining their strategies before investing significant resources. His entrepreneurial spirit and passion for efficiency continue to shape his approach to business and innovation.

With plans to expand into new markets and create innovative real estate marketing solutions, Trey envisions a future where Amazing Listing Photos continues to evolve. His ultimate goal? "To offer a service that doesn't exist yet—something that will redefine real estate marketing."

If you're ready to take your real estate marketing to the next level, Amazing Listing Photos is here to assist you. Schedule your next listing shoot and discover the difference! Call or text: (703) 340-3880 or visit: AmazingListingPhotos.com. First-time clients receive \$150 off any package—let them make your listings picture-perfect!



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BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

KIM LE

A Legacy In The Making

Kim Le, a REALTOR® with Samson Properties, is the kind of agent who lights up every room she enters. Known for her quick wit, infectious energy, and razor-sharp organizational skills, Kim brings a perfect blend of humor and precision to the real estate game. As part of the Fox Homes Team, she has become a trusted name, delivering exceptional results while building genuine connections. This is her story—one of determination, vision, and heart.

Building Grit and Grace

Kim's journey started in Vietnam, where she was born into a family that valued hard work and perseverance. "My parents worked tirelessly, so I had to become independent early on," she recalls. "If I wanted something, I knew I had to earn it. Nothing was ever handed to us." That upbringing shaped the resourceful, determined professional she is today.

Her academic path led her to Virginia Tech, where she earned not one but two degrees: a BA in Public Relations and a BS in



Management, along with a minor in Real Estate. Those years provided her with the skills and insights that would later fuel her success. Before entering real estate, Kim spent seven years in commercial property management, a role that sharpened her problem-solving abilities and deepened her understanding of the industry. Yet, the limitations of the corporate world left her yearning for more.

"I wanted a career where my success was tied directly to my effort," Kim explains. "I was tired of rigid protocols and wanted the freedom to create my own path." That realization led her to real estate, where she could channel her ambition and ingenuity into a fulfilling career.

When Kim transitioned into real estate, she did so with a clear vision: to not only excel but to create a lasting legacy. "My ultimate goal is to build a real estate portfolio that generates cash flow and creates generational wealth for my family," she shares. Her plan includes owning at least five investment properties and diversifying her income streams with stocks and index funds. "As real estate professionals, we don't have traditional retirement plans, so long-term planning is essential," she notes.

What sets Kim apart in the crowded real estate market is her ability to adapt and stay ahead of challenges. "I'm a problem-solver by nature," she says. "Every client and transaction is unique, and I thrive on finding creative solutions to make



they're reminders of the trust my clients place in me," Kim says with pride.

The Heart Behind the Hustle

While Kim's professional life is a whirlwind of activity, her family keeps her grounded. A first-generation immigrant, she's deeply inspired by her parents' sacrifices. "My parents gave everything so we could have better opportunities," she shares. "I work hard every day to honor their legacy."

As an aunt to two nieces and two nephews, Kim pours her love and energy into supporting them. "They're my legacy, and I want to set an example they can be proud of," she says. Her personal life is filled with moments of joy—from trying new restaurants and exploring the world to quiet evenings with her boyfriend.

Giving back is also a priority for Kim. She's volunteered with organizations like Habitat for Humanity and Feed the Children, where she's sponsored two children for over a decade. "Community involvement keeps me connected to the bigger picture," she says.

A Bold Vision for the Future

Kim's dreams extend far beyond the here and now. By the age of 50, she envisions retiring to a picturesque European town and managing a small but profitable real estate portfolio. "I want to slow down and truly enjoy life," she says. Her favorite quotes, including Muhammad Ali's "Suffer now and live the rest of your life as a champion," reflect her relentless drive and focus on long-term rewards.

For those looking to follow in her footsteps, Kim offers this sage advice: "Don't chase every shiny new idea. Focus on what works for you and stay consistent. Success in real estate comes from mastering the basics and sticking with them."

Kim Le's journey is one of grit, passion, and unwavering determination. Her story is a reminder that with hard work, a clear vision, and a lot of heart, anything is possible.

**"MY PARENTS
GAVE EVERYTHING
SO WE COULD
HAVE BETTER
OPPORTUNITIES.
I WORK HARD
EVERY DAY TO
HONOR THEIR
LEGACY."**



things work." For Kim, the most rewarding aspect of her work is the impact she has on her clients' lives. "Knowing that my efforts help families find their dream homes is incredibly fulfilling," she says.

Crushing Goals and Collecting Accolades

Kim's track record speaks for itself. In 2024, she closed 22 transactions totaling \$17 million in sales volume, and she's aiming even higher in 2025 with a goal of \$25 million. Her accolades include being named a Washingtonian Top Producer every year since 2018, one of Washingtonian's 100 Best Agents in 2022 and 2023, and a multiple-time Northern Virginia Magazine Top Producer.

Her first year with the Fox Homes Team saw her crowned as the #1 Agent, a testament to her exceptional skills and dedication. "These achievements aren't just milestones—

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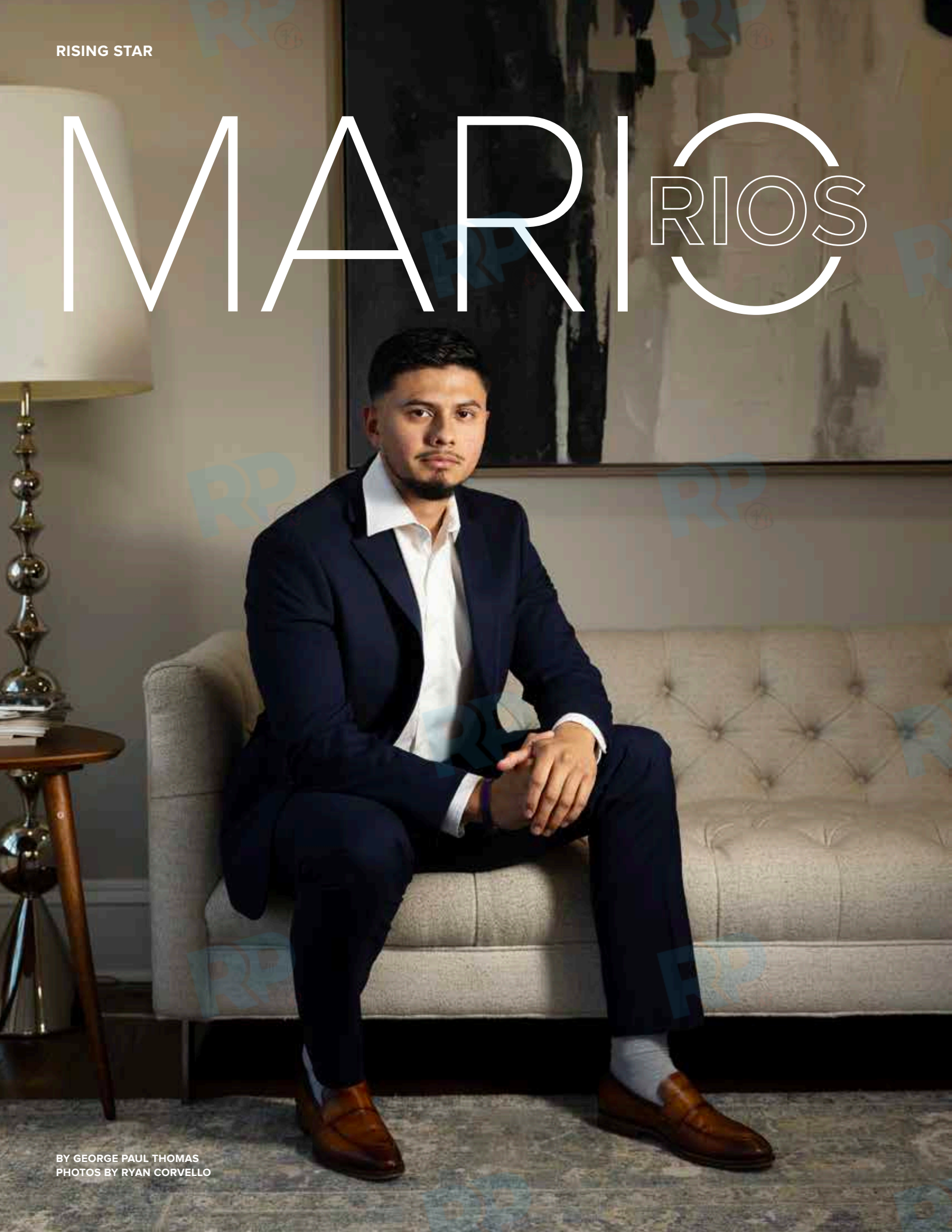
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MARIO RIOS



BY GEORGE PAUL THOMAS
PHOTOS BY RYAN CORVELLO



TURNING VISION INTO VICTORY

In just a few short years, Mario Rios has carved a niche for himself in the competitive world of real estate. A rising star with Keller Williams Metro Center, Mario's journey from a young father seeking stability to a successful agent in Old Town Alexandria is one of grit, determination, and an unshakable commitment to his clients and family.

Betting Big in Uncertain Times

Mario's story begins thousands of miles from the streets of Old Town Alexandria. Born in El Salvador, he moved to the United States at the age of three. His family settled in Burke, Virginia, later moving to Springfield, where he was surrounded by the values of hard work and entrepreneurship.

"My cousin ran a trucking company, and I got to see firsthand what it meant to build something from the ground up," Mario recalls. "That sparked a fire in me—I wanted to create something of my own, to have a legacy for my family."

Mario's career path was anything but conventional. Truck driver, security guard, leasing agent—his resume is a testament to his versatility. But it was during his time as a leasing agent that he discovered his true passion: connecting people with homes.

"Helping someone find a place to live was so fulfilling," he says. "It felt natural to take that to the next level with real estate."

Mario took the leap into real estate in 2021, right in the thick of the COVID-19 pandemic. While others hesitated in the face of uncertainty, Mario saw an opportunity.

"People told me the market was too volatile, but I wasn't going to let fear hold me back," Mario says. "I've always believed that the hardest part is getting started, so I jumped in with both feet."

His decision paid off. With his characteristic mix of optimism and

determination, Mario not only navigated a challenging market but thrived in it. In 2024, he closed with an impressive \$11 million in sales—a testament to his consistency and dedication.

For Mario, real estate is more than just transactions and sales figures—it's about changing lives.

"There's nothing like sitting at the closing table with a family buying their first home," he says. "Seeing their joy, knowing their kids will finally have their own rooms—it's those moments that make this work so rewarding."

Mario's ability to connect with clients comes from his authenticity and commitment to excellence. He credits much of his success to mentors like Josh Dukes, Colin Gunderson, and Erin Jones, whose guidance has shaped his approach.

"I don't reinvent the wheel," Mario admits. "But I've learned that

consistency is key. If you follow the systems and tools available and put in the work, success follows.”

Family First, Always

Mario’s drive to succeed is deeply rooted in his role as a father. At just 18, he became a dad to his son, Adrian, now six years old. This year, he and his partner, Alejandra, welcomed their daughter, Celine, into the world.

“Becoming a dad at a young age changed everything for me,” Mario shares. “It made me focus on what really matters—providing for my family and building a future we can all be proud of. And through this journey, Alejandra has been one of my biggest support systems and my battle buddy in both business and family. Her unwavering encouragement and partnership have been essential in navigating challenges and celebrating successes as we build our life together.”

Family time is sacred for Mario, whether it’s cheering on Adrian at soccer games, exploring local restaurants with Alejandra, or enjoying time with extended family. “Having kids doesn’t slow us down—it gives us purpose,” he says with a smile.

When he’s not helping clients or spending time with his family, you’ll find Mario on the soccer field, a sport he’s loved since childhood. “Soccer has always been my outlet,” he says. “It



“
My goal is to build
something meaningful,
something my kids can
one day take pride in.”

keeps me grounded and reminds me of where I come from.”

Mario also dreams of earning his private pilot’s license before he turns 30, combining his love of challenges with a passion for exploration.

His commitment to the community is equally inspiring. From delivering groceries to families in need through “Feed the City” to participating in KW’s Red Day projects, Mario is passionate about giving back.

“Real estate isn’t just about making money,” he says. “It’s about making an

impact, both in your clients’ lives and your community.”

Eyes on the Future

As Mario looks ahead, his ambitions are clear: grow his business, mentor new agents, and expand into real estate investing. With a focus on creating generational wealth, he’s building a legacy for his family that extends far beyond the closing table.

“My goal is to build something meaningful, something my kids can one day take pride in,” Mario shares. “Real estate gives me the platform to do that, and I’m just getting started.”

Mario’s journey is a masterclass in perseverance, authenticity, and dreaming big. His advice to aspiring agents?

“Bet on yourself,” he says. “Burn the bridges behind you and commit fully to your goals. Find mentors who’ve been where you want to go and focus on the lives you’re impacting. The rewards—both financial and personal—will follow.”

For Mario Rios, success isn’t just about numbers on a spreadsheet—it’s about building relationships, creating opportunities, and leaving a lasting legacy. And as his star continues to rise, one thing is clear: the best is yet to come.



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TIM PIERSON

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Tim Pierson never envisioned a career in real estate. However, after spending so much time behind a computer, he found himself yearning for something more fulfilling. So, he took a courageous leap of faith—one that would ultimately transform his life in amazing ways.

What began as a bold move soon turned into a thriving career built on trust, expertise, and a genuine passion for helping others. With over two decades in the industry, Tim's journey is

a testament to resilience, faith, and an unwavering commitment to his clients. His background in marketing, leadership in faith-based organizations, and entrepreneurial mindset have shaped a real estate business that's more about people than it is about properties.

From the Stage to the Closing Table

Growing up in the suburbs of New York City, Tim was exposed to the world of real estate early on. His mother was a highly

successful agent, and he spent countless hours watching her juggle her schedule and client relationships. Yet, rather than following in her footsteps immediately, he initially resisted the idea of real estate, yearning for structure and predictability. He pursued a career in entertainment marketing, working at the Kennedy Center for the Performing Arts in Washington, D.C., where he honed his skills in branding, sales, grassroots and mass marketing, and strategic growth.

A Legacy of Leadership, Service, and Success





“My goal is to help them see beyond the immediate transaction and think about how it aligns with their long-term personal and financial goals.”

At the same time, Tim was deeply involved in ministry. He served as the chaplain for the Washington Nationals baseball team for 11 years, guiding and mentoring some of the biggest names in MLB through their personal and professional challenges. When the team won the World Series in 2019, he felt it was time to step away and focus on his growing family.

Despite his initial hesitation about real estate, the industry continued to call to him. In 2004, after years of working behind a desk, Tim and his wife made the bold leap into real estate together. He realized he could apply his marketing expertise, web design knowledge, leadership skills, and deep understanding of human behavior to a business where he could make a lasting impact on people's lives. His wife, Liz, started full-time, and Tim worked nights and weekends.

Tim didn't just want to sell homes—he wanted to change the way people approached real estate. Drawing inspiration from his mother's work ethic but refining the process to avoid the overwhelming chaos he had witnessed growing up, he built a business with efficiency, purpose, and integrity at its core.

“I think about real estate the way a financial planner does,”

Tim explains. “For most people, buying or selling a home is the biggest financial decision they'll ever make. My goal is to help them see beyond the immediate transaction and think about how it aligns with their long-term personal and financial goals.”

Tim's real estate career wasn't always smooth sailing. In 2008, shortly after he had left his steady job to join his wife in real estate full-time, the housing market crashed. To make things even more challenging, his wife was expecting their first child and wanted to give her time to be home with the baby.

“I remember thinking, ‘How am I going to provide for my family?’” Tim recalls. “It was a humbling moment, but it also forced me to work harder, smarter, and more intentionally than ever before.”

Rather than retreating, he put his head down and doubled down on service and relationships. He refused to rely on impersonal lead-generation tactics, choosing instead to build his business based on the quality of his service. Today, more than 95% of his clients come from personal recommendations, which is a rare statistic in today's competitive market.

Building a Business on Trust and Relationships

At the Tim Pierson Home Sales Team of Keller Williams United, real estate is personal. Tim acknowledges that it would be impossible for him to reach the milestones he has without the support of his incredible team. All of his team members have been with him for at least five years, with TJ Walter, the senior member, contributing 14 years of exceptional care and expertise. Reagan Fox, a real estate prodigy, keeps the team on their toes with her sharp insights, incredible drive, and humor, while Michelle Haines serves as the staging and quality assurance expert, ensuring that every detail is completed with precision.

Together, they work seamlessly to deliver a white-glove experience to every client, and Tim credits much of the team's success to their ability to prioritize people over profits. His approach is simple: treat every client as if they were family. Whether he's guiding a first-time homebuyer, advising a seller on maximizing their return or coaching a fellow agent, his goal is for everyone to always add value beyond the transaction.

Beyond the Business

Beyond real estate, Tim's life is deeply rooted in family and faith. He and his wife, Liz, have been married for over 20 years, and together they have built a life centered on love, support, and shared values. Liz has been a constant source of encouragement and strength, playing a crucial role in both their personal lives and their business success.

The couple is raising three daughters, who keep their lives busy with school, sports, and community activities. Whether it's coaching their teams, cheering them on from the

sidelines, or spending quality time together, Tim prioritizes his role as a devoted father.

He also shares a special bond with his two “sons” — his dog, Brinkley, and his beloved Harley Davidson. “When I'm outnumbered at home with my ladies, I go into the garage and talk to my boys,” he jokes.

Outside of work and family, Tim values his time with a close-knit group of men he has been meeting with weekly for over a decade. These friendships provide him with accountability, encouragement, and perspective, helping him grow as a husband, father, and leader.

Impacting Lives On and Off the Field

Tim's success in real estate has given him the freedom to invest in community outreach and mentorship. He and his wife remain heavily involved in their local church and youth programs, hosting events, coaching sports teams, and even participating in international service trips. Most recently, Tim and his daughter traveled to Chile to repair an equestrian center for children with disabilities and assist in renovations at a school for the deaf and blind.



As he looks toward the next decade, Tim is focused on making the greatest possible impact for good. After decades of pastoring, mentoring, and advising, he has developed a process to help people make meaningful progress by creating a life plan. This plan guides individuals to define their own version of success and outlines a path to achieve it, all while aligning with their own mission, vision, and core values. Tim is now working to transform this process into a self-paced online platform. His goal is to help others develop a clear vision for their future, ensuring they have the clarity to achieve success not only financially but also spiritually, relationally, personally, and professionally—while also finding joy in the journey. Learn more about it at www.thelifeplan.org

Shaping the Future of Real Estate and Leadership

After two decades, Tim Pierson has established himself as not just a top-producing agent but also a trusted advisor, mentor, and community leader. He has helped over 1,000 families navigate one of the most important decisions of their lives, and he continues to be driven by a deep passion for service.

“Real estate is about more than just houses—it's about helping people build stability, security, and a future they can be proud of. It's about walking alongside them during life's biggest transitions and ensuring that they feel well-advised, protected, and empowered every step of the way.”

As he moves forward, Tim remains committed to raising the bar in the real estate industry. He believes that every REALTOR® should aim to be as trusted as a doctor or a lawyer, providing counsel that truly changes lives. For Tim Pierson, the measure of success isn't just in the number of homes sold—but in the impact that is left behind on others.



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MOVING AND STORAGE.

Tursun Alkau was able to take his MyProMovers & Storage from a modest startup to a thriving enterprise that serves thousands of satisfied customers across the region each year. Over the last decade, the founder and CEO has gained invaluable firsthand insight into the myriad challenges and opportunities within the moving industry, positioning himself as a trusted authority and a beacon of reliability in the sector.

As an immigrant entrepreneur, Tursun brings a unique and refreshing perspective along with an indefatigable entrepreneurial spirit to the industry. His vision has been instrumental in driving innovation, setting unprecedented standards for service excellence, and continuously elevating the bar for customer satisfaction. You'll find that the MyProMovers staff consistently goes above and beyond with every move, ensuring each relocation is executed with meticulous precision, heartfelt care, and unwavering attention to detail.



Family is the cornerstone of Tursun's life and he treats his clients with the same care. At MyProMovers, the staff is committed to paying it forward by giving back to the community and supporting those in need. The company supports victims of abuse through its partnership with Fairfax County, offering free relocation services to those in need — empowering survivors and providing them with a fresh start in a safe and supportive environment.

At MyProMovers & Storage, Tursun is committed to quality, integrity, and customer-centric values that sets them apart as the premier choice for all moving and storage needs.

"Success is not just measured by achievements, but by the positive impact we make on the lives of others." - Tursun Alkau

Tursun Alkau, CEO of MyProMovers & Storage, marks a key achievement. This accolade highlights the company's swift expansion and triumphs, showcasing Tursun's forward-thinking leadership. With his direction, MyProMovers has grown its business reach while also dedicating efforts to community service through programs like 'Move for Good,' providing complimentary moving services to local non-profits. Tursun believes that genuine success is seen in the positive influence on both the business world and the broader community.



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TOP 250 STANDINGS

Individual Closed Data as reported to MLS from Jan. 1 to Jan. 31, 2025

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
1	Sarah A. Reynolds	Keller Williams Chantilly Ventures	33	\$18,887,875	4	\$2,239,000	37	\$21,126,875
2	Mark C. Lowham	TTR Sothebys Intl. Realty	1	\$17,500,000	0	\$0	1	\$17,500,000
3	Sylvia S Cowles	Sylvia Scott Cowles	30	\$15,922,546	0	\$0	30	\$15,922,546
4	Zhi Jun Zou	Samson Properties	1	\$6,100,000	1	\$6,100,000	2	\$12,200,000
5	Jay Day	LPT Realty	17	\$10,299,250	0	\$0	17	\$10,299,250
6	Phyllis G Patterson	TTR Sotheby's Intl. Realty	3	\$2,785,000	6	\$7,047,900	9	\$9,832,900
7	Jason Cheperdak	Samson Properties	1.5	\$1,229,000	12	\$8,226,790	13.5	\$9,455,790
8	Akshay Bhatnagar	Virginia Select Homes	4	\$4,536,760	4	\$4,837,330	8	\$9,374,090
9	Sue S Goodhart	Compass	5	\$6,112,500	2	\$2,217,000	7	\$8,329,500
10	Fouad Talout	Long & Foster Real Estate	1	\$8,000,000	0	\$0	1	\$8,000,000
11	Jean K Garrell	Keller Williams Realty	6	\$6,741,000	0.5	\$812,500	6.5	\$7,553,500
12	Jennifer D Young	Keller Williams Chantilly Ventures	10.5	\$6,588,000	2	\$612,500	12.5	\$7,200,500
13	Shannon Lynn Bray	Pearson Smith Realty	10	\$7,185,417	0	\$0	10	\$7,185,417
14	Nikki Lagouros	BHHS PenFed Realty	2	\$1,840,000	7	\$4,957,400	9	\$6,797,400
15	Karen A Briscoe	Keller Williams Realty	1.5	\$1,668,750	4.5	\$4,264,505	6	\$5,933,255
16	Eli Tucker	RLAH @properties	2	\$3,517,500	1.5	\$2,235,000	3.5	\$5,752,500
17	Michael I Putnam	RE/MAX Executives	7	\$4,291,750	2	\$1,315,000	9	\$5,606,750
18	Elizabeth H Lucchesi	Long & Foster Real Estate	2	\$1,782,500	2	\$3,745,430	4	\$5,527,930
19	William Shearer Driskill Jr.	Thomas and Talbot Estate Proprty	1	\$2,550,000	1	\$2,500,000	2	\$5,050,000
20	Raymond A Gernhart	Samson Properties	1	\$225,000	3	\$4,750,000	4	\$4,975,000
21	Irina Babb	Samson Properties	4	\$4,040,000	1	\$825,000	5	\$4,865,000
22	Darren E Robertson	Samson Properties	0	\$0	3	\$4,739,000	3	\$4,739,000
23	John Coleman	Real Broker	2.5	\$2,298,900	4.5	\$2,356,400	7	\$4,655,300
24	Douglas K. Eley	CENTURY 21 New Millennium	1.5	\$2,557,500	3	\$1,959,500	4.5	\$4,517,000
25	Deborah K Reynolds	Keller Williams Chantilly Ventures	3	\$2,391,400	2.5	\$2,112,500	5.5	\$4,503,900
26	SALAR HAJIBABAEI Jr.	Fairfax Realty of Tysons	0	\$0	3	\$4,502,000	3	\$4,502,000
27	George M Mrad	KW Metro Center	1	\$2,980,000	0.5	\$1,490,000	1.5	\$4,470,000
28	Robert T Ferguson Jr.	RE/MAX Allegiance	2	\$3,792,500	1	\$649,000	3	\$4,441,500
29	Elizabeth Lord	Compass	1	\$235,000	2	\$4,190,000	3	\$4,425,000
30	Blake Davenport	TTR Sotheby's Intl. Realty	1.5	\$927,450	5	\$3,492,950	6.5	\$4,420,400
31	Abir Elbashari	The Mayhood Company	2	\$2,774,200	1	\$1,640,000	3	\$4,414,200
32	Beth K Kenney	BHHS PenFed Realty	1	\$3,150,000	1	\$1,250,000	2	\$4,400,000
33	Lisa E Thompson	Hunt Country Sotheby's Intl. Realty	3	\$4,399,000	0	\$0	3	\$4,399,000
34	Lilian Jorgenson	Long & Foster Real Estate	2	\$1,335,000	1	\$3,000,000	3	\$4,335,000
35	Shailaja Raju	Long & Foster Real Estate	1	\$1,924,620	3	\$2,358,910	4	\$4,283,530
36	James L Gaskill	RE/MAX Gateway	3	\$3,460,000	2	\$770,000	5	\$4,230,000

TOP 250 STANDINGS

Individual Closed Data as reported to MLS from Jan. 1 to Jan. 31, 2025

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
37	Kelly D McGinn	Pearson Smith Realty	2	\$2,327,000	1	\$1,873,800	3	\$4,200,800
38	Greg Doherty	Coldwell Banker Realty	0	\$0	1	\$4,110,000	1	\$4,110,000
39	Barbara G Beckwith	Corcoran McEneaney	1	\$4,110,000	0	\$0	1	\$4,110,000
40	Candyce Astroth	Samson Properties	1	\$2,275,000	2	\$1,815,000	3	\$4,090,000
41	Danielle C Carter	Redfin Corporation	3	\$2,374,900	2	\$1,700,000	5	\$4,074,900
42	Patricia A Smith	Coldwell Banker Realty	0	\$0	2	\$4,039,900	2	\$4,039,900
43	Alexandra I Burrell-Hodges	Cottage Street Realty	8	\$3,971,850	0	\$0	8	\$3,971,850
44	Caitlin E Platt	RE/MAX Distinctive Real Estate	2	\$3,870,000	0	\$0	2	\$3,870,000
45	Mercy F Lugo-Struthers	Casals, Realtors	2	\$1,225,000	4.5	\$2,548,000	6.5	\$3,773,000
46	Keri K. Shull	eXp Realty	1.5	\$985,000	3	\$2,769,750	4.5	\$3,754,750
47	Lynna Hall	Pearson Smith Realty	2	\$2,000,000	1	\$1,667,960	3	\$3,667,960
48	Michael Sobhi	Real Broker	2	\$1,733,500	1	\$1,800,000	3	\$3,533,500
49	Elizabeth Bish	Compass	0	\$0	3.5	\$3,522,488	3.5	\$3,522,488
50	Tonya M Nelson	RLAH @properties	2	\$3,517,500	0	\$0	2	\$3,517,500
51	Carolyn A Young	Samson Properties	2	\$1,323,750	2.5	\$2,186,200	4.5	\$3,509,950
52	Paul Thistle	Take 2 Real Estate	2	\$1,396,500	2	\$2,072,560	4	\$3,469,060
53	Jane J Morrison	Varity Homes	0.5	\$586,650	1	\$2,825,000	1.5	\$3,411,650
54	Ritu A Desai	Samson Properties	2	\$1,830,000	2	\$1,563,000	4	\$3,393,000
55	Ashton A Vessali	Compass	0	\$0	2	\$3,325,000	2	\$3,325,000
56	Andrew J Biggers	KW United	1	\$1,008,560	2	\$2,307,500	3	\$3,316,060
57	Christopher J White	Long & Foster Real Estate	4	\$3,259,000	0	\$0	4	\$3,259,000
58	Shannon L Calvery	Keller Williams Realty	0	\$0	1	\$3,250,000	1	\$3,250,000
59	Scott J Buzzelli	Corcoran McEneaney	1	\$1,962,500	0.5	\$1,250,000	1.5	\$3,212,500
60	Jennifer Mack	eXp Realty	2.5	\$2,943,000	1	\$265,000	3.5	\$3,208,000
61	Chris M Finan	Long & Foster Real Estate	1	\$1,600,000	1	\$1,600,000	2	\$3,200,000
62	Luis O Amoros	Samson Properties	2	\$2,060,000	1	\$1,060,000	3	\$3,120,000
63	Tony A Rivas	Pearson Smith Realty	3	\$1,694,900	2	\$1,417,600	5	\$3,112,500
64	Patty M Couto	Compass	0	\$0	1	\$3,100,000	1	\$3,100,000
65	Ferid Azakov	Redfin Corporation	1	\$445,000	4	\$2,654,000	5	\$3,099,000
66	Kevin Chung	Corcoran McEneaney	0.5	\$1,250,000	1.5	\$1,845,000	2	\$3,095,000
67	Jose A. Barreto Matos	Classic Realty LTD	1	\$500,000	1	\$2,550,000	2	\$3,050,000
68	Jon B DeHart	Keller Williams Realty	2	\$1,860,000	2	\$1,185,000	4	\$3,045,000
69	Beata Watts	Pearson Smith Realty	1	\$925,000	1	\$2,100,000	2	\$3,025,000
70	Ann Marie Wilson	CENTURY 21 New Millennium	1	\$1,120,000	2	\$1,882,000	3	\$3,002,000
71	Faraz Behvandi	CENTURY 21 New Millennium	1	\$1,500,000	1	\$1,500,000	2	\$3,000,000
72	Dianne R Van Volkenburg	Long & Foster Real Estate	1	\$3,000,000	0	\$0	1	\$3,000,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
73	Jennifer L Walker	Corcoran McEneaney	0	\$0	2.5	\$2,986,230	2.5	\$2,986,230
74	Lori R Jung	Galaxy Realty	1	\$1,147,500	2	\$1,814,500	3	\$2,962,000
75	Diane V Lewis	Washington Fine Properties	1.5	\$2,956,500	0	\$0	1.5	\$2,956,500
76	Michael D Snow	Pearson Smith Realty	3	\$1,975,992	1	\$975,000	4	\$2,950,992
77	Justin R Burke	Samson Properties	3	\$2,949,200	0	\$0	3	\$2,949,200
78	Micah Susanne Dianda	Samson Properties	7	\$2,935,500	0	\$0	7	\$2,935,500
79	Robert E Wittman	Redfin Corporation	2	\$1,310,000	2	\$1,605,000	4	\$2,915,000
80	Joshua Chapman	Compass	1	\$1,350,000	1	\$1,550,000	2	\$2,900,000
81	David A Moya	KW Metro Center	1.5	\$2,595,000	1	\$280,000	2.5	\$2,875,000
82	Laura M Sacher	Compass	1	\$845,000	3	\$2,005,000	4	\$2,850,000
83	Dimitar Z Dimitrov	KW United	2	\$2,390,000	1	\$460,000	3	\$2,850,000
84	Jacqueline Grace Redding	KW Metro Center	1	\$1,550,000	1	\$1,290,000	2	\$2,840,000
85	George A Russell	Century 21 Redwood Realty	1	\$2,825,000	0	\$0	1	\$2,825,000
86	Kimberly A Gerdon	CENTURY 21 New Millennium	0	\$0	3	\$2,803,900	3	\$2,803,900
87	Jonathan Tripp	eXp Realty	1	\$803,000	2	\$1,998,000	3	\$2,801,000
88	Deborah Lee Schweinhaut	Weichert, REALTORS	1	\$2,750,000	0	\$0	1	\$2,750,000
89	Michael A Makris	Corcoran McEneaney	1	\$1,227,000	2	\$1,520,000	3	\$2,747,000
90	Sanchita Sherry Gupta	Compass	0	\$0	2	\$2,735,000	2	\$2,735,000

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TOP 250 STANDINGS

Individual Closed Data as reported to MLS from Jan. 1 to Jan. 31, 2025

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
91	Kevin E LaRue	Century 21 Redwood Realty	3	\$2,725,900	0	\$0	3	\$2,725,900
92	Lisa Dubois-Headley	RE/MAX Distinctive Real Estate	2	\$2,720,000	0	\$0	2	\$2,720,000
93	Chelsea Talhame Fisher	Pearson Smith Realty	0	\$0	3	\$2,712,000	3	\$2,712,000
94	Christopher Scott Morrison	RE/MAX Real Estate Connections	0	\$0	1	\$2,700,000	1	\$2,700,000
95	Julia Foard Lynch	CENTURY 21 New Millennium	3	\$2,055,575	1	\$628,090	4	\$2,683,665
96	Nikki Nabi	RLAH @properties	2	\$2,670,000	0	\$0	2	\$2,670,000
97	Lilia A DeWald	Weichert, REALTORS	2	\$2,664,900	0	\$0	2	\$2,664,900
98	James P Andors	Keller Williams Realty	1.5	\$1,700,950	1	\$950,000	2.5	\$2,650,950
99	Michelle C Hale	NextHome NOVA Realty	2	\$1,969,900	1	\$674,000	3	\$2,643,900
100	John R. Lytle	Pearson Smith Realty	1	\$735,000	2	\$1,896,450	3	\$2,631,450
101	Christopher Audino	Keller Williams Realty	0	\$0	1	\$2,630,000	1	\$2,630,000
102	Christopher Perry	Coldwell Banker Realty	4	\$2,008,000	1	\$620,000	5	\$2,628,000
103	matthew E caudle	Samson Properties	0	\$0	2	\$2,598,770	2	\$2,598,770
104	Kyong Suk Lee	Samson Properties	0	\$0	3	\$2,593,390	3	\$2,593,390
105	Khalid M Fahimi	Service First Realty Corp	3	\$1,973,000	1	\$620,000	4	\$2,593,000
106	Sabeen Khattak	Samson Properties	1	\$2,550,000	0	\$0	1	\$2,550,000
107	John Coles	Thomas and Talbot Estate Proprty	0	\$0	1	\$2,550,000	1	\$2,550,000
108	Justin T Hryckiewicz	CENTURY 21 New Millennium	1	\$574,000	3	\$1,972,575	4	\$2,546,575
109	Paul Scott	Long & Foster Real Estate	1	\$2,537,000	0	\$0	1	\$2,537,000
110	Daniel A. Boris	Pearson Smith Realty	1	\$1,873,800	1	\$650,000	2	\$2,523,800
111	Laura Griffin	Pearson Smith Realty	2	\$2,504,000	0	\$0	2	\$2,504,000
112	Jeannie Marie LaCroix	Long & Foster Real Estate	2	\$840,000	1	\$1,662,500	3	\$2,502,500
113	Louise Kepley	BHHS PenFed Realty	1	\$2,500,000	0	\$0	1	\$2,500,000
114	Marnie S Schaar	Compass	0	\$0	1	\$2,500,000	1	\$2,500,000
115	Ping Wan	Samson Properties	0	\$0	1	\$2,500,000	1	\$2,500,000
116	Laura K Biederman	RLAH @properties	1.5	\$1,129,500	1	\$1,365,120	2.5	\$2,494,620
117	Jack D Work	Samson Properties	2.5	\$1,681,500	1	\$800,000	3.5	\$2,481,500
118	Rachael M Kim	RE/MAX Gateway	3	\$2,150,000	1	\$295,000	4	\$2,445,000
119	Candi Choi	Saleh Estates Realty	1	\$1,222,000	1	\$1,222,000	2	\$2,444,000
120	Kristen Jones	Corcoran McEneaney	3	\$2,443,900	0	\$0	3	\$2,443,900
121	Brittany Lambrechts Camacho	Century 21 Redwood Realty	1	\$735,000	2	\$1,683,500	3	\$2,418,500
122	Khanh B Duong	RE/MAX Galaxy	0	\$0	2	\$2,410,000	2	\$2,410,000
123	Zahid "Zach" Abbasi	RE/MAX Real Estate Connections	0.5	\$1,473,780	1	\$935,500	1.5	\$2,409,280
124	Katrina J Sabella	BNI Realty	1	\$495,000	3	\$1,912,000	4	\$2,407,000
125	Damon A Nicholas	eXp Realty	0	\$0	2	\$2,385,000	2	\$2,385,000
126	Derek J Huetinck	Beacon Crest Real Estate	1	\$2,370,000	0	\$0	1	\$2,370,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
127	Sari Z Dajani	Weichert, REALTORS	0	\$0	1	\$2,370,000	1	\$2,370,000
128	Jin Lee Wickwire	eXp Realty	2	\$885,000	2	\$1,472,000	4	\$2,357,000
129	Michelle C Soto	Redfin Corporation	3	\$1,216,000	2	\$1,139,900	5	\$2,355,900
130	Elizabeth W Conroy	Keller Williams Realty	1.5	\$1,668,750	0.5	\$675,000	2	\$2,343,750
131	Sreenivasa Gonuguntla	Pi Realty Group	0	\$0	2	\$2,325,000	2	\$2,325,000
132	Michelle Doherty	RLAH @properties	0	\$0	3	\$2,314,998	3	\$2,314,998
133	James D Corry	KW Metro Center	2	\$2,282,500	0	\$0	2	\$2,282,500
134	Jacob Albert Barney	Redfin Corporation	0	\$0	2	\$2,279,000	2	\$2,279,000
135	Lauren A Bishop	Corcoran McEneaney	1	\$1,100,000	1	\$1,175,000	2	\$2,275,000
136	Mary Miceli	Long & Foster Real Estate	1	\$975,000	1	\$1,290,000	2	\$2,265,000
137	Kouao Avit	Quick Sell Realty	0	\$0	4	\$2,259,000	4	\$2,259,000
138	Dilyara Daminova	Samson Properties	1	\$425,000	3	\$1,825,640	4	\$2,250,640
139	Bishal Karki	DMV Realty	2	\$990,000	3	\$1,260,000	5	\$2,250,000
140	Megan Thiel	Long & Foster Real Estate	2	\$1,590,000	1	\$660,000	3	\$2,250,000
141	Susan T. Gray	Coldwell Banker Realty	1	\$469,103	2	\$1,770,500	3	\$2,239,603
142	Lynn M O'Neill	RE/MAX Gateway	2	\$1,380,100	1	\$850,100	3	\$2,230,200
143	Brittany Anne Maxton	Real Broker	0.5	\$1,108,310	0.5	\$1,108,310	1	\$2,216,620

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TOP 250 STANDINGS

Individual Closed Data as reported to MLS from Jan. 1 to Jan. 31, 2025

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
144	Annette J Hinaman	Corcoran McEnearney	1	\$1,105,000	1	\$1,105,000	2	\$2,210,000
145	Jennifer K Dorn	Samson Properties	2	\$1,153,500	2.5	\$1,055,000	4.5	\$2,208,500
146	Aaron A Probasco	Samson Properties	3	\$2,190,230	0	\$0	3	\$2,190,230
147	Sridhar Vemuru	Aragami	1	\$774,900	1	\$1,396,000	2	\$2,170,900
148	Nelson C Calderon	Millennium Realty Group	2	\$1,028,000	2	\$1,140,000	4	\$2,168,000
149	Gabrielle Witkin	TTR Sotheby's Intl. Realty	1	\$1,000,000	1	\$1,160,000	2	\$2,160,000
150	Christine B Brown	Corcoran McEnearney	1	\$1,150,000	1	\$1,005,000	2	\$2,155,000
151	Ajmal Faqiri	Realty ONE Group Capital	2	\$1,060,000	3	\$1,093,000	5	\$2,153,000
152	Raja Raman Kamma	Alluri Realty	0	\$0	2	\$2,143,330	2	\$2,143,330
153	Jumana Mahmoud	Redfin Corporation	1	\$455,000	3	\$1,687,000	4	\$2,142,000
154	Donna Henshaw	KW Metro Center	0	\$0	1	\$2,141,000	1	\$2,141,000
155	Deborah D Shapiro	TTR Sothebys Intl. Realty	1	\$2,141,000	0	\$0	1	\$2,141,000
156	Maria E Fernandez	Compass	0	\$0	1	\$2,125,000	1	\$2,125,000
157	Rex Alexander Petrey	Keller Williams Realty	0	\$0	4	\$2,124,900	4	\$2,124,900
158	Kevin Zou	Fairfax Realty Select	0	\$0	1	\$2,120,000	1	\$2,120,000
159	Lauren M Kivlighan	Northern Virginia Real Estate	1	\$2,120,000	0	\$0	1	\$2,120,000
160	Shujaa khaznadar	Spring Hill Real Estate	2	\$1,420,000	1	\$700,000	3	\$2,120,000
161	Ghassan N Ghaida	RE/MAX One Solutions	1	\$455,000	3	\$1,659,500	4	\$2,114,500
162	Jin H Han	Pearson Smith Realty	0	\$0	1	\$2,100,000	1	\$2,100,000
163	Michael Vincent Ubertini	Compass	0	\$0	1.5	\$2,097,500	1.5	\$2,097,500
164	Rheema H Ziadeh	Redfin Corporation	2.5	\$2,097,500	0	\$0	2.5	\$2,097,500
165	Matias Leiva	Keller Williams Chantilly Ventures	3	\$2,077,650	0	\$0	3	\$2,077,650
166	Christine Robinson	Corcoran McEnearney	1	\$850,000	1	\$1,226,000	2	\$2,076,000
167	Maria Magdalena Ramirez	Metas Realty Group	1	\$398,000	2	\$1,678,000	3	\$2,076,000
168	annelee farrar	Samson Properties	2	\$2,070,000	0	\$0	2	\$2,070,000
169	Maria C Sison	Realty ONE Group Capital	2	\$894,000	1	\$1,175,000	3	\$2,069,000
170	Harrison W Williams	eXp Realty	0	\$0	1	\$2,060,000	1	\$2,060,000
171	Abdullah Shams Aldin Baba	Keller Williams Realty	0	\$0	1	\$2,050,000	1	\$2,050,000
172	Alex Ryan Thiel	Long & Foster Real Estate	2	\$1,590,000	0.5	\$450,000	2.5	\$2,040,000
173	Jason Walder	Compass	2	\$2,036,000	0	\$0	2	\$2,036,000
174	Ramaswamy Balasubramanian	Keller Williams Chantilly Ventures	0	\$0	2	\$2,034,580	2	\$2,034,580
175	Judith Petrak	CENTURY 21 New Millennium	1	\$545,000	2	\$1,485,000	3	\$2,030,000
176	Melody Abella	TTR Sotheby's Intl. Realty	0	\$0	2	\$2,028,550	2	\$2,028,550
177	Elizabeth Ellis	Brookfield Mid-Atlantic Brokerage	2	\$2,024,990	0	\$0	2	\$2,024,990
178	Rachel Morrison	Compass	0	\$0	2	\$2,022,000	2	\$2,022,000
179	Claudia Kern	Compass	1	\$2,015,000	0	\$0	1	\$2,015,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
180	Tammy Lynn Hill	KW Metro Center	0	\$0	3	\$2,000,000	3	\$2,000,000
181	Laura C Mensing	Long & Foster Real Estate	1	\$695,000	1	\$1,305,000	2	\$2,000,000
182	Pamela Debnam	Houwzer	4	\$1,999,000	0	\$0	4	\$1,999,000
183	Shadya K Mufarreh	Samson Properties	0	\$0	1.5	\$1,997,500	1.5	\$1,997,500
184	Mary M Olympia	Long & Foster Real Estate	2	\$1,988,500	0	\$0	2	\$1,988,500
185	Alexander J Osborne	KW Metro Center	2	\$1,311,500	1	\$675,000	3	\$1,986,500
186	Erin K. Jones	KW Metro Center	0.5	\$587,500	1.5	\$1,377,650	2	\$1,965,150
187	Nazneen Kavarana	Long & Foster Real Estate	1	\$995,000	1	\$970,000	2	\$1,965,000
188	Amelia Robinette	NoVa House and Home	2	\$1,965,000	0	\$0	2	\$1,965,000
189	Milagros Severich	Samson Properties	1	\$875,807	1	\$1,080,000	2	\$1,955,807
190	Diane G Murphy	TTR Sotheby's Intl. Realty	2	\$1,955,000	0	\$0	2	\$1,955,000
191	Lisa Barber	Samson Properties	2.5	\$1,611,000	1	\$340,000	3.5	\$1,951,000
192	Conor Sullivan	Washington Fine Properties	1	\$1,950,000	0	\$0	1	\$1,950,000
193	Kristin H. Usaitis	Long & Foster Real Estate	1	\$795,000	1	\$1,152,540	2	\$1,947,540
194	William L. Huntington, Jr.	Huntington Real Estate Services	1	\$593,000	1	\$1,350,000	2	\$1,943,000
195	Halah Alwazir	Realty ONE Group Capital	1	\$1,940,000	0	\$0	1	\$1,940,000
196	Samer Y. Makhoulf	Apex Home Realty	5	\$1,937,038	0	\$0	5	\$1,937,038

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TOP 250 STANDINGS

Individual Closed Data as reported to MLS from Jan. 1 to Jan. 31, 2025

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
197	Jill A Knoll	RE/MAX Allegiance	0	\$0	1	\$1,935,000	1	\$1,935,000
198	Hava Nachum	Samson Properties	1	\$1,935,000	0	\$0	1	\$1,935,000
199	Iftikhar Ashraf Khan	RE/MAX Galaxy	1	\$435,000	3	\$1,494,400	4	\$1,929,400
200	Kimberly A Spear	Keller Williams Realty	2	\$1,550,000	1	\$375,000	3	\$1,925,000
201	Caroline Dolan	Pearson Smith Realty	0	\$0	1	\$1,925,000	1	\$1,925,000
202	Juan Chen	Prime Point Real Estate	0	\$0	1	\$1,924,620	1	\$1,924,620
203	Meredith K Reidy	CENTURY 21 New Millennium	0.5	\$1,915,000	0	\$0	0.5	\$1,915,000
204	William R Davis	CENTURY 21 New Millennium	0.5	\$1,915,000	0	\$0	0.5	\$1,915,000
205	Erik J Weisskopf	RE/MAX Distinctive Real Estate	1	\$475,000	2	\$1,440,000	3	\$1,915,000
206	John A Mentis	Long & Foster Real Estate	0	\$0	2	\$1,914,000	2	\$1,914,000
207	Victoria R Ro	Pearson Smith Realty	0	\$0	2	\$1,900,000	2	\$1,900,000
208	Sue G Smith	Compass	2	\$1,374,500	1	\$525,000	3	\$1,899,500
209	Brian J Adem	Real Broker	0	\$0	2	\$1,898,300	2	\$1,898,300
210	Hamed Mayar	Millennium Realty Group	0	\$0	3	\$1,889,900	3	\$1,889,900
211	Elizabeth L Kovalak	Keller Williams Realty	2	\$1,155,000	1	\$733,000	3	\$1,888,000
212	Pamela V Alcantara	Impact Real Estate	4	\$1,887,000	0	\$0	4	\$1,887,000
213	Mohammad I Wali	Samson Properties	2	\$1,884,900	0	\$0	2	\$1,884,900
214	Matthew Leigh Brownell	Washington Fine Properties	1	\$1,875,000	0	\$0	1	\$1,875,000
215	Jodi L Hooper	Real Broker	1	\$950,000	1	\$924,000	2	\$1,874,000
216	David A Lloyd Jr.	Weichert, REALTORS	0	\$0	2	\$1,870,000	2	\$1,870,000
217	Abdu Mustofa Tuku	Samson Properties	0	\$0	3	\$1,860,000	3	\$1,860,000
218	Marie Buonforte	CENTURY 21 New Millennium	0	\$0	2	\$1,857,000	2	\$1,857,000
219	Eve M Weber	Long & Foster Real Estate	1	\$580,000	1	\$1,275,000	2	\$1,855,000
220	Hans P Schenk	Samson Properties	0.5	\$252,500	1	\$1,600,000	1.5	\$1,852,500
221	Yvette E Lawless	Samson Properties	1	\$1,850,430	0	\$0	1	\$1,850,430
222	Leslie O Carter	Carter Real Estate	2	\$1,849,296	0	\$0	2	\$1,849,296
223	Michelle E Williams	MMK Realty	1	\$1,848,000	0	\$0	1	\$1,848,000
224	Ellen Kim	NewStar 1st Realty	0	\$0	1	\$1,848,000	1	\$1,848,000
225	Matt Boyer	Keller Williams Realty	2.5	\$1,847,890	0	\$0	2.5	\$1,847,890
226	James E. Lemon, Jr.	Washington Fine Properties	2	\$1,845,000	0	\$0	2	\$1,845,000
227	Robert W Caines	RE/MAX Distinctive Real Estate	1	\$1,225,000	0.5	\$612,500	1.5	\$1,837,500
228	Laila Rahman	Keller Williams Realty	3	\$1,830,000	0	\$0	3	\$1,830,000
229	Diego O Rodriguez	Spring Hill Real Estate	0.5	\$117,500	5	\$1,708,000	5.5	\$1,825,500
230	Vicky L Chrisner	Fieldstone Real Estate	1	\$1,310,000	1	\$515,000	2	\$1,825,000
231	Sadaf Alhooie	Keller Williams Realty	1	\$800,000	1	\$1,025,000	2	\$1,825,000
232	Christina M O'Donnell	RE/MAX Distinctive Real Estate	1	\$1,335,000	1	\$485,000	2	\$1,820,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
233	Parivash Jalaie	Fairfax Realty of Tysons	0	\$0	2	\$1,810,000	2	\$1,810,000
234	Akhtar M Yusufi	Key Realty Group	0	\$0	3	\$1,809,000	3	\$1,809,000
235	Holly M Rasmussen	Compass	1	\$575,000	2	\$1,228,800	3	\$1,803,800
236	Karina B Srebrow	Beltran & Associates Realty	1	\$1,360,000	1	\$442,000	2	\$1,802,000
237	Amy L Debok	Compass	0	\$0	1	\$1,800,000	1	\$1,800,000
238	Patrick Ryan Reynolds	Compass	2	\$1,800,000	0	\$0	2	\$1,800,000
239	Gary W Fitzgibbon	RE/MAX Gateway	1	\$1,800,000	0	\$0	1	\$1,800,000
240	Danielle Grant	Pearson Smith Realty	0	\$0	2	\$1,799,000	2	\$1,799,000
241	Shazza Ahsan	Pearson Smith Realty	1	\$338,000	3	\$1,460,900	4	\$1,798,900
242	Emily Ann Attwood	Redfin Corporation	0	\$0	2	\$1,796,000	2	\$1,796,000
243	Jessica W Walker	Coldwell Banker Realty	2	\$1,790,000	0	\$0	2	\$1,790,000
244	Antoine Remy	Keller Williams Realty	2	\$780,000	2	\$1,010,000	4	\$1,790,000
245	Barbara S Rosen	Weichert, REALTORS	1	\$1,500,000	1	\$287,000	2	\$1,787,000
246	Monique M Milucky	BHHS PenFed Realty	0	\$0	2	\$1,785,000	2	\$1,785,000
247	Timothy L Washlack	CENTURY 21 New Millennium	2	\$1,425,000	1	\$360,000	3	\$1,785,000
248	Kerry A Adams	Compass	2	\$1,005,000	1	\$780,000	3	\$1,785,000
249	Janet Catterson Price	Corcoran McEneaney	1.5	\$1,779,000	0	\$0	1.5	\$1,779,000
250	Beckwith M Bolle	Carter Braxton Preferred Propty	1.5	\$1,775,000	0	\$0	1.5	\$1,775,000

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