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Wade Vander Molen - Pruitt

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PUBLISHER'S NOTE

Hello January, A Fresh Start!

The new year always brings a renewed sense of purpose — a clean slate filled with opportunity, ambition, and vision. January invites us to reflect on the lessons of the past year and set our sights on what's possible in the one ahead. It reminds us that real growth doesn't come from one big moment, but from the small, intentional steps we take with consistency and heart.

As we step into **2026**, we're filled with gratitude for this extraordinary community of agents and partners who inspire us daily. Your stories, your dedication, and the connections you build continue to make Real Producers a place where collaboration thrives and meaningful relationships grow.

We're also thrilled to welcome our newest preferred partners, **Hiiper Studio** and **Budget Blinds**, to the Real Producers family. We look forward to the creativity, value, and service they'll bring to our growing network.

And to start the year off in true celebration, we're excited for our **Joint Gala** on **Tuesday, March 12th**, where we'll bring together our DC Metro and NOVA communities for an evening of recognition, connection, and elegance. More details are coming soon — but go ahead and mark your calendar now.

As we enter this new chapter, let's remember:
"Every new beginning comes from some other beginning's end."

Here's to courage, clarity, and connection in the year ahead — and to making 2026 our most inspiring year yet.



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WHY REALTORS SHOULD PAY ATTENTION TO THE 6-7

BY WADE VANDER MOLEN

The “6-7” trend didn’t come from housing data, market shifts or anything tied to real estate. It started as a random meme on TikTok, spread through kids at school, and then exploded into brand campaigns, merch and your kids saying it over and over and you asking “What is this?”

Its rise is a reminder of how fast attention moves today — and how every industry, including real estate, has to operate in a world shaped by speed, repetition and how cultural noise can shape things fast.

The “6-7” meme shows how ideas travel, and how younger generations communicate. It also highlights how fast

something can become something before it disappears. These are signals where Realtors need to pay attention. And when something as nonsensical as “6-7” crosses generations and shows up in national marketing, it proves that cultural influence doesn’t always look polished. Sometimes it’s just loud, repeated and familiar enough to pull everyone in.

What This Means for Realtors

In real estate, the trends that matter aren’t always the logical ones — *they’re the ones people repeat*. Paying attention to repeating patterns (not just viral moments) will help you as a Realtor recognize that when patterns change, you will need to change with it. For instance, young people who might be

looking to buy their first home, don’t go to the mailbox to seek information. They go online. Are you there? Have you changed your pattern and made YouTube a priority over newsletters?

What “6-7” Reveals About Today’s Consumers

“6-7” caught on because it gives kids something adults can’t quite decode — a little corner of culture that feels like it belongs to them. It sits in the same lane as chaotic filters, fast-moving A.I. characters and other quick-hit trends built on humor, speed and randomness. It’s a way for younger audiences to carve out identity and personal space in a world where everything is visible, shared and commented on instantly.

It Was Never the Mystery

“6-7” spread the way most fast-moving trends do. One person said it, others echoed it, and the loop repeated until it was everywhere. There was no hidden meaning. The real disconnect is how quickly kids adopt and abandon trends while adults are still trying to figure them out. This is something to pay attention to. Remember when you were young, and when your parents go around to understanding trying to be “cool” with the latest trend, you and your friends were on to the next thing.

Don’t move at the pace of a trend, but at the pace of your clients and audience. It’s hard to know what they want if you don’t follow up and have great conversations with them.

Join the Party!

How can you jump in and capitalize on a trend to involve families and their kids? Host a client event that is “6-7” themed for fun or make it “2-6” for launching a big 2026 for you and your real estate team. Whatever it is, look at trends the way you look at pivots in business. Where is the opportunity? Don’t ignore trends no matter your feelings, and know that something as simple as a meme trend is an inside look at cultural shifts and messages where we can all learn.



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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HOW TOP AGENTS ARE USING AI— WITHOUT LOSING THE HUMAN TOUCH

BY TODD LEBOWITZ

Artificial intelligence may sound like a buzzword, but for real estate agents across the DC metro area, it's quietly becoming a powerful productivity tool—without replacing the personal connections that make this business thrive.

Agents are using AI in simple, strategic ways to streamline their workflows while staying focused on relationships. Listing descriptions, for example, can now be generated in seconds with the help of AI writing tools—saving time while still allowing for personal edits and nuance. Virtual staging platforms use AI to transform empty rooms into beautifully furnished spaces, helping buyers visualize a property without the cost or hassle of physical staging.

AI chatbots are also being implemented to handle initial website inquiries and qualify leads around the clock. This ensures quick responses while freeing up agents to focus on more meaningful conversations and client service. Some CRMs even offer predictive analytics powered by AI, helping agents prioritize prospects who are most likely to transact soon.

Another emerging use is content scheduling. AI-powered tools can help agents plan and generate social media content, email campaigns, and blog posts with greater efficiency. These systems suggest timely topics, recommend posting

times, and even generate captions that align with a brand's voice. For busy agents juggling showings, paperwork, and client care, these time-saving options are invaluable.

However, technology is only as effective as the person using it. The most successful agents blend automation with intention. They review and personalize every AI-generated message, ensure their follow-up feels genuine, and maintain a strong presence in their communities—online and off.

AI isn't here to replace agents. It's here to help them do more of what matters most: delivering outstanding service, creating meaningful relationships, and staying ahead in a fast-moving market. Those who embrace it thoughtfully are setting themselves up not just to compete—but to lead.



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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WADE VANDER MOLEN **PRUITT TITLE**

BY GEORGE PAUL THOMAS
PHOTOS BY RYAN CORVELLO



If you've spent any time in the D.C. real estate market, you've probably heard of Wade Vander Molen. Known for his energy, integrity, and relentless drive to help agents succeed, Wade has become a familiar and trusted figure among top producers. As the Senior Vice President of Business Development at Pruitt Title, he does far more than connect clients to closings—he helps build better businesses.

For Wade, the secret to success in title work is simple: "It's not what we sell that makes us different—it's the value we create between the closings," he says. That mindset has guided his twenty-year journey in the industry and continues to shape how he leads and serves today.

From Iowa to Industry Expert
Originally from Pella, Iowa, Wade's professional path has been anything

but conventional. After earning his degree, he began his career in social work, spending three years with Child Protective Services in Phoenix, Arizona. Though the work was deeply meaningful, Wade felt a pull toward something new—a career that blended his passion for people with his entrepreneurial instincts.

After a brief stop in mortgage lending, he landed his first marketing role at a title company in Phoenix. Now, two decades later, Wade is a respected industry leader known as The D.C. Title Guy, with a national reputation for training, coaching, and bringing innovative marketing strategies to agents and companies across the country.

In addition to his role at Pruitt Title, Wade is also a national title sales coach and speaker, training companies across the U.S. on how to grow their business

and better serve their clients. "Coaching is one of my passions," he says. "Helping others succeed—whether they're agents or title reps—is what motivates me."

His favorite book, *Atomic Habits*, serves as a constant reminder that small improvements compound into major results. "There's always room to get better," he says. "That's the mindset that drives me every day."

The Pruitt Title Difference

Founded in 2007 and headquartered in Vienna, Virginia, Pruitt Title has earned its reputation as one of the most trusted names in the region. With a satellite office in Maryland and a strong, service-driven team, the company operates on a core belief that integrity and innovation go hand in hand.

"Realtors today need more than a title company that processes transactions,"



Wade explains. “They need a partner who understands their business, supports their growth, and helps them stand out in a crowded market.”

Pruitt Title provides a full range of escrow and settlement services, but Wade and his team take it a step further. From marketing consultations to data-driven tools and social media support, their focus is on helping agents gain visibility and convert more opportunities. “We specialize in providing real, actionable value,” he says. “Our clients know they can call us anytime—not just when there’s a deal on the table.”

The company’s tagline, “Where Trust Meets Title—Everyone Wins,” isn’t just a slogan. It reflects the culture that Wade and his colleagues live every day. “Our success comes from helping our clients win first,” he adds.

Evolving with Technology and Trust
Over the years, Wade has seen the title industry evolve dramatically with the

“We use technology to make things easier and faster, but our real focus is still on people. **That’s where long-term success is built.**”

rise of technology. Remote closings, secure digital deposits, and sophisticated data tools have all transformed the way business is done. But for him, technology is only part of the story.

“Tech is great, but it can’t replace relationships,” he says. “We use technology to make things easier and faster, but our real focus is still on people. That’s where long-term success is built.”



That people-first mindset has earned Wade a loyal client base and the respect of peers across the country. Despite industry challenges like the rise of joint ventures and competitive pressures, his

consistency and creativity have kept him at the top of his game.

Life Beyond the Title

Outside of the office, Wade is first and foremost a family man. He and his wife, Valerie, have been married since 2014 and share two daughters, Isla (9) and Aria (6). “Our girls keep us on our toes,” he laughs. “Between soccer games, school activities, and family trips, there’s never a dull moment.”

Their favorite place to unwind is their beach house in Long Beach Island, New Jersey, where they spend summer weekends soaking up the sun and creating lasting memories

When he’s not with family or working, you can usually find him playing basketball, running, golfing, or planning his next travel adventure. “Movement and travel keep me sharp,” he shares. “They’re reminders that there’s always something new to learn and experience.”

Looking Ahead

As he looks to the next chapter, Wade’s goals are both ambitious and purposeful. Professionally, he’s working toward becoming the #1 Title Sales Coach in the U.S., while continuing to expand Pruitt Title’s footprint and client



relationships. Personally, his focus remains on faith, family, and growth.

For Wade, success will always come back to service. “If you lead with integrity, care about people, and always bring value, you can’t lose,” he says. “That’s what keeps me passionate about what I do.”



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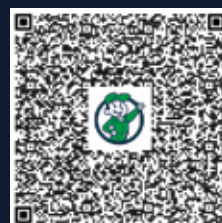
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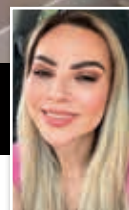
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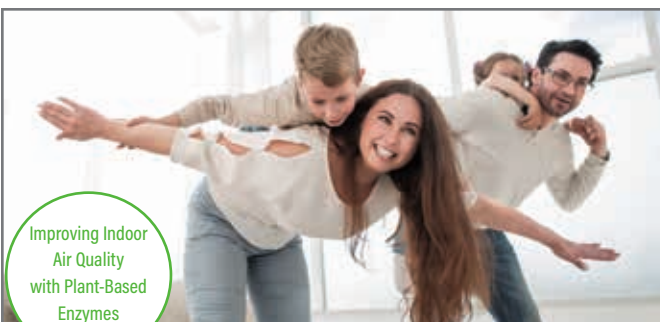
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KEYSHA
WASHINGTON

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

LIVING IN ALIGNMENT WITH HER PURPOSE

Spend just five minutes with Keysha Washington, and you will feel her energy. She is warm, confident, funny, and contagiously uplifting. She is the kind of person who makes you laugh, makes you think, and makes you believe that anything is possible if you are willing to put in the work.

“I am a straight shooter with a big heart,” she says with a smile. “I care deeply about people, and I think that shows in everything I do.”

Originally from the small town of Newark in Upstate New York, Keysha grew up watching her mother work two or three jobs to keep their family strong. “She taught me early that nothing in life is handed to you,” Keysha says. “If you want something, you figure it out and make it happen.”

That mindset became her compass. It guided her through a successful 20-year career in the financial industry, where she climbed the ranks into executive management without a college degree, proving that work ethic, not titles, defines success. “I have never been afraid to start from the bottom,” she says. “Hard work and integrity have always been my foundation.”

From Finance to Real Estate

Keysha’s path to real estate began with a moment that changed everything. Back in 2008, she was serving as Chief Operations Officer for a startup that partnered with credit unions when her sales manager was suddenly let go. Without hesitation, she stepped into the role.

“On my very first cold call, I closed a deal,” she recalls. “I was hooked. The rush of connecting with someone, solving their problem, and making something happen, that was it for me.”

That experience ignited a passion for sales that eventually led her to real estate. In 2018, she got her license and launched what would soon become Heart to Home Team, an extension of her personality and values.

Leading With Heart

Today, Keysha runs a thriving business through Samson Properties, serving clients across Northern Virginia with honesty, empathy, and expert strategy. She has achieved over 100 million dollars in career sales, with 43 transactions

and 23 million dollars closed last year alone. She has earned numerous awards, including Samson Properties Diamond Club honors for 2022 through 2024, recognition among the Top 20 in both volume and transactions, Washingtonian Top Agent 2022 to 2025, and NVAR Platinum Top Producer.

Her approach is simple but powerful: tell the truth, even when it is hard, and always treat clients like family. “I am honest to a fault,” she laughs. “I will never pressure someone or sugarcoat a situation. People deserve the truth, and they respect that.”

Keysha is especially passionate about helping clients who feel like homeownership is out of reach. “I love helping the



underdog,” she says. “The single parents, the first-time buyers, the families going through tough transitions, those are my people. Watching them cross the finish line makes my heart full.”

The Year of the Hundreds

For Keysha, 2025 became what she proudly calls her Year of the Hundreds. She hit two incredible milestones: 100 million dollars in sales and 100 pounds lost. “It was a year of reflection, hard work, and gratitude,” she says. “I felt stronger, more focused, and more connected to my purpose than ever before.”

Her journey toward better health mirrored her growth in business, steady, consistent, and driven by mindset. “It is all connected,” she says. “You have to take care of yourself to take care of others. Both transformations took time, but every step reminded me of how far I have come.”

Life, Love, and Laughter

At home, Keysha’s life is filled with love and joy. She lives in Nokesville with her husband, Michael, in their country charmer of a home, complete with a backyard garden. “It is peaceful and grounding,” she says. “It is our little piece of happiness.”

She is a proud mom to two incredible daughters, Keyanna, who lives out of state pursuing her career and education, and Makiya, who is now in her third year of college. “They are my world,” she says. “Watching them chase their goals makes me proud every single day.”

When she is not working, Keysha loves going to brunch, exploring farmers’ markets, browsing bookstores, and tending to her garden.

What most people do not know is that Keysha used to compete in

“You have to take care of yourself to take care of others. Both transformations took time, but every step reminded me of how far I have come.”



powerlifting, with an almost 300-pound deadlift and 250-pound squat. “I still love lifting heavy, and I’m looking forward to getting back into it soon,” she says. “Before I turn 50, I plan to compete again.”

Giving Back and Looking Ahead

Service is at the heart of everything Keysha does. She works closely with Fauquier Habitat for Humanity and leads her annual Stuff-A-Truck event benefiting the Haymarket Food Pantry and House of Mercy. “Giving back grounds me,” she says. “It is my way of saying thank you for all the blessings I have been given.”

That commitment to service also shapes the way she approaches her own growth. Keysha keeps one quote close to her heart:

“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.” Spoken by Martin Luther King Jr. in 1960 at Spelman College, it reminds her that progress comes in many forms — and that purpose is built step by step.

Looking ahead, Keysha has big dreams! She is diving deep into her love of gardening and has plans to become a Master Gardener. She wants to one day start a local farm stand to help families in need. Keysha is also preparing to launch a nonprofit that is deeply personal, an organization focused on helping families and individuals in need within her community. “My goal is to create something that will outlive me,” she says. “A legacy built on service, purpose, and heart.”





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KRISTEN Schifano

*Making Every
Moment Meaningful*

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CORVELLO

Some careers begin with careful planning, while others are born from unexpected twists. For Kristen Schifano, the road to real estate opened when the pandemic brought sudden change—and she quickly discovered a calling that felt like her forever job. Friendly, ambitious, and deeply genuine, Kristen blends her teaching roots with a people-first approach, creating a business grounded in patience, education, and heart.

Originally from Jamestown, New York, Kristen spent a decade as an educator. After earning dual undergraduate degrees in Elementary and Special Education and a Master's in Special Education with a concentration in Applied Behavior Analysis, she taught for ten years—four in special education and six in kindergarten. “Teaching gave me patience, empathy, and the ability to meet people where they are,” Kristen says. “Those same skills are at the core of how I approach real estate today.”

A Leap Into Real Estate

After transitioning into HR at IronNet, Kristen faced a layoff during the pandemic. While staying with her cousin Sarah, a real estate agent in Delaware, she had the chance to shadow her work. Watching Sarah guide clients—especially couples who didn’t always see eye-to-eye—reminded Kristen of her kindergarten classroom, where empathy and creative problem-solving were essential.

“That was the moment I realized real estate could be a natural fit for me,” she

recalls. “Of course, I first had to figure out what an escrow was, but I knew I’d found something I could really grow in.” By October 2020, she was licensed and ready to dive in.

In just a few short years, Kristen has established herself as one of the area’s rising stars. She closed nearly \$17 million in volume across 17 transactions last year and is on pace to finish 2025 around \$23–25 million. Along the way, she’s earned an impressive list of honors, including Real Producers 40 Under 40, RLAH’s Rookie of

“Seeing their excitement at the finish line—that’s the best reward.”

the Year, Visionary Award, and Year-Round Elite, as well as recognition as a Top Agent by NVAR, Washingtonian, Northern Virginia Magazine, Arlington Magazine, and Real Trends.

But for Kristen, success isn’t about accolades—it’s about the people she serves. “The most fulfilling part of my work is guiding clients through something that can feel overwhelming and helping them feel confident at every step,” she says. “Seeing their excitement at the finish line—that’s the best reward.”

A Signature Approach

What sets Kristen apart is the way she combines her teaching background with her real estate expertise. She takes time to educate her clients, break down the process, and ensure they feel supported and empowered. And she doesn’t

shy away from humor to lighten the mood.

“One of my favorite lines is, ‘Real estate is like a fart. If you force it, it won’t turn out well,’” she laughs. “It gets a chuckle, but more importantly, it reminds people that they don’t need to feel pressured. The right home will come at the right time.”

Life Beyond Real Estate

For Kristen, life outside of real estate is all about staying active, connecting with loved ones, and embracing adventure whenever she can. A former teacher who thrived on the energy of a bustling classroom, she still channels that same vitality into her downtime. You might find her hiking a local trail, biking through the city, hitting the gym, playing pickleball, or teeing off on the golf course. For her, movement isn’t just about fitness—it’s about





Fun Fact

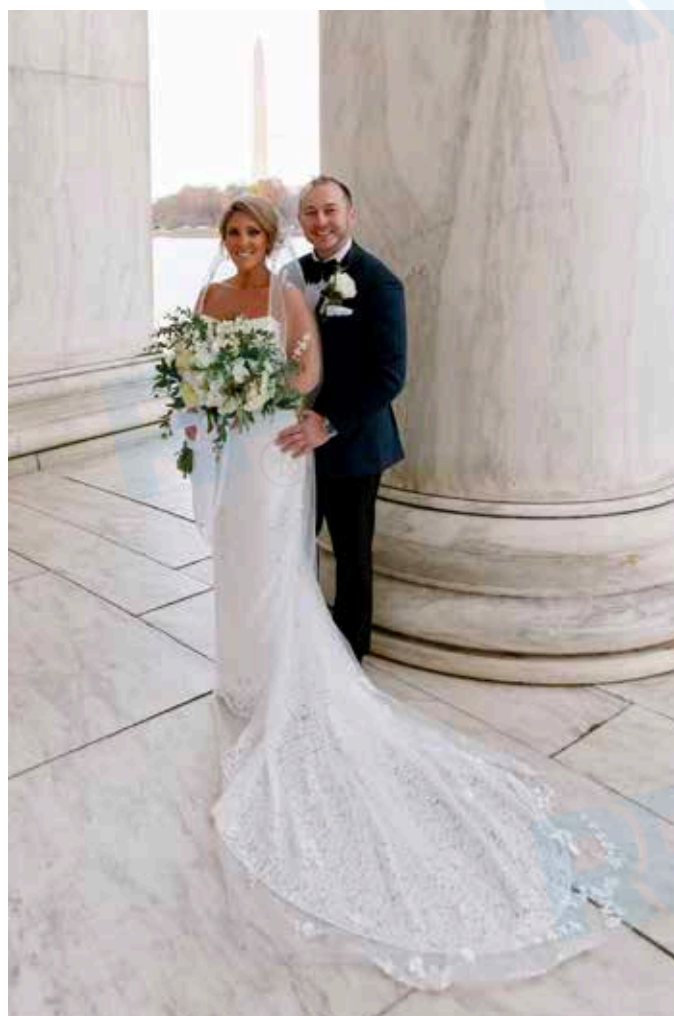
Kristen has a pizza named after her at Boogy & Peel in Dupont. Called @kschifanorealtor, it's a one-of-a-kind Italian sub-inspired pie that reflects her fun, approachable personality.

Arlington Representative for RLAH's Management Advisory Group and plans to deepen her involvement in both her brokerage and the local community.

Her guiding philosophy is rooted in the words of Maya Angelou: "People will forget what you said, people will forget what you did, but people will never forget how you made them feel." It's a reminder she

carries into every client relationship, along with her drive to always bring patience, advocacy, and humor to the process.

"To aspiring top producers, I'd say: lead with heart, stay consistent, and never give up," Kristen adds. "Real estate is hard work, but if you focus on relationships and doing right by people, the results will follow."



balance, clearing her mind, and staying grounded in a busy career.

Kristen also loves the rhythm of gathering with friends and family. She's happiest hosting dinners, cooking for others, and filling her home with laughter. Travel holds a special place in her heart, too. Whether it's a quick weekend getaway or a bucket-list destination, she's always eager to explore new places and cultures. These adventures, near and far, keep her curiosity alive and remind her of the importance of perspective.

Above all, Kristen treasures her relationships. She's close with her parents, Robert and Sue, and her sister, Katie, who have always been her foundation. Fresh off her November wedding to Ryan Mosel, Kristen is excited about building a future together while surrounding herself with the community of friends who continue to bring joy and support to her life.

Looking Ahead

Looking forward, Kristen sees herself continuing to grow her business and, eventually, building a small team. She was recently appointed

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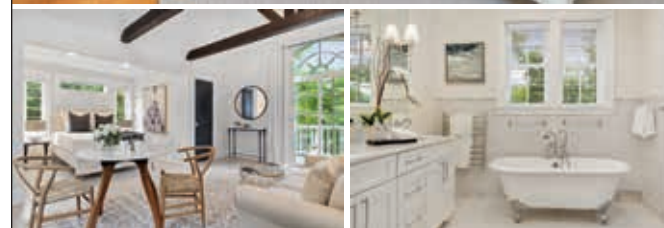
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THE UNSTOPPABLE SPIRIT OF LIZ LORD

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Every successful agent has a story about the moment real estate found them. For Liz Lord, that story began long before she earned her license, back when she was a young girl quietly observing her mother negotiate property deals from their living room. Those early experiences planted a fascination that never left her. Today, that same curiosity drives Liz as one of Compass's most respected solo agents, known for her intellect, heart, and determination to go above and beyond for every client she serves.

From Law and Diplomacy to Real Estate

Liz's path to real estate was anything but typical. A graduate of Smith College and American University's Washington College of

Law, she spent nearly two decades in high-pressure roles, first as a commercial real estate attorney and then as a U.S. diplomat representing the nation in Geneva. Her career

demanding precision, professionalism, and poise.

"Those years shaped everything about how I operate today," Liz explains. "In law, I learned to be exact.

In diplomacy, I learned to listen, adapt, and build relationships across cultures. Real estate is the perfect combination of both."

When she transitioned into the field in 2016, she brought that dual skill set with her, pairing a lawyer's technical expertise with a diplomat's grace under pressure. It is a blend that has proven to be a powerful differentiator.

Rising Through the Ranks

Since launching her real estate career, Liz has achieved what many dream of: consistent, top-tier production and lasting recognition. In 2025 alone, she reached over \$33 million in sales volume with nearly 30 transactions, all as a solo agent.

Her results speak volumes, but Liz is the first to point out that success did not come overnight. "Being self-employed without guaranteed income is hard," she says. "But if you keep showing up and delivering excellence, it compounds. Every satisfied client leads to the next."

Her accolades include multiple Top Agent honors in Washingtonian, Arlington, and Northern Virginia Magazine. She has also ranked as a Top 10 Compass solo agent in the DMV and recently placed as the #4 agent in Arlington in terms of sales volume. Liz has also been voted an Arlington Magazine "Top Vote-Getter" Real Estate Agent both for 2024 and 2026. Yet Liz measures success not by numbers, but by client trust and satisfaction. "My business is built on relationships and reputation," she says. "That is what drives me every single day."





The Heart of Her Work

Ask Liz what fulfills her most, and she will tell you it is the constant learning. “No two days are alike. Every deal, every client teaches me something new,” she shares. That hunger for

growth, paired with her legal background, means her clients benefit from both sharp advocacy and steady reassurance.

Colleagues and clients alike describe Liz as fair, curious,

and tough when needed, qualities she credits to years of navigating high-stakes negotiations on a global stage. “I have learned that persuasion and empathy can coexist,” she says. “It is about earning trust, not forcing outcomes.”



To Liz, real estate is not simply transactional. It is deeply personal. “Buying or selling a home is emotional and complex,” she explains. “My role is to make it easier, to listen deeply, and to guide my clients with both clarity and care.”

A Life Rich with Purpose

Outside of real estate, Liz’s life is centered on family, giving back, and living fully. She and her husband, Mike, have been together for 25



Going above and beyond on a consistent basis is essential to continued success.”

years, married for 22, and share two children, William (18) and Charlotte (16). Their family loves traveling, hiking, and museum outings, even if not everyone shares the same enthusiasm. TopGolf is a unanimous favorite, and skiing trips are a cherished family tradition, though Liz laughs that the kids leave their parents “in the powder.”

Travel is another defining passion. Liz is fluent in French and calls herself a proud Francophile, having attended a French public school and later served in Geneva as a diplomat. “My dream is to one day own a

second home in France or the UK,” she says with a smile.

Her adventurous spirit is matched by deep compassion. In 2018, Liz founded Cold Capital Fund, a nonprofit that provided financial support for chemotherapy patients using cold caps to prevent hair loss. The organization distributed more than \$175,000 and helped over 200 patients before winding down in early 2025.

She also collaborates with her son through Free2Talk (now UVA), a nonprofit

offering financial assistance to Virginia youth who need but cannot afford speech and mental health therapy. Together, they have helped fund more than 450 hours of therapy for children and teens. “It has been one of the most meaningful things we have done as a family,” Liz shares.

Her commitment to health and purpose is deeply personal as well. After a breast cancer diagnosis in 2016, Liz turned to running as part of her recovery. She went on to complete the Army 10-Miler in 2019 and continues to run regularly. “Exercise is my therapy,” she says. “It keeps me grounded and grateful.”

Looking Ahead

As she looks toward the future, Liz’s goals are focused on growth, balance, and continued excellence.

“Reaching \$30 million was a goal I set years ago,” she says. “Now I would love to build a small team, scale beyond that number, and reach \$40 million while maintaining the same level of quality my clients have come to expect.”

Her guiding philosophy remains simple yet powerful: “Going above and beyond on a consistent basis is essential to continued success.”

For Liz Lord, success is not defined by titles or statistics, but by integrity, effort, and connection. Whether she is negotiating a complex transaction or planning her next family adventure abroad, she does everything with curiosity, discipline, and a genuine love for people. Her journey reminds others that excellence is not an act, but a habit that shapes every interaction and every chapter along the way.



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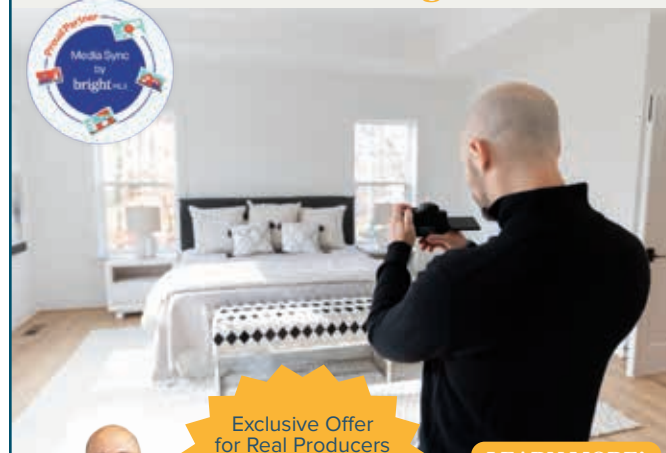
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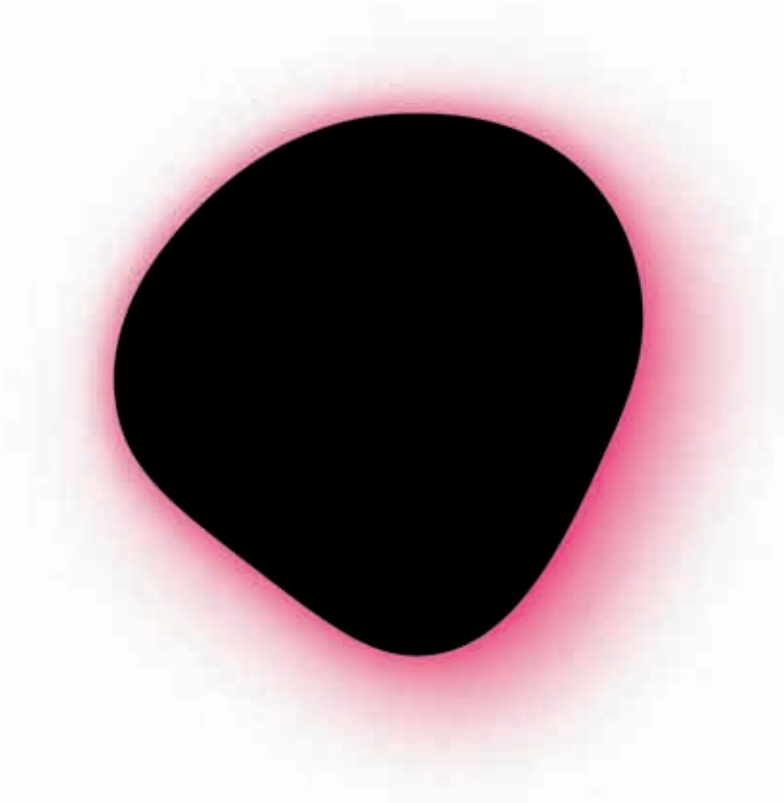
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NOVA Real Producers • 47

TOP 250 STANDINGS - BY VOLUME

Individual Closed Data as reported by MLS from Jan. 1 to Nov. 30, 2025

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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180

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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Disclaimer: Information based on MLS closed data as of Dec 5, 2025, for residential sales from January 1, 2025, to November 30, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



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TOP 250 STANDINGS - BY VOLUME

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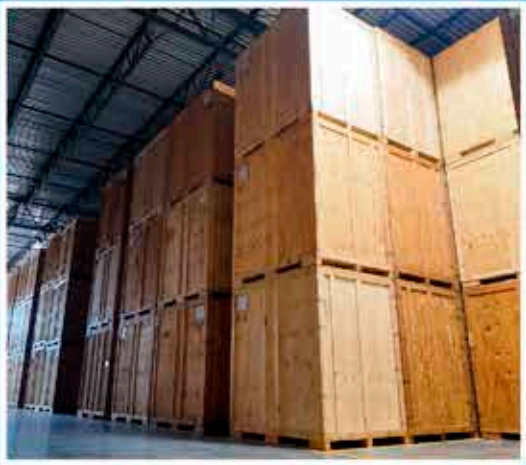
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TOP 100 STANDINGS - BY UNITS

Individual Closed Data as reported by MLS from Jan. 1 to Nov. 30, 2025

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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RANKED BY UNITS

Another way to see the Data

You asked, and we delivered. In addition to standings by volume, Real Producers now also showcases Rankings by Units.

This update offers a new perspective — highlighting steady transactions, balanced production, and the many ways agents achieve success. It's about shining a light on all sides of the data and making sure every win counts.

TOP 100 STANDINGS - BY UNITS

Individual Closed Data as reported by MLS from Jan. 1 to Nov. 30, 2025

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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TOP 100 STANDINGS - BY UNITS

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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