

# RE+VIEW

NOV+DEC 2020

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at the Forefront of Housing Decisions

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# RE+VIEW

NOV+DEC Volume 103, Issue 6

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### President-Elect:

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By Nicholas Lagos

## REIMAGINING OUR FUTURE THE YEAR OF COMMITMENT AND CONQUERING CHALLENGES

As my year serving you as NVAR President draws to a close, I'm incredibly grateful to have been entrusted with this honor, privilege and responsibility. Was it the year I, or any of us, imagined? Of course not. But I can honestly say that the challenges we faced have made us stronger as an association and as an industry. The theme of this year's Convention and Trade Show captures it best: we Reimagined.

We reimagined ways to communicate, swapping podiums for virtual platforms and stages for computer screens.

We reimagined the business of real estate, lobbying to keep real estate services open and supporting safe and virtual transaction processes. Through September of this year, you sold more than 16,600 homes worth more than \$11 billion, exceeding last year's sales volume!

We reimagined member service and engagement, with drive-up and lockerbox pickup, free shipping, text messaging, live online chat, revamped email resources and more to ensure that you could continue to serve your clients and run your business.

We reimagined meetings and classes with virtual and hybrid solutions, offering more than 135 sessions. Leadership and learning never stopped.

We reimagined programs and events, offering exclusive sessions for our Top Producers and inspiring more than 1,100 new applicants. We expanded our 7th annual Showcase of Unique Ideas and Innovative Concepts from a two-hour program for 100 attendees of the NAR Legislative Meetings, to six hour-long virtual sessions with participants from across the nation and around the world! We "super-sized" our annual Convention & Trade Show from a one-day event to a three-week virtual phenomenon featuring 100 session and more than 3,000 session participants. You can still access session recordings and the Reimagine: Replay podcast (see page 8).

We reimagined community impact, finding creative ways to support individuals and local businesses. NVAR sponsored the George Mason University Housing Challenge to explore issues addressing affordability in our region and leveraged a grant from NAR to help build a community park (see page 41). Through everything, we have continued to demonstrate that NVAR Cares.

We reimagined leadership as individuals and as an association, celebrating Realtor® award winners and finalists at local, state and national levels (see page 28). NVAR was recognized for global leadership by NAR and as the top regional business advocacy group by the Washington Business Journal. Our CEO, Ryan McLaughlin was named one of Virginia Business magazine's Virginia 500 in its 2020 Power List. With more than 65 media mentions through October, NVAR and our members continue to be recognized as the trusted real estate resource for our region.

And our efforts have not gone unnoticed. NAR CEO Bob Goldberg joined us not once, but twice this year – presiding over the virtual ribbon-cutting of our Digital Experience Center in Fairfax and as a participant in a CEO to CEO series during our virtual Convention. Bob's words during that session underscored our ability to reimagine: "NVAR is one of the most advanced local Realtor® associations I've seen in the country. You have the right formula." We were also complimented on the vision and strength of our association by VAR President Kemper Funkhouser and NAR President Vince Malta during my President to President series.

So as we pass the torch to next year's leaders, I have the greatest confidence that we will continue to meet every challenge that comes our way, because That's Who We R.

Nicholas Lagos  
2020 NVAR President  
president@nvar.com





JANUARY 1, 2021  
TRANSITION TO



New  
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Transaction  
Management  
Benefit!

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DECEMBER 31, 2020

*STARTING A NEW TRANSACTION? USE DOCS+!*

Access tutorials or sign up for a class to easily archive  
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new Docs+ member benefit at **NVAR.com/docs**

## MARK YOUR CALENDAR!

**NOVEMBER, 2020**

**TRANSITION!**

Both Instanet and Docs+  
will be available. Download  
archived transaction  
documents.

**DECEMBER 31, 2020**

Transition period ends.

**JANUARY 1, 2021**

Remine Docs+ becomes  
NVAR's primary forms  
vendor.

This transition should not impact NVAR's existing arrangements with Dotloop, DocuSign and Zipforms.

**Learn more at [NVAR.com/Docs](https://nvar.com/docs)**

# WELLNESS AND HEALTH AT FOREFRONT OF HOUSING DECISIONS

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## Shop Realtor®: Delivering Value Through Eight Core Competencies



PRE-APPOINTMENT



ON THE MARKET



CLIENT PRESENTATION



OFFER TO CLOSING



BUSINESS MANAGEMENT



BUSINESS MARKETING



PERSONAL SUCCESS



REALTOR® PROFESSIONALISM

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The views expressed in this publication may not reflect NVAR policy, and may be the opinions of the writer or interviewee. Reach us by email at [re+view@nvar.com](mailto:re+view@nvar.com).



## THE START OF SOMETHING BIG: DELIVERING INNOVATION THAT DRIVES VALUE AND IMPACT



As we approach the end of this most unusual year, where plans changed, goals shifted and success emerged in unexpected ways, we have the chance to reimagine the future at a time where innovation is at our fingertips. Circumstances surrounding the COVID-19 pandemic have demonstrated that we can do this and so can you – with impressive results.

For some time now, NVAR has been transitioning to a digital-first organization to address the changing needs of our members, shifts in the industry and our environmental and community impact.

Construction of our LEED-certified headquarters in 2010 was a first step in this direction, presenting us with the opportunity for reduced reliance on paper and the ability to offer high-tech options for delivering member resources – all aligned with the way that you do business.

As part of this process, we are reimagining how we deliver RE+View magazine content. This will be the final print issue, allowing us the flexibility to allocate resources more effectively and provide timely and valuable information in a variety of ways to better meet your needs.

With our new Realtor® Hub and Digital Experience Center in Fairfax, the repositioning of benefits and services on our

website to align with the way you do business, introduction of Alexa voice services, text messaging, online chat, and the Real Life Podcast, we have made great strides to achieve world-class member engagement and service. In the coming months, you can expect enhanced website features to further improve content search, display, delivery and mobile optimization. Whether in your car, home, office or anywhere in between, we will strive to meet you where you are to provide the resources you need most.

None of this is accomplished without the dedication and guidance of our volunteer leaders. Members have been appointed to more than 370 positions on NVAR committees, groups and forums that will take us into the future. And with more than 20 NVAR members appointed to leadership positions at the state and national levels, Northern Virginia Realtors® will continue to have a major impact in the industry.

As we enter our Centennial year in 2021, we have an amazing opportunity to honor our members' accomplishments, celebrate your positive impact, and reimagine the future of the real estate industry.

**Ryan McLaughlin, CAE, RCE, CIPS**

NVAR Chief Executive Officer

[rmclaughlin@nvar.com](mailto:rmclaughlin@nvar.com) +



### More support from us ... generates more affordable housing for all.

Our loans and grants help more first-time homebuyers with low and medium income levels find homes of their own, giving more of your clients a chance at the dream of homeownership. And because we service the entire life of each loan, you know they'll do it with a trusted partner. Learn more about our specialty programs and financing options at [VirginiaHousing.com](http://VirginiaHousing.com).



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Housing**  
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# Congratulations to the 2021 NVAR Board of Directors!

## NEW BOARD MEMBERS ANNOUNCED AT NVAR ANNUAL MEETING

By Kate O'Toole

**THE NVAR BOARD OF DIRECTORS** consists of 16 volunteer leaders who meet regularly to make decisions about how best to invest member resources to implement the organization's strategic goals. They work diligently to represent the needs of our members by delivering value through a variety of benefits, programs, products, services and events.

On Oct. 15, the 2021 Board of Directors were announced at the NVAR annual meeting.

Board nominations were accepted beginning in June. The nominating committee, which is appointed each year by the president of the board, selected candidates from the pool of applicants. Candidates may also be added to the ballot by way of petition. Voting took place from Sept. 11 – Oct. 12. NVAR Bylaws provide that elected directors serve two-year terms, and the president appoints three members to serve one-year terms.

The board members who will continue their terms through the next year are: Derrick Swaak (2021 president), Reggie Copeland (2021 president-elect), Heather Embrey (2021 secretary/treasurer), Nicholas Lagos (2021 immediate past-president), Amina Basic, Sherry Rahnama, Ken Tully and Dallison Veach.

The five elected directors are: Rob Carney, Shelia Jackson, Casey Menish, Thai-Hung Nguyen and Colleen Wright. The three board members who were appointed by incoming President Derrick Swaak for a one-year term are: Miguel Calvo, Roger Nakazawa and Marriah Unruh.

The 2021 Board of Directors will be installed at the 2020 Appreciation Awards & Installation Ceremony on December 17. +



**Derrick Swaak**  
President  
TTR Sotheby's International Realty



**Reggie Copeland**  
President-Elect  
CR Copeland Real Estate, LLC



**Heather Embrey**  
Secretary/Treasurer  
Better Homes & Gardens Real Estate Premier



**Nicholas Lagos**  
Immediate Past President  
Century 21 New Millennium



**Amina Basic**  
Keller Williams Realty



**Miguel Calvo**  
Keller Williams Fairfax Gateway



**Rob Carney**  
TTR Sotheby's International Realty



**Shelia Jackson**  
Long & Foster Real Estate



**Casey Menish**  
Pearson Smith Realty



**Roger Nakazawa**  
Olympic Realty, Inc.



**Thai-Hung Nguyen**  
Better Homes & Gardens Real Estate Premier



**Sherry Rahnama**  
RE/MAX Executives



**Ken Tully**  
RE/MAX Preferred Properties, Inc.



**Marriah Unruh**  
Keller Williams Capital Properties



**Dallison Veach**  
Veach Realty Group



**Colleen Wright**  
McEneaney Associates, Inc.



**Kate O'Toole** is the NVAR digital content manager & senior editor and staff liaison to the NVAR Awards & Recognitions Advisory Group.





# REIMAGINE

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## OPENING KEYNOTE:

### **DOMINIQUE DAWES,**

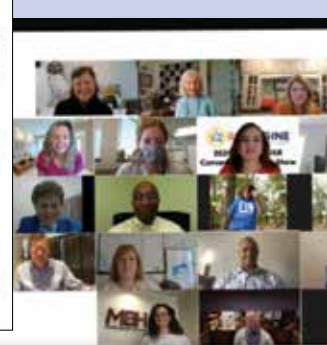
Olympic Gold Medalist, three-time Olympian, entrepreneur, brand ambassador and motivational speaker

*"Being a champion in life is loving yourself and loving your fellow man."*

– Dominique Dawes

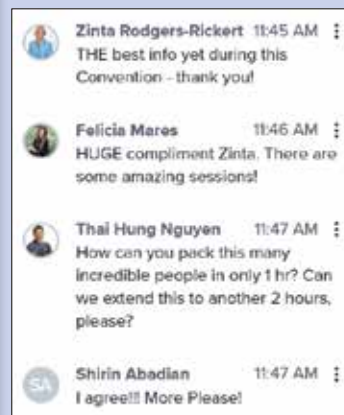
## FEATURED GUESTS

- Sherry Chris, President and CEO of Realogy Expansion Brands
- Congressman Gerry Connolly
- David Doctorow, CEO of Realtor.com
- Bob Goldberg, CEO of the National Association of Realtors®
- Vince Malta, 2020 President of the National Association of Realtors®
- Steve Murray, President of Real Trends
- Leo Pareja, President and Co-Founder of Remine
- And More!



**\$25,000** Raised for Realtor® Industry through the NV/RPAC Silent Auction

You can watch Convention sessions at [NVAR.com/ConventionRecap](https://NVAR.com/ConventionRecap). Also, check out our podcast mini-series **"REIMAGINE: REPLAY"** where we highlight a few of our favorites at [NVAR.com/RealLife](https://NVAR.com/RealLife).



**THANK YOU**





**3,000+**  
Session Attendees

**100**  
Sessions

**170**  
Speakers



*"You all are one of the most advanced local associations I have seen in the country."*

– Bob Goldberg, CEO, NAR



*"The great thing about our industry is there's nothing standing in your way."*

– Steve Murray  
President, Real Trends



**Cindy Hinton** 11:26 AM  
My membership with NVAR has been invaluable! We need these resources and benefits more than ever, especially during this pandemic. Thank you!

**Colleen Smith** 01:50 PM  
Thank to all leadership on this session! Tremendous wisdom offered here!

**POLITICS & PANCAKES:**

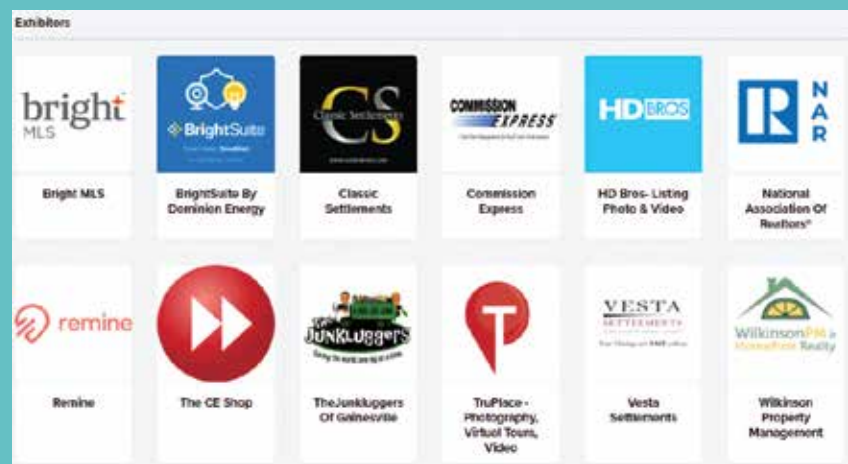
**DAVID WASSERMAN**,  
U.S. House editor and senior election analyst for the non-partisan Cook Political Report



For the second year, **GLOBAL CONNECT** was back – with new global sessions, social media contests, trivia and an international food drive.



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SETTLEMENTS

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## 2021 VIRTUAL LEGISLATIVE TRIP TO RICHMOND

A Legislature meeting virtually—and now a virtual legislative bus trip! Join us this January as we hear from key Northern Virginia legislators as to what the unusual session will hold for Realtors®.

Date and other details coming soon!

Learn more and register at:

[NVAR.com/VirtualRichmond](http://NVAR.com/VirtualRichmond)





# NVAR Centennial Series: Major Milestones

HONOR THE PAST, CELEBRATE THE PRESENT, SHAPE THE FUTURE



By Liz Milner and Kate O'Toole

AS NVAR PREPARES to enter its Centennial year in 2021, we celebrate the milestones that pave the way for continued innovation and success. From 40 members and a regional population of 60,000 in 1921, to a current membership topping 12,000, NVAR is here to support and champion the business- and client-focused needs of Realtors® serving the 2 million people who call Northern Virginia home.

## 1921

### The Alexandria Real Estate Board is founded.

Back in 1921, John G. Graham, a founding member and the first president of the Alexandria Real Estate Board, realized that new forms of transportation such as the electric trolley and the automobile would transform the way Northern Virginians lived and worked. It was this insight that led to the founding of the Alexandria Real Estate Board (AREB) in July 1921. During its first year, the Alexandria Real Estate Board was reorganized to become the Alexandria-Arlington-Fairfax Real Estate Board (AAFREB). Over the 100 years that followed, the organization evolved into the Northern Virginia Association of Realtors®.

## 1955

### The First Million Dollar Salesman's Club Is Formed.

## 1956

### Public Facing Consumer Campaign Educates the Public.

The AAFREB public policy plan became the basis for the organization's future public relations. This approach resulted in the "Make America Better Committee," which engaged in a variety of civic improvement projects. Later, a speakers bureau was formed to help educate the public about the role Realtors® play in society and to enhance the image of Realtors® as experts on real estate topics.

## 1959

### Name Change Reflects Expansion of Region.

Northern Virginia was expanding at an unprecedented rate in the late 1950s and this expansion triggered another name change for the organization. In 1959, the Alexandria-Arlington-Fairfax Real Estate Board became the Northern Virginia Real Estate Board (NVREB) to reflect a westward expansion in the organization's service area. In this year, the NVREB also jointly initiated a magazine called "Realtors®" with the Washington D.C. Board of Realtors®.

## 1962

### In-house Library Is Created.

The year 1962 brought yet another name change and another move as NVREB changed its name to the Northern Virginia Board of Realtors (NVBR) and relocated its headquarters to 44 Leesburg Pike in Falls Church, with an in-house library offering 150 books.

## 1952

### MLS Is Born.

The first major milestone occurred in 1952 when the Alexandria-Arlington-Fairfax Real Estate Board simultaneously moved its headquarters to 955 North Monroe Street, Arlington, Va, and voted to establish a Multiple Listing System (MLS). The MLS began business with 50 charter members on October 1, 1953.



continued from page 11

1965

### Association Takes on TV Advertising.

The drive to take advantage of new technologies is a continuing thread of the NVAR story. It should come as no surprise, therefore, that NVBR sought a role in the leading information technology of the 1960s — television. In 1965, NVBR and the Multiple

Listing Service of Northern Virginia embarked on a television, radio and print ad campaign. The theme was “Don’t sit on your house — Sell it!”



1968

### Another Move and MLS Printing.

In 1968, NVBR bought a new headquarters building at 8408 Arlington Blvd, Fairfax County. The new 16,995 square foot building had a printing plant in the basement which was used to print MLS information (the MLS used an electronic data card processing system and the in-house printing plant had a special humidification system to meet paper storage and printing requirements).

1973

### Advocacy and Grassroots.

NVAR recognized the power of the collective Realtor® voice in advocacy and grassroots. A public affairs program was developed to guide in development of policy positions, allowing NVAR to work with local elected officials and the General Assembly to protect licensees and private property rights.

1983

### Pre-Internet Days of the NVBR Library.

In 1983, NVBR moved again. The new headquarters was located at 8411 Arlington Blvd. in Fairfax. The building featured the three-room Barbara Fewell Memorial Library, named in honor of the Board’s dedicated executive officer and secretary. By 1990, the library had 4,000 titles and was one of the most complete real estate libraries on the East Coast. Compact cassette tapes were popular because agents could listen and learn as they drove to their appointments. In the days before the internet, the library served as a one-stop shopping source for real estate information.

1987

### NVAR on Channel 5.

The pace of new technology quickened. In April 1987, NVBR’s Real Estate Digest TV Show premiered on Washington DC Channel 5. The precursor of HGTV, it offered information in a fast-paced, news magazine format.

1989

### NVAR As We Know It.

In 1989, NVBR became the Northern Virginia Association of Realtors®. 1989 also marked the founding of *Update* Magazine, predecessor of RE+View.

1990

### NVAR’s First-ever Convention!

In April 1990, Update announced “Excellence by Design,” NVAR’s first convention and trade show which was to be held October 16-17, 1990 at the Radisson Mark Hotel in Alexandria, Va.

1992

### Single Agency MLS Established.

March 1992 marked the incorporation of the MLS into a single agency to help streamline operations. In the beginning, the MLS data was fragmented. Each local franchise kept the data for its own territory. If a Realtor® in west Fairfax County wanted access to their market, the Realtors® would have to join the Loudoun, Prince William, and Northern Virginia MLS to get a complete picture. The new corporation combined the work of five association Boards of Directors and six MLS Committees. Thus, Northern Virginia became the nation’s largest MLS system.



**1993****NV/RPAC Is Created**

The creation of an NV/RPAC independent of VAR was announced in the June 1993 Update Magazine. Until that time, RPAC money collected by NVAR was controlled by the state and national associations. NV/RPAC gave local Realtors® a collective political voice and put them in a stronger position to fund grassroots issue campaigns and form the first line of defense against legislation harmful to the local real estate industry. It gave NVAR the resources it needed to effectively advocate its public policy positions.

NV/RPAC has successfully influenced prominent issues in the region, such as tax reform and transportation infrastructure. NVAR was recognized as the “No. 1 Largest Business Advocacy Group” by the Washington Business Journal in 2019 and 2020.

**LATE 1990s****NVAR Creates Its First Website.**

NVAR developed its own website in the late 1990s – making it one of the first local associations in the country to do so.

**2004****NVAR Expands Its Physical Presence.**

To serve the needs of a growing membership, NVAR opened two satellite facilities, in Alexandria and Herndon. As members expanded their networks further north and westward, the Alexandria office eventually closed in 2009.

**2009****New HQ.**

NVAR broke ground for its new NVAR Headquarters, a LEED certified building, on Monday, May 4, 2009. NVAR’s members

work every day to help citizens of Northern Virginia realize their dream of homeownership, and now NVAR had a sustainable home of its own.

In 2009, NVAR also made the transition from Supra to SentriLock lockboxes.

**2013****Rebranding and Showcasing of NVAR.**

In June of 2013, NVAR launched its new brand, including a logo and tagline: “NVAR Takes You Further.” Additionally, Update Magazine became RE+View Magazine.

NVAR also hosted its first annual “Realtor® Association Showcase of Unique Ideas and Innovative Concepts,” inviting association leaders from across the country and around the world who were attending the NAR midyear legislative meetings in D.C. to spend a morning in our Fairfax headquarters. The event evolved to a virtual format in 2020 and grew to roughly five times the average number of guests, with 500+ registrants over three sessions.

**2017****NVAR’s Current Website Is Launched.**

NVAR redesigned its website in 2017, earning numerous accolades, including the Progress Sitefinity 2017 Website of the Year award.

**2018****Transitions and Name-Changes.**

NVAR experienced some noteworthy transitions in 2018, including the multiple listing service transition from MRIS to Bright MLS, and the transformation of the Multimillion Dollar Sales Club to the Top Producer’s Club.

**2020****NVAR Leads the Digital Evolution!**

Adapting to a virtual environment, NVAR embraced the digital evolution with a three-week-long virtual Convention and Trade Show: REImagine – Build Your Future; online classes and events; and new communication options for members, including the launch of the NVAR Real Life Podcast. The newly renovated Realtor® Hub at the Fairfax Headquarters features a Digital Experience Center for technology exploration, and NVAR launched Remine Docs+ transaction management as a future-focused member benefit.

**2021 and Beyond****Shape the Future.**

Since 1921, Northern Virginia Realtors® have championed the American Dream and helped create the houses, neighborhoods and communities we call home. Through all the changes – the trends, technologies, leaders and laws that have shaped the industry – home remains at the heart of it all, and so does the invaluable service of a Realtor®.

NVAR is focused on the future of the real estate industry and finding new ways to deliver valuable benefits to members while remaining at the forefront of innovation and change.

As NVAR enters its 100th year and launches into the next century, it’s up to NVAR members to reimagine what has always been and build the future to new heights.

The future is here, and it’s just the beginning. +



Liz Milner is a freelance writer in the Washington, DC metro area.



Kate O'Toole is the NVAR digital content manager & senior editor.

# High Tech Boom Drives Surge in Northern Virginia's Data Center Demand

By Frank Dillow



**THE ONGOING RESPONSE** to the coronavirus pandemic, with its reliance on Zoom meetings, video downloads, e-commerce and distance learning, has made data centers one of the hottest segments of commercial real estate.

“With more people using the internet, broadband speeds rising, more consumers watching online video, the number of mobile devices exploding, and web page sizes steadily increasing, internet traffic is exploding and shows no sign of slowing anytime soon,” Alan Breznick concluded in a recent whitepaper report on behalf of edgecommex.com, a builder and operator of data centers.

While data centers are located throughout the Commonwealth, Northern Virginia has been the global crossroads for internet traffic since 1969 when the federal government began experiments that created the world’s largest intersection for public and private communications networks. In the past 10 years, the area has developed

into the most active data center market on the planet with up to 70% of the world’s internet traffic traveling through the area.

Loudoun County alone is home to more than 100 data centers, amounting to more than 10 million square feet of data center space, mostly located in the Ashburn corridor, which has become known as “data center alley.”

Demand has skyrocketed for greater data center capacity as digital traffic continues to surge. Developers are broadening their sights to seek approval for additional Loudoun County sites including South Riding, Herndon, Sterling, and around Dulles International Airport. Properties in Fairfax County near the southern boundary of Dulles are also being considered, as well as sites in less expensive locations around Manassas and Gainesville in Prince William County. Some of the land is being bought now to hold for long term future expansion – a strategy known as “land banking.”

Digital Realty, the largest developer in Northern Virginia’s data center market, is currently proceeding through Loudoun County’s permitting process to build an additional 7.5 million-square-foot facility, which will be the largest multi-tenant data center campus in the world, located on its 424-acre “Western Lands” site bordering Dulles.

Amazon Web Services already operates more than 50 data centers with four million square feet of existing space in Northern Virginia. They are currently seeking approval to grow further, with plans to build an additional 2.5 million square feet near Dulles, including 11 two-story data center buildings located on 24 acres next to the airport. If approved, the data centers will locate on land currently used for industrial purposes – far removed from residential developments.

Other companies such as Google and Microsoft are also adding facilities in the area to support their “cloud computing” businesses.



As operators have been aggressively buying land around Dulles, land prices for data center sites have been rising drastically, according to Rich Miller, founder and editor of Data Center Frontiers, which tracks the industry. Google paid about \$425,000 an acre for its site in 2017, Cyrus One paid about \$1 million an acre for nearby property in late 2018, and recently Amazon paid about \$1.5 million an acre for its Dulles property.

"These data centers are the backbone of Loudoun's economic success," Loudoun County Board of Supervisors Chair Phyllis J. Randell noted. Nevertheless, one criticism has been that while the centers generate significant tax revenue, they produce few jobs for local residents.

Loudoun County's Economic Development Director Buddy Rizer doesn't agree. "It generates jobs and income for a substantial number of

Loudoun's households as well as a stream of tax revenues that contributes to the public facilities that all Loudoun's residents enjoy," Rizer explains. "And it supports the global scale businesses Loudoun County seeks to attract."

In a recent filing, Loudoun County planners pointed out, "The draw of a best-in-class high tech workforce that is well educated and highly skilled is a key contributor to the growth of Loudoun's successful economic development."

"Data centers contribute more than \$300 million annually in local tax revenue, which in turn saves the average Loudoun County household more than \$2,100 in taxes every year," according to Matt Letourneau, Loudoun County Supervisor for the Dulles District.

A recent study by the Northern Virginia Technology Council estimated that "for every dollar in Loudoun County expenditures that the data

center industry caused in 2018, it generated \$15.10 in local tax revenue. Property taxes would have had to rise 21% without the data center-induced tax revenue." The lower tax rate also creates an attractive business climate that brings other businesses to the area.

The data center boom in Loudoun County's commercial real estate market is a key driver in the long-term strength of the county's residential market as well. Northern Virginia Realtors® understand and capitalize on the development in the area that drives employees and residents to live in this growing, tech-booming region. +



Frank Dillow is a past chair of NVAR's Realtor® Commercial Council, an NVAR instructor, and a senior commercial broker in Long & Foster's Commercial Division. He can be reached at [francis.dillow@longandfoster.com](mailto:francis.dillow@longandfoster.com).



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# Domestic Migration in the NVAR Region

WHAT CAN WE LEARN FROM PREVIOUS ECONOMIC DOWNTURNS?

By Keith Waters, Ph.D. and Terry Clower, Ph.D.



**THE MONTHS FOLLOWING THE OUTBREAK** of the COVID-19 pandemic have been among the most turbulent in memory. The most recent data tell us that more than 88,000 individuals in Northern Virginia are unemployed. However, the brunt of the economic impact is being felt by hospitality, retail and gig workers (think Uber drivers). At first glance, it may appear that the concentration of job loss in comparatively lower wage sectors of

the economy means that rental housing would see the greatest market disruption. This has been borne out by the number of renters who are behind on rent with the potential for more trouble ahead as moratoriums on evictions expire. However, there are also indications that some homeowners, particularly those who rely on second jobs in hospitality, retail, and gig work, will not be able to afford an owner-occupied home in Northern Virginia, particularly if

mortgage deferral programs require bubble payments.

The other housing market shift that may be underway is a scramble for households looking for larger homes to accommodate working from home and home schooling, or simply escaping to lower density environments. While, so far, the Washington, D.C. region seems to have been spared the housing market volatility seen in New York and San Francisco, there have been some long



“While, so far, the Washington, D.C. region seems to have been spared the housing market volatility seen in New York and San Francisco, there have been some long developing trends regarding domestic out-migration that may be exacerbated by the current crisis.”

developing trends regarding domestic out-migration that may be exacerbated by the current crisis. Will the threat of COVID-19 alter housing preferences, such as relatively less importance placed on proximity to Metro versus total residence square footage? Will second-home owners sell their close-in condo and live full time at the beach? Of course, we do not know how the pandemic will impact long-term housing demand. What we can do is to look back on how previous economic recessions have impacted domestic migration in this region to gain at least some sense of what we might expect in the next year or two as the economy recovers from pandemic-related business disruptions.

This article examines net domestic migration in the region and for the NVAR service area, which is the difference between the number of people moving to this region from elsewhere in the U.S. versus those leaving the region. For clarity, this analysis does not include natural population change (births and deaths), nor does it include international migration. Also, during the years examined, the technical definition of the counties included in the D.C. Metropolitan Statistical Area changed with the addition of Culpeper County, Va.; Madison County, Va.; and Rappahannock County, Va. – though the relative population of these additions does not meaningfully affect overall regional migration patterns.

#### WASHINGTON, D.C. METRO

The D.C. metro area has only recorded net domestic in-migration

Figure 1. Domestic Migration - D.C. Metro

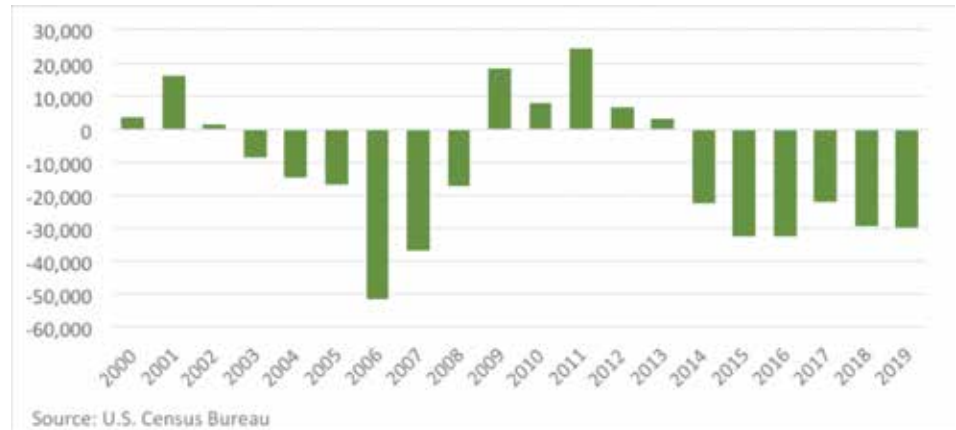


Figure 2. Domestic Migration - NVAR



during two periods over the past 20 years: in the early 2000s and following the 2008 financial crisis (Figure 1). The first period of net domestic in-migration in the D.C. metro was from 2000 to 2002. During these three years, the D.C. metro added 20,825 domestic migrants. The second period of net in-migration was from 2009 to 2013 when the region gained 60,000 domestic migrants. The gains in domestic

migrants during these two periods, however, were offset by losses in the alternate years. Overall, the area lost 233,613 domestic migrants from 2000 to 2019. It would appear that people flock to this region for the economic shelter of the federal government, through jobs in federal agencies or employment at federal contractors, when the nation is in recession and leave when there are plentiful jobs elsewhere.

## NVAR

In contrast with the D.C. metro as a whole, the NVAR region only recorded one period of net domestic in-migration (Figure 2). The NVAR region recorded net domestic in-migration for three years from 2009 to 2011. During this period, the NVAR region gained a total of 8,105 domestic migrants. Despite the gains of domestic in-migration following the financial crisis, the NVAR region recorded net out-migration of 287,177 domestic residents from 2000 to 2019.

## NVAR SUB-REGIONS

Breaking the NVAR region into two sub-regions reveals that net domestic in-migration to the NVAR region was primarily comprised of domestic in-migration to areas closer to D.C. (Figure 3). The close-in areas of the NVAR region, defined as Arlington and Alexandria, recorded net domestic in-migration from 2008 to 2011. Over this period, close-in markets gained a total of 10,881 domestic migrants. The outer sub-region, defined as Fairfax County, Fairfax City and Falls Church, only recorded net domestic in-migration in 2009 and 2010 totaling 763 net new domestic residents.

## BEYOND NVAR

For comparison purposes, counties just outside the NVAR region in Virginia (Loudoun County and Prince William County) recorded net domestic in-migration every single year from 2000 to 2019 (Figure 4). Over the entire period, Loudoun and Prince William together gained a total of 181,788 domestic migrants. The pace of gains for these markets has slowed as they have “matured” over recent years. From 2000 to 2009, Loudoun and Prince William together gained an average

Figure 3. NVAR Domestic Migration - Inner vs. Outer

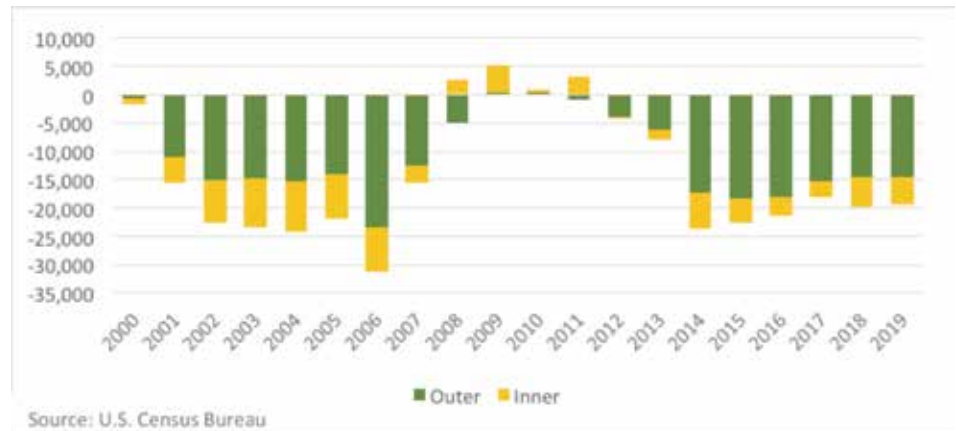


Figure 4. Domestic Migration - Beyond NVAR



of 13,105 domestic residents per year. From 2010 to 2019, Loudoun and Prince William together gained an average of just 5,074 domestic residents per year. As a reminder, Figure 4 is not indicating that Prince William is losing population, but that more of its growth is based in natural population change and international migration.

## MEDIAN PRICES AND PRICE PER SQUARE FOOT

One plausible reason for net domestic out-migration of the NVAR region is the high price of housing in the NVAR region (Figure 5). The monthly median prices of sold homes were approximately

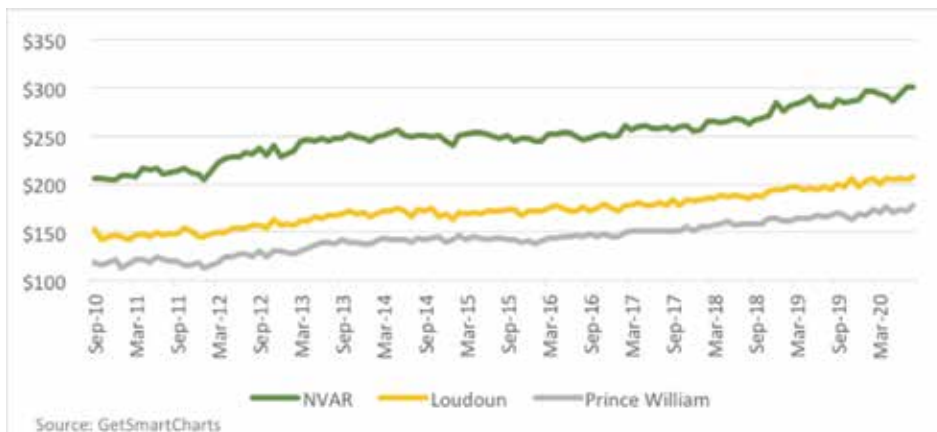
10% lower in Loudoun County than in the NVAR region from 2010 to 2020 (Figure 5). Accounting for the size of the house, the monthly median prices per square foot of sold homes were approximately 30% lower in Loudoun County than in the NVAR region over the same period (Figure 6). The larger difference in median prices per square foot than median prices implies that sold homes in Loudoun County are larger than those sold in the NVAR region. Bright MLS data confirms that the homes sold in Loudoun County in 2020 have been larger (2,913 square feet of living area) than those sold in the NVAR region (2,123 square feet of living area).



Figure 5. Median Price of Sold Homes



Figure 6. Median Price Per Square Foot of Sold Homes



Given that the homes sold in Loudoun County are larger, and undoubtedly newer, it is easy to conclude that domestic migrants prefer larger homes, even if they are a little farther from work. As residents continue to work from home and their children attend school from home, preferences for larger homes are likely to grow even stronger.

## CONCLUSION

While the D.C. metro recorded two periods of domestic in-migration from 2000 to 2019, the NVAR region recorded only one, shorter period. Domestic in-migration to the NVAR

region lasted from 2009 to 2011 and was almost exclusively the result of domestic in-migration to Arlington and Alexandria. By contrast, there was steady net domestic in-migration into the counties just beyond the NVAR region, particularly Loudoun County, over the same period.

While the median prices of homes sold in Loudoun County over the past decade were slightly lower than the those sold in the NVAR region, they have substantially more living area and thus the price per square foot is much lower. In addition to being larger, homes sold in Loudoun were undoubtedly newer as well. Given this,

it seems reasonable to conclude that net domestic in-migration into Loudoun County was at least partially the result of domestic preferences for larger and newer homes. If working from home becomes engrained in the work culture, even if businesses start implementing hybrid systems with work from home encouraged a few days a week, larger houses are likely to continue to be attractive to domestic workers. Such preferences may represent a headwind for selling smaller homes in the NVAR region, even if proximity to D.C. remains a benefit.

The other potential market drivers mentioned at the opening of this article, working from home and fear of density, could shift the current pattern of migration, with particular impacts on Arlington and Alexandria housing markets.

The economic development offices for Northern Virginia jurisdictions created the Economic Development Alliance in 2019, in part, to collaborate on regional talent attraction initiatives (Read more on page 37). Collectively, local jurisdictions want to bring these new workers in to strengthen Northern Virginia's competitive advantages, particularly in information technology industries. Where these new residents will choose to live could have great significance for the work of Northern Virginia Realtors®. +



Dr. Terry Clower is the director of the George Mason University Center for Regional Analysis.



Dr. Keith Waters is a research associate for the George Mason University Center for Regional Analysis.

# WELLNESS AND HEALTH AT FOREFRONT OF HOUSING DECISIONS

A home that helps you stay safe and supports your physical and mental wellbeing is a priority that has been gaining momentum for years. Then 2020 arrived and suddenly wellness has become even more important. In response to the pandemic, buyer preferences have shifted, and architects, builders and designers are addressing consumers' concerns and changing lifestyles. Trends such as an emphasis on outdoor living, smart home features and flexible floor plans have accelerated during this tumultuous year.

By Michele Lerner



## BUYER PREFERENCES

While the long-term impact of the pandemic on homebuyers remains to be seen, some shifts in priorities became evident even when COVID-19 first began to spread. In late April, architect Nancy Keenan, president and CEO of Dahlin Group in Southern California, partnered with marketing expert Teri Slavik-Tsuyuki of *tst ink*, consumer strategist Belinda Sward of Strategic Solutions Alliance and a national survey company to explore how 3,000 homeowners and renters were thinking about their homes. The America at Home Study found that the motivation to buy a home shifted, with 91% saying that home represents a safe place, 85% saying home represents comfort and 84% saying it represents family.

“We’ve seen the lifestyle trends toward healthier living, especially with indoor-outdoor living, for a long time now,” says Keenan. “The pandemic accelerated those trends and brought some immediate changes, too. For example, 73% of people said they’re disinfecting more.”

Among the top design features that buyers said they’re willing to pay for, most are related to wellness in some way, says Keenan.

More than 50% said they want:

- Germ-resistant countertops/flooring
- Greater tech/energy efficiency
- More storage, specifically for food and water
- Touch-free faucets, appliances and smart toilets
- A better equipped kitchen for cooking

More than 30% said they want:

- Touchless entry to home
- Home offices for more than one person
- Adaptability of space with flexible walls

“People are more aware of indoor air quality, water purification and humidification now,” says Keenan. “They’re interested in germ-resistant

materials and UV lighting and natural lighting for healthier living.”

## UPDATING HOMES FOR WELLNESS

Now that Americans have spent most of their time at home for months, the remodeling business is thriving. Some renovations create more space for working, learning and exercising at home, while others are designed around specific health concerns.

“Air filtration systems can be altered for better air flow and UV lights can be added to an air exchange to kill microbes,” says Keenan. “Homeowners can add touchless faucets and water purification systems. They can replace carpet with more easily cleanable surfaces. Even the new laminate flooring looks good and is cost-effective. Solid surface countertops are also cost-effective and easier to clean.”

Real estate agents can recommend some of these changes to their sellers to help them compete against newer homes, suggests Keenan.

“The biggest trend we’ve seen around wellness for the past several years is maximizing access to outdoor living spaces,” says Michael Winn, owner of Winn Design + Build in Falls Church.

Clients with enough money for a major project are opening up their homes with walls of glass, adding a swimming pool, leveling the lawn for more space for kids to play and adding outdoor kitchens and screened porches, says Tracy Morris, owner of Tracy Morris Design in McLean.

“People aren’t taking vacations this year, and they don’t know if they will next year, so they’re more likely to spend more on making their house more like a vacation home,” says Morris. “For one client we built an indoor swimming pool so he can use it all year.”

Expanding outdoor living with terraces, decks, patios and screened

porches has been a big part of the remodeling projects undertaken by Van Metre Homes’ Design + Build division, based in Fairfax.

“During the pandemic, people are realizing that their home is their sanctuary more than ever and are looking for ways to make their home more livable,” says James Wood, general manager of Van Metre Homes’ Design + Build division. “We’ve had lots of requests for built-in bookshelves, extending kitchens and adding a second dishwasher and a double-stacked oven because more people are eating at home. We’ve also renovated basements to make them a better entertaining space for the family.”

Winn says he also gets a lot of requests for a kitchen or bathroom that’s easier to clean. Some clients want wall-mounted toilets and faucets in their bathrooms, which not only are easier to keep clean but also take up less space, he says.

Winn is currently working on a whole house renovation in McLean with a focus on noise reduction for a calmer, quieter house.

“We’re insulating between all the levels and around electrical outlets and bathrooms to block noise transmission and using ‘quiet rock’ drywall, which makes the house more solid,” Winn says.

Other clients ask for better indoor air quality during a renovation, which Winn says typically is part of any major renovation.

“We introduce energy recovery ventilation and heat recovery ventilation for a better air exchange in all of our renovation projects,” Winn says.

## NEW MATERIALS FOR HEALTHIER HOMES

Newly built homes have been getting healthier for years, says Kevin Rabil, executive vice president of Van Metre Homes.

“PEOPLE ARE REALIZING THAT THEY’RE MORE LIKELY TO STAY HOME AND AWAY FROM PUBLIC VENUES FOR A WHILE, SO THEY’RE THINKING MORE ABOUT HOW TO USE THEIR SPACE TO MAXIMIZE THEIR HEALTH AND WELLBEING.” – Tracy Morris; Tracy Morris Design

“Builders including Van Metre have been aggressively pursuing sustainability for years, which is good for the environment and good for our customers,” says Rabil. “We’ve upgraded indoor air quality to reduce pollutants inside the home and we’re looking at the materials we’re putting into homes, too. We’ve built our first solar-powered house in Winchester and plan to build more as an alternative to natural gas.”

Air filtration systems and low VOC products make new homes healthier than in the past, says Rabil, along with more windows and more access to outdoor space for natural light and fresh air.

Karen Pearse, owner of Karen Pearse Global Direct, a New York City-based supplier of natural stone and other architectural materials to homeowners and real estate developers around the globe, says that material choices are long-term and tend to be made based on aesthetics. However, she says, there are some materials that are getting greater attention now because of their wellness properties.

“Before the pandemic, I didn’t even mention the fact that Protect porcelain tiles have Microban, an antimicrobial element, embedded in the tiles,” says Pearse. “The tiles emulate marble or wood or cement and come in thin, even slabs, which make them easy to work with. Now clients love them because they’re also protecting them against mold and bacteria.”

Other products that have health benefits include appliances with a sanitizing cycle, and lighting and temperature systems controlled by a smartphone to reduce the number of people touching switches and thermostats.

Pearse also recommends ECOCARAT Japanese tiles that absorb odors and VOCs and regulate humidity.

“You can use them on a large-scale renovation, but for a temporary fix you can even just place one in a bathroom used by multiple family members without even installing the tile,” says Pearse.

## RECONFIGURING ROOMS FOR WELLNESS

When many people’s lifestyles shifted from spending hours at the office, gym and restaurants to working at home, exercising at home and eating at home, a new priority became reorganizing or reconfiguring home to accommodate all these needs.

“A big priority among my clients has been finding separate spaces for an office and for schoolwork and for a ‘get away from my spouse’ space,” says Morris. “People are realizing that they’re more likely to stay home and away from public venues for a while, so they’re thinking more about how to use their space to maximize their health and wellbeing.”

Morris has been adding massage rooms, meditation spaces and yoga rooms to many of her projects for

several years, with requests increasing since the pandemic began.

“For a meditation room, you can just have a plain room with mats or perhaps some favorite artwork,” says Morris. “Sometimes we add a soft chair or a chaise lounge, but mostly it’s just a quiet place to be alone. You can even design a corner in an office with a chair and soft lighting for a mental health break, a space to meditate or to write.”

Meditation and yoga rooms have replaced giftwrapping rooms in many luxury properties, says Pearse.

“Mudrooms and family entrances are more important than before the pandemic, too, with people looking into antimicrobial flooring for that space and temporary solutions like adding a table with masks and a box for dirty masks,” says Pearse. “We also designed a beautiful marble stand and a marble container for hand sanitizer to put in a foyer.”

## HOMEOWNER AND CONDO ASSOCIATIONS AND WELLNESS

Newly planned communities typically include a fitness center and swimming pool, but Rabil says developers today are even more focused on open space for physical and mental wellbeing.

“We’re opening a new community in Marshall next year called Heritage which will have connected trails with fitness stops,” says Rabil. “We want to design a community where people



can keep active and also have social interaction with their neighbors.”

Van Metre has partnered with chef Spike Mendelsohn to design their kitchens, do cooking demonstrations in their model homes and to provide healthy recipes for residents in Van Metre communities.

While condo and homeowner associations often include access to gyms and swimming pools for physical fitness and social opportunities for mental health, these associations sometimes get involved on a more personal level with health issues. A common discussion, especially in high-rise condos or communities with adjacent patios, is whether smoking can be banned.

“Ten years ago a few people wanted to explore the possibility of banning smoking in a building or on the premises of their community, but it was very difficult to get support for that,” says Airielle Hansford, vice president of First Service Residential in Fairfax and 2020 president of the Washington Metro Chapter of the Community Associations Institute. “It was especially a challenge to institute a rule that was telling someone what they could or couldn’t do in their own unit. But now perceptions are changing, especially about tobacco, because of all the evidence about the dangers of secondhand smoke.”

While Hansford says smoking bans are not common, they are happening more often than in the past.

“You see it more frequently in new construction, where a smoking ban is included in governing documents with guidelines about whether you can smoke in your unit, in common areas or on a balcony or patio,” says Hansford. “If smoking guidelines are not in the governing documents, a board needs to go through the process of amending the documents and getting

a significant number of association members to vote on the issue.”

Hansford says that when associations get complaints about smoke getting into a nonsmoker’s unit or bothering a resident’s allergies, they can start with advice about how to minimize smoke or pass-through damage.

“There is a difference when people are talking about medical marijuana, which is more like handling issues around an emotional support animal, so it would be difficult to ban,” says Hansford. “Banning smoking typically requires a long process and a lot of transparent discussions in a community.”

A smoking ban is even less common in a homeowner association, although it’s possible to enact a ban

on smoking in common areas and perhaps have a designated smoking area, Hansford says. (Read a related story about a condominium smoking ban on page 26.)

Whether in a condo, single-family house, apartment or other style of housing, it is clear that health and wellness extend beyond our bodies and minds into the spaces we call home. In today’s environment, Realtors® play an increasingly important role in helping consumers find a home that suits their needs and promises a happy and healthy life. +



**Michele Lerner**, a freelance writer based in the Washington, D.C. area, has been writing about real estate and personal finance for more than 20 years.



## THREE WAYS TO CREATE A CALMER HOME

Whether you need a more serene home for yourself or want to help your clients create a calmer atmosphere, Morris has three suggestions to try:

- 1. DECLUTTER.** Getting rid of visual clutter can help you clear your mind, says Morris. She recommends throwing away or putting away as much as you can.
- 2. LIGHT YOUR HOME FOR CALM.** While natural light is best for your body and mind, Morris suggests adding warm and soft lights rather than harsh lighting for darker rooms and evening. She recommends 2700 kelvin LED bulbs set on a dimmer for easier control.
- 3. ADD MUSIC AND SCENT.** Playing soft music without words can calm anyone and set the mood for quiet time, Morris says. She also recommends adding your favorite scent with a candle or essential oils.

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# Carlyle Towers Condominium Goes Smoke-Free

By Carlyle Towers

**Editor's note:** This is a reprint of a press release distributed by Carlyle Towers and provided to NVAR by an officer of the Carlyle Towers board of directors.

**RESIDENTS AT CARLYLE TOWERS**, a luxury Alexandria condominium, have approved a bylaws amendment that prohibits smoking in the 549-unit campus. Cigarette smoking and vaping is now banned in individual homes, common areas such as hallways and lobbies, and the outdoor grounds.



This may be the largest condominium in Alexandria to institute a post-construction smoking ban, according to General Manager Tamika Richardson. Typically, new residential buildings, whether condominiums or rental units, mandate a smoke-free environment, she explained, but implementing a smoking ban in an existing community is a challenging undertaking. “A change to our bylaws requires ratification by a super-majority of owners.” That meant that a minimum of 371 of the 549 unit owners had to ratify the change.

“A smoke-free environment means our co-owners and future residents will enjoy health and safety benefits, and this may make the property more attractive to buyers,” she added. In multi-unit housing, secondhand smoke can migrate through open windows or balconies, doorways,



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**“A smoke-free environment means our co-owners and future residents will enjoy health and safety benefits, and this may make the property more attractive to buyers.”** – Tamika Richardson, Carlyle Towers general manager

ventilation systems, or plumbing vents, fostering nuisance complaints from neighbors.

Approval of the bylaw amendment was the culmination of a nine-month campaign led by Carlyle Towers board members, which also included resident education, discussion at town meetings, and a “get-out-the vote” effort from a team of co-owner volunteers. The ratification process culminated in a five-week voting period, with almost 75% approval, and only 20 no votes, she added.

A small number of current smokers are grandfathered under the ban, Richardson said, but new smokers cannot join that group. The smoking prohibition applies to residents, guests, and staff and contractors working in the building or grounds. In town hall meetings held

to discuss the ban, residents expressed concerns about the health issues associated with second-hand smoke, uncertainties about the safety of electronic cigarettes, and the stench of cannabis smoke. These were all likely factors in the approval of the ban, Richardson said.

According to figures provided by the Virginia Tobacco Control program, the national smoking rate is 17% of adults, while Alexandria’s is 14%. Richardson estimated that the number of current smokers in the community is much lower, approximately 4% total. In surveys and public meetings, a majority of commenters felt that offering a grandfathering provision to these smokers offered fairness, she said. She added that the implementation of the ban strengthens efforts to mitigate any effects from their smoking. +

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# NVAR Members Sweep 2020 Award Victories with Outstanding

By Kate O'Toole

## ★ NVAR AWARDS ★

### **NVAR GOOD NEIGHBOR – GABRIEL DEUKMAJI, REALTOR®, KW METRO CENTER**



Gabriel Deukmaji was inspired to act during the early period of the COVID-19 outbreak. Wanting to assist struggling local

restaurants while supporting the tireless efforts of the frontline heroes in the local community, he mobilized the power of his peers to create the Front Yards 2 Front Lines (FY2FL) campaign. Under Deukmaji's leadership, his brokerage was able to fund two negative pressure rooms, which are about \$15,000 to setup and vital to continue the fight against COVID-19.

### **NVAR REALTOR® OF THE YEAR – CHRISTINE RICHARDSON, REALTOR®, WEICHERT, REALTORS®**



Christine Richardson, immediate past president of NVAR, has represented NVAR at the local, state and national levels. During

her NVAR presidency in 2019, one of her main objectives was to improve the professionalism of the industry in a fun and exciting way. She energized some of the most enthusiastic members to engage in peer-to-peer communication and become active in the community. This year, she was appointed to serve as chair of the NVAR Centennial Task Force, setting the future course of the association for the next 100 years.

### **NVAR AFFILIATE OF THE YEAR – HELEN KRAUSE, MARKETING DIRECTOR, NEW WORLD TITLE & ESCROW**



Helen Krause has been a member of NVAR for 13 years. She has served on NVAR's Young Professionals Network, Real Estate Finance &

Settlement Forum and the Realtor®-Builder Forum, for which she serves as 2020 Chair. She is a frequent attendee and instructor at NVAR events, classes and volunteer opportunities and is highly engaged with the association and community.

### **NVAR LEADERSHIP AWARD – MICHELLE DOHERTY, REALTOR®, RLAH**



Michelle Doherty is the 2020 chair of the NV/ RPAC Campaign and Convention Committees and past chair of the Young

Professionals Network Advisory Group. She was also one of Realtor® Magazine's 30 Under 30 Honorees for 2019 and is serving at the National Association of Realtors® (NAR) on the YPN Advisory Board and Member Policy & Board Jurisdiction Committee.

## ★ VIRGINIA REALTORS® AWARDS ★

### **VIRGINIA REALTOR® OF THE YEAR – CANDICE BOWER, EXECUTIVE VICE PRESIDENT/MANAGING BROKER, MCENEARNEY ASSOCIATES**



Candice Bower has worked in the real estate industry in Maine, Massachusetts, and Virginia for 37 years.

For decades, Bower has been actively involved in the Realtor® association at the local, state and national levels. Bower has served as the Federal Political Coordinator (FPC) to Senator Mark Warner since 2018 and has served on NAR committees since 2008. She was 2008 chair of the Dulles Area Association of Realtors® and their 2006 Realtor® of the Year. In 2006, Bower graduated from the Virginia Realtors® Leadership Academy and served on their Board of Directors from 2009-2015 and again in 2018. Bower has served as president of the Women's Council of Realtors® Northern Virginia Chapter and chairman of the Virginia State Certified Residential Specialist (CRS) Chapter in 2016. In 2018, she was appointed by the Governor of Virginia to a four-year term on the Virginia Real Estate Board (VREB). She was recently appointed as chairman to the VREB Education Committee.



# Commitment to Profession and Community

## THE ANN SWEARINGEN PROPERTY MANAGER OF THE YEAR – NICHOLAS LAGOS, ASSOCIATE BROKER, CENTURY 21 NEW MILLENNIUM



Nicholas Lagos, NVAR 2020 President, has owned and operated a large property management company since 1998. He has been

a managing broker since 1993 and a broker/owner of a Century 21 Franchise from 1998 to 2018 for sales. He then merged the company with a larger firm as he became more actively involved in association leadership. In addition to running a successful property management company for over 20 years, Lagos has displayed incredible leadership at the local, state and national levels. His leadership is matched by his commitment to volunteerism, including his work with Habitat for Humanity.

## THE VIRGINIA REALTORS® GOOD NEIGHBOR AWARD – SARAH MOORMAN, REALTOR®, SAMSON PROPERTIES



For the past two years, Sarah Moorman has been volunteering her time with Generosity Feeds, an initiative of the Replenish

Community Foundation, working to feed hungry children in every county across America so that all children may have the opportunity to thrive. In 2019, she led a volunteer event attended by nearly 400 people. Under Moorman's

leadership, the group created 20,000 meals, which were distributed directly to children living with food insecurity in the Fairfax County Public School System.

## THE VIRGINIA REALTORS® GOOD NEIGHBOR AWARD – LINDA WOLF, REALTOR®, KELLER WILLIAMS REALTY



Through working with military families as a Realtor®, Linda Wolf saw an unfulfilled need to help families with critically ill children.

She has dedicated countless hours and fundraising efforts to The Walter Reed Society and secured the first In-Bore System for the children's radiology unit. This system, at a cost of \$50,000 per installation, helps children cope with the experience of the MRI process by allowing them to watch a movie during the scan. She gained congressional support for the project, resulting in an honorary committee of six U.S. Senators. She is working to gain approval for the system to be installed in 100 military hospitals around the country, as well as several other projects.



## NAR AWARDS



## GOOD NEIGHBOR AWARD FINALIST – LINDA WOLF, REALTOR®, KELLER WILLIAMS REALTY

In addition to her VAR Good Neighbor Award achievement, Linda was recognized as a finalist for NAR's Good Neighbor Award and received honorable mention – resulting in a \$2,500 grant for her charity.

## 30 UNDER 30 – CASEY SUTHERLAND, PRINCIPLE BROKER, ROSEMONT REAL ESTATE



Casey Sutherland began his real estate career in 2013 working alongside his mother as the Sutherland Partners team. Quickly

developing a taste for leadership, Sutherland served on his office advisory board and as house captain for Rebuilding Together Alexandria – an organization that renovates houses in local neighborhoods for residents in need. In December 2019, Casey formed his own independent brokerage, Rosemont Real Estate LLC. In addition to completing NVAR's Leadership Institute, Sutherland has served on NVAR's Small Broker Advisory Group and Young Professionals Network Advisory Group. +



Kate O'Toole is the NVAR digital content manager & senior editor and staff liaison to the NVAR Awards & Recognitions Advisory Group.

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# Before You File

## IS THE FIGHT WORTH THE STRESS?

By Matthew L. Troiani, Esq. and Daniel B. Harris, Esq.

### AMERICANS ARE A LITIGIOUS PEOPLE.

According to the National Center for State Courts, State Court Caseload Digest (2018), the United States saw 16.4 million new civil cases filed in 2018. Things are no different in the real estate industry. In the spirit of Realtor® wellness, this article reminds Realtors® to regularly ask themselves, and their clients, a simple question – “*Is this worth fighting over?*”


Professionalism is about cooperation, communication and advocacy for what is truly in the clients’ best interests. While Realtors® have a duty to advocate for their clients’ best interests, zealous advocacy doesn’t mean that every slight, offence or violation must be countered with hostility. Professionals can often resolve their differences through negotiation and compromise. Nitpicking over minute details

on a home inspection report or taking another agent to task over delays usually doesn’t help either party. It sows animosity in what can otherwise be a happy occasion – accomplishing your clients’ goals of buying or selling a home!

Realtors® are problem-solvers at their core and can preempt most contractual disputes by understanding the contract and managing their own clients’ expectations. The NVAR Residential Sales Contract and Lease are legally binding contracts and breaching them can lead to severe financial consequences. However, when contractual disputes arise, remember to be the voice of reason for your client; a “fight to the death” over a \$50 light fixture is rarely worth the time and stress.

Ultimately, it is your job to provide professional counsel and guidance to your

clients, not to decide for them when to draw a line or determine their priorities. If a dispute arises, have a frank discussion about their options and what matters most to them – then collaboratively craft a plan to achieve their goals in a manner consistent with the parties’ contractual obligations and your ethical responsibilities.

The effects of stress can take a physical and mental toll on our bodies. The next time you, or your client, are faced with a dispute, remember to ask – “Is this worth fighting over?” It may just save everyone’s physical and emotional well-being! 



Daniel B. Harris, Esq. is the NVAR staff attorney.



Matthew L. Troiani, Esq. is the NVAR vice president of professional development and chief counsel.

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# Thank you to our 2020 NV/RPAC Investors

Thank You to the 2020 NV/RPAC Campaign Committee Chair Michelle Doherty

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## Golden R (\$5,000)



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Christine Richardson<sup>PC</sup>



Tom Stevens<sup>PC, HOF</sup>



Dallison Veach<sup>PC</sup>

## Crystal R (\$2,500)



Bob Adamson



Mary Ann Burstein



Mary Beth Coya



Heather Embrey



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Nicholas Lagos<sup>PC</sup>



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Shane McCullar<sup>HOF</sup>



D. Peter Nguyen\*



Jim Stakem



Derrick Swaak



Mariah Unruh

**HOF** = RPAC Hall of Fame

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**\***Pledged Investment



## Sterling R (\$1,000)



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Peter Bixby



Mary Bowen<sup>PC</sup>



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*Thanks to all who invested  
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# Thank you to our 2020 NV/RPAC INVESTORS

\*List as of October 8, 2020

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EXTENT/NATURE OF CIRCULATION		AVERAGE NO. OF COPIES EACH ISSUE DURING PRECEDING 12 MONTHS	NO. OF COPIES OF SINGLE ISSUE NEAREST TO FILING DATE
<b>Total Number of Copies</b>		<b>12,534</b>	<b>12,683</b>
Paid Circulation	Outside County	12,365	12,584
	Inside County	0	0
	Outside Mail (Dealers, Counter Sales, Street Vendors, etc.)	0	0
	Other Mail Classes via USPS	0	0
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Free or Nominal Rate Distribution	Outside county	0	0
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	Other Mail Classes via USPS	20	20
	Outside Mail	100	70
	<b>Total Free or Nominal Rate Distribution</b>	<b>120</b>	<b>90</b>
Total Distribution		12,485	12,674
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Signed – September 29, 2020

Ann Gutkin, RE+VIEW Editor-in-Chief +

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# Online and Virtual “Live” Auction Hits Record Mark


By Josh Veverka

THIS YEAR HAS BEEN CHALLENGING for fundraising efforts of all types, but a change in the way bidding was conducted at the NV/RPAC Silent Auction four years ago led to a seamless transition to a fully online event in 2020. The move to online bidding paid dividends as NV/RPAC was propelled to all-time highs in number of bids and total dollars raised.

Nearly 100 participants logged over 580 individual bids during this year’s three-week event and raised over \$25,000 to support the real estate industry and NV/RPAC!

This record setting effort was aided by the first-ever virtual “live” auction, where NVAR volunteer leaders Nicholas Lagos, President; Christine Richardson, Immediate Past President; and Mary Bowen, NV/RPAC Campaign Vice Chair

hosted a fast-paced 30-minute home shopping-style session. The live auction featured four unique items, each up for bid for just 5 minutes, and raised \$2,600.

Whether in-person or fully online, the auction remains a key fundraising tool as part of NV/RPAC efforts to defend the business of buying and selling real estate from legislative and regulatory threats. If you missed out on the auction, there is still time to make your 2020 RPAC investment. The deadline to contribute for recognition as a Major Investor (\$1,000 or more) is Friday, December 11, with the 2020 RPAC year officially closing on Thursday, December 31. Visit [NVAR.com/rpac](http://NVAR.com/rpac) to invest today. 



Josh Veverka is the NVAR government affairs director.

Thank you to our 2020 auction item donors and campaign volunteers for helping to make the auction a huge success.

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# Coffee with the Congressman

By Mary Beth Coya

**PRIOR TO THE ANNUAL POLITICS & PANCAKES BREAKFAST** at NVAR's virtual convention, NV/RPAC Major Investors were invited to have "coffee" with Congressman Gerry Connolly.

Major Investors normally attend the breakfast free of charge, but this year they were also treated to a \$5 Starbucks gift certificate emailed in advance

with the opportunity to have a candid and exclusive conversation with the Congressman.

Connolly spoke about Congressional measures being considered to help with ramifications of the pandemic. He detailed actions needed to assist individuals and businesses to get the economy going again. High on the Realtor® agenda is Rent and



NV/RPAC Trustees Chair Kathy Kratovil hosts the conversation with Congressman Gerry Connolly.

Mortgage Relief, and Connolly pledged to do all he can to get legislation passed on this issue. +



Mary Beth Coya is the NVAR senior vice president for public & government affairs.

# Politics without the Pancakes

DAVID WASSERMAN VIRTUALLY DELIVERS 2020 ELECTION YEAR ANALYSIS

By Josh Veverka

Editor's note: at the time of this writing, the presidential election had yet to take place.

**MORE THAN 180 REALTORS®** and elected officials joined NVAR for the annual Politics & Pancakes Breakfast at the 2020 NVAR Virtual Convention and Trade Show. As always, this signature event delivered entertaining and timely political analysis, but what we were missing was the networking, camaraderie, and yes – the pancakes.

David Wasserman, U.S. House editor and senior election analyst for the non-partisan Cook Political Report, discussed how the Supreme Court nomination fight will impact the election, how the President is currently polling on his handling of the pandemic, race relations and the economy, and how America is divided by a culture gap.



David Wasserman illustrates the country's culture gap through an analogy of Cracker Barrel vs Whole Foods oriented counties.

"Americans, more than ever before, have chosen to live in places where the vast majority of their friends and neighbors agree with their political values. This polarization has basically torn the country apart. When candidates for office these days are saying they want to bring the country together, we have a country that doesn't really want to coexist with the other side," said Wasserman. Wasserman also hit on the pandemic's implications for voting in 2020. According to Wasserman, several issues could impact the vote and lead to lengthy legal challenges: confusion on Election Day caused by closed or moved polling places and the high turnover of poll workers; potential postal delays and voter error impacting the large spike of mail-in ballots; a lack of state uniformity on mail-in ballot rules; and long counting delays resulting in fraud allegations. All of this leads to the conclusion that the winner on election night may not actually be the next President of the United States, which we may not know until weeks following the election.

Finally, Wasserman tried to predict the outcome of the election, which was still 40 days away.

"There are a lot of things for Joe Biden to like in today's polls and I have little doubt he would win if the election were held today," said Wasserman. But Wasserman noted there were still four ways that the President could come back in the lead-up to the election. Those factors include normalizing COVID-19 life and making a breakthrough on a vaccine; hurting Joe Biden's image and attacking him from the right and left; continuing in-person campaign efforts to combat the huge Democrat advantage in money and ads; and taking advantage of the geographic divide of support and winning the electoral college. If President Trump capitalized on a combination of these efforts, Wasserman indicated that Trump could pull out another win in the 2020 race for the Presidency.

If you missed this year's Politics & Pancakes Breakfast, please plan to join us next year – hopefully in-person and with pancakes – for this signature annual event. +



Josh Veverka is the NVAR government affairs director.



# Beyond Boundaries: Regional Economic Development

"INNOVATION LIVES HERE – NORTHERN VIRGINIA"

By Mary Beth Coya



**ATTENDEES AT THE NVAR VIRTUAL CONVENTION** and Trade Show were treated to an informative panel on Thursday, September 24 discussing the Northern Virginia Economic Development Alliance and their efforts to bring business to the region.

The first of its kind in Northern Virginia, the Alliance was formed just over one year ago after several localities worked to bring Amazon's east coast headquarters to Arlington, Va. After collaborating on the project, a few jurisdictions realized the benefits of a joint effort to transform economic development across the region.

Nine localities comprise the Alliance – The City of Alexandria, Arlington County, The Town of Falls Church, Fairfax City, Fairfax County, Fauquier County, Loudoun County, City of Manassas and Manassas Park.

According to the panel, working together builds on the strengths of each locality and offers companies connections to 2 million people

and 1 million workers. Economic development is increasingly competitive, and Northern Virginia has significant advantages over many areas.

"A win for the region is a win for all of us," said Stephanie Landrum, president and CEO of the Alexandria Economic Development Partnership.

Economic development not only brings businesses to the region but also creates a domino effect on home sales. Most people don't live where they work, so surrounding jurisdictions see additional real estate sales even if the company does not locate there directly.

According to Victor Hoskins, president and CEO of the Fairfax County Economic Development Authority, "Companies don't see borders; they see problem solving. If we can solve their problems, they will come."

"Relationships and timing matter," added Buddy Rizer, executive director of the Loudoun County Department of

Economic Development. "It's getting the right people in place who see how partnerships come together."

David Howell, panel moderator and executive vice president and CIO for McEneaney Associates, noted that Realtors® are in the relationship business and, in the same vein as the Alliance, depend on cooperation. No one comes to the table with everything, he said.

In creating the pitch for Amazon, the economic development agencies considered unique characteristics that make Northern Virginia different. Innovation stood out – eventually becoming the brand used in marketing: "Innovation Lives Here." The region is home to the federal government, major universities, politics, international airports, inner cities, open space, a highly educated workforce and a huge number of tech degrees. The Alliance can take advantage of collective strengths in a way that each jurisdiction could never do alone.

Asked about the effect of COVID-19, the panel agreed that with so much existing momentum in place, the development pipeline hasn't been slowed by the virus. Perhaps there will be a dip in 12 to 18 months, Hoskins speculated, but the impact is yet to be seen.

"The development of real estate happens over long term," Landrum said. "What we're seeing is no wavering at all to build new commercial space, residential space. That mid- to long- term outlook is really strong, so that's what makes us excited about getting out of bed."

Landrum explained that we don't know what the demand for office space

*Regional Development continued on page 38*

continued from page 37

“We count on Realtors® to take this NOVA message and help us bring people here. Certainly people move because of jobs, but people also move because of housing stock and quality of life. Nobody tells that story better than Realtors®.” – Stephanie Landrum, president and CEO , Alexandria Economic Development Partnership

will be as people reconsider their needs. The panel agreed there is opportunity to convert office buildings to residential, and these projects have been breaking sales records. Retail, and especially malls, provide good sites for redevelopment. Many are also being considered as “last mile” delivery hubs.

The future requires a re-envisioning of how to use retail, office and other commercial assets in a different way, Rizer noted. “Data centers are on steroids in Loudoun and Prince William,” said Rizer, adding that they bring great revenue and growth to those and the surrounding counties. He explained that with Metro expansion, Fairfax and Loudoun will be able to build a product for the future. Hoskins noted that construction has not slowed down as counties have continued with virtual permitting.

According to Landrum, Amazon is also performing well in spite of the pandemic – with even more significant growth, employees hired and investments in real estate.

Landrum closed the program by emphasizing the importance of Northern Virginia Realtors® to the overall success of the region.

“Realtors® are maybe our best ambassadors,” she said. “We count on Realtors® to take this NOVA message and help us bring people here. Certainly people move because of jobs, but people also move because of housing stock and quality of life. Nobody tells that story better than Realtors®.” +



Mary Beth Coya is the NVAR senior vice president for public & government affairs.



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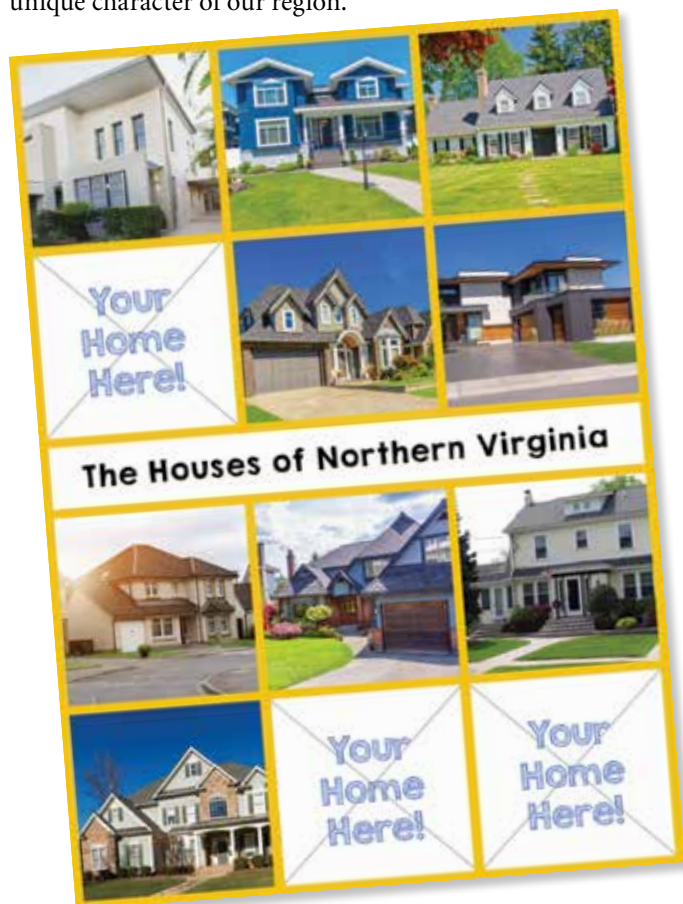
# Homes of Northern Virginia

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Finding the right home is a significant factor for people considering a move to a new area. As the trusted local advisors when it comes to real estate, Realtors® play a key role in that decision-making process. Working in collaboration with our region's business and economic development organizations, NVAR members are best positioned to highlight Northern Virginia's housing options to prospective talent for our region's thriving business community.

The Homes of Northern Virginia Photo Contest gives you the opportunity to share an original photo that demonstrates the unique character of our region.



## ENTER FOR THE CHANCE TO WIN A \$100 AMAZON GIFT CARD!

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1. Take an **original high-resolution exterior photo** of a house in Northern Virginia – it could even be your own! You must have ownership rights to the photo.
2. Email the photo to [webmaster@nvar.com](mailto:webmaster@nvar.com) with "Photo Contest" in the subject line.
3. Contest is open to NVAR members. Limit 5 photos per member. Each photo entry provides an additional chance to win.

Photo submissions may be featured in promotional materials to showcase Northern Virginia as a place to live, work and play – helping to bring businesses and homebuyers to our communities. +



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# NVAR Region 5-Year Look-Back: September Data



Thank you to  
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Access current and historical market data at [NVAR.com/stats](https://nvar.com/stats) and [getsmartcharts.com](https://getsmartcharts.com)

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# Placemaking for Social Distance and Bringing People Together

(WHEN IT IS SAFE TO DO SO)

By Josh Veverka

WHAT STARTED OUT AS A PUSH to provide a temporary outdoor dining space for the community to support local restaurants during the pandemic will soon become the latest “parklet” in Fairfax County, thanks in part to a Realtor® Placemaking Grant.

As Fairfax County prepared to move into phase one of the Commonwealth’s business reopening plan in the spring and summer, NVAR Government Affairs staff reached out to Fairfax County Chairman Jeff McKay to identify ways that Realtors® could help businesses in the area. The initial idea was to create a public space, allowable under the County’s proposed temporary outdoor dining permit, that

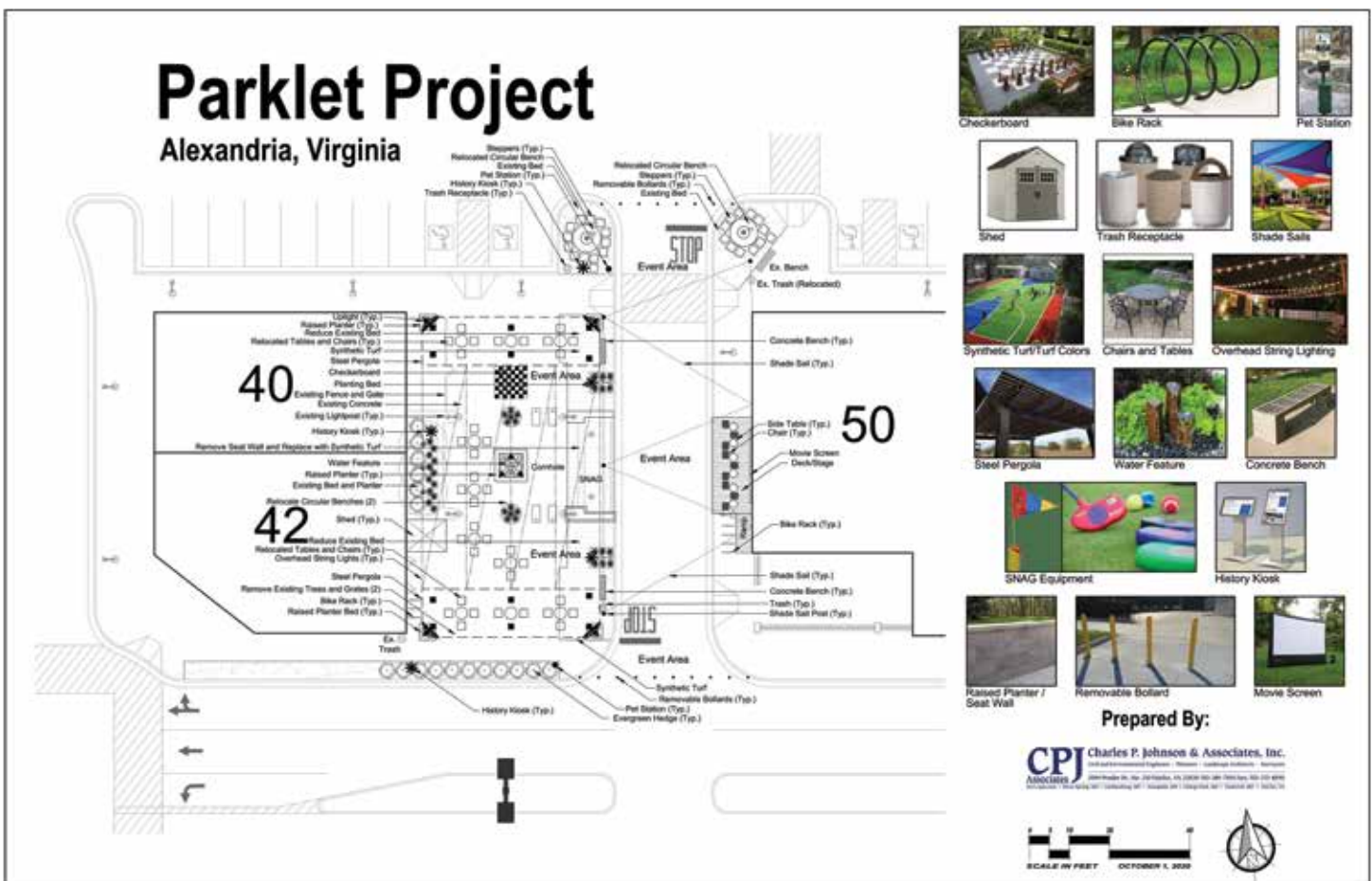
could support several businesses that may not have access to individual physically distant, outdoor dining areas.

As the idea evolved, talks shifted to a more permanent facility intended to reactivate an existing space and provide much needed life to an area in the southern part of Fairfax County. In partnership with the Southeast Fairfax Development Corporation (SFDC), NVAR is helping to create this new public space inside the Mount Vernon Plaza off Richmond Highway with plans to open in November. Featuring outdoor dining, family games and activities, landscaping, historical markers, art and a future event space, this mini park is sure to be a draw for area residents.

Through the help of a Placemaking Grant provided by the National Association of Realtors® (NAR), an existing but little-used outdoor dining space will be converted into an active community destination. NAR’s Placemaking program provides financial assistance to help Realtor® Associations and their members become engaged in placemaking in their communities. If you have ideas for future placemaking projects, please contact NVAR Government Affairs at govaffairs@nvar.com. +



Josh Veverka is the NVAR government affairs director.



# Effective and Ethical Advertising

## WHAT REALTORS® NEED TO KNOW

By Stevie Fisher and Daniel B. Harris, Esq.



**IN A COMPETITIVE MARKET,** effective advertising can make all the difference. However, not all “effective” advertisements are legal or ethical. Here are questions and hypotheticals to consider when crafting your next marketing campaign.

**Q.** What is “advertising” and what should I know before advertising identifiable property?

**A.** In addition to the Code of Ethics, Realtors® advertising in Virginia are also subject to the Virginia Real Estate Board (VREB) advertising regulations. These rules are intended to protect consumers, and they set the minimum disclosures that must appear in advertising. The disclosures vary depending on the type of advertisement.

According to 18VAC135-20-190, “Advertising” means all forms of representation, promotion and solicitation disseminated in any manner and by any means of communication to consumers for any purpose related to licensed real estate activity.” The definition is broad. In practice, advertising includes printed materials, billboards, signs, business cards, email and even social media posts.

There are several important rules that apply to all advertisements:

First, all advertising must be under the direct supervision of the principal/supervising broker (18VAC135-20-190). Brokers are free to add additional requirements over and above those set by the regulations.

Licensees may not advertise identifiable property without the express, written consent of the seller/landlord (18VAC135-20-190) and such advertisements should not knowingly contain any material misrepresentations (18VAC135-20-300(9)). Similarly, Article 12 of the Code of Ethics states that “Realtors® shall be honest and truthful in their real estate communications and shall present a true picture in their advertising, marketing, and other representations.”

Regardless of the medium, VREB regulation 18VAC135-20-190 (and Article 12 of the Code of Ethics) requires all advertising to include the firm’s licensed name. This information must be “clearly and legibly displayed (“reasonable and readily apparent” under the Code of Ethics).

Finally, if a licensee has an ownership interest in the property, they must disclose in the advertisement their status as a real estate licensee (18VAC135-20-190(E)(2)) and, prior to signing any contract, the nature of any interest in the property (Article 4, Code of Ethics).

**Q.** What disclosures must appear in my electronic advertising?

**A.** Electronic advertising can take many forms. In short, “Electronic Media Advertising” includes any advertising conducted online and not in print.

Electronic advertisements must include (i) the licensee’s name, (ii) the licensee’s affiliated firm name; and (iii) the city and state in which the licensee’s place of business is located. In addition, the Code of Ethics requires (iv) state(s) of licensure in all electronic advertisements and firm websites.

This information must be “viewable on the main page or no more than one click away from the main page” (18VAC135-20-190). “Viewable page” means a page that may or may not scroll beyond the borders of the screen and includes the use of framed pages. The content of the electronic advertisement, including the property description and the listing status, must be kept current and consistent (18VAC135-20-190(C)(3)).

**Q.** How do these requirements apply to social media?

**A.** Under Virginia law and the Code of Ethics, the term “website” generally includes social media. Like the VREB regulations, the National Association of Realtors® has adopted a policy whereby the required information and disclosures can be no more than “one click away” from the social media or website post. For example, a social media posting may include a link to a listing or to a Realtor’s® website. If the required information is included on the linked page, the Realtor® may be in compliance.

If the website has an “About” page with this information that can be accessed from any other page on the website, the Realtor® may be in compliance. However, the Code of



Ethics still requires that this information be readily apparent. Therefore, one should not have to click to a second page, scroll through several screens, or actively search through small font for the required information.

Some suggested best practices include:

- (1) Include the required information in your profile or "About Me" section.
- (2) Include the information in the banner or footer of your website so that it is present on every page within the site.
- (3) Always review hyperlinks in your postings to ensure that the required information is included on the linked page.

Q.

I have two separate pages for Facebook — one for personal use and one for professional use and marketing. Do I have to include all of the required disclosures and information on my personal page?

A.

It is a good idea to include the information required under the Code of Ethics and Virginia law on your personal page, or have a link to the required information. You never take off your Realtor® "hat," even in your personal life. It is possible that some of your friends on your personal page are also professional contacts and colleagues. If you like or link to real estate-related articles, listings or advertisements on your personal page, it could be interpreted as real estate advertising or solicitations that would require disclosure. Including the required information will reduce the risk of violating the Code of Ethics or Virginia law if you inadvertently post about a real estate related matter.

Q.

What disclosures must appear in non-electronic advertising?

A.

For all other forms of advertising, the minimum required disclosures vary depending on the medium:

- (1) Business Cards: (i) the licensee's name (ii) firm's licensed name and (iii) licensee's phone number or web address.
- (2) For-Sale/Lease signs:
  - a. On the property, (i) the firm name and (2) primary branch office phone number;

- b. Signs off the property need only contain the firm name. In either event, the information must be clear and legible (VREB) and displayed in a readily apparent manner (Code of Ethics).

- (3) All other print advertisements: (i) licensee's name and (ii) the firm's licensed name.

As stated above, the broker may require additional content/disclosures in the advertisement.

Q.

What Fair Housing Considerations should I be aware of?

A.

Article 12, Standard of Practice (SOP) 3 states that Realtors® shall not "print, display or circulate any statement or advertisement with respect to selling or renting of a property that indicates any preference, limitations or discrimination based on race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity." A similar rule appears in the Virginia Fair Housing Law (§ 36-96.3(A)(3)).

Bottom line: do not express, directly or indirectly, any preference for, or bias against any person based on a protected class.

Q.

I'm a member of the "XYZ Team." Do I still need to include my brokerage information in my advertising, or is stating my team affiliation sufficient?

A.

The Code of Ethics (Article 12, SOP 5) is clear — "Realtors® shall not advertise nor permit any person employed by or affiliated with them to advertise real estate services or listed property in any medium without disclosing the name of that Realtor's® firm in a reasonable and readily apparent manner..." In short, your team name does not satisfy this requirement.

SOP 12-5 provides a clear supervision requirement and it is important for brokers to be diligent in ensuring all advertising includes the brokerage name. Article 12 falls under "duties to the public," so it is important that agents and brokers are doing their part to ensure that the best and most accurate information is being shared with the general public.



Q.

I'm the listing agent for a property that was previously listed by another company. My client said that they are ok with reusing photos from the previous listing. Is there anything else I need to do?

A.

In 2020, NVAR has seen an uptick in complaints (both formal and informal) relating to Realtors® using photos owned by other Realtors®. Article 12, SOP 10 says that Realtors® are prohibited from "presenting content developed by others without either attribution or without permission..." If it was not your client that developed the photos, you need to secure permission from the developer.

Q.

Another Realtor® called me to say that my website is in violation of the Code of Ethics because I have not stated where I am licensed to practice real estate. My website clearly states that I serve Arlington County – what am I missing?

A.

The Code of Ethics (Article 12, SOP 9) states, "Websites of Realtors®... affiliated with a Realtor® firm shall disclose the firm's name and that Realtor's®... state(s) of licensure in a reasonable and readily apparent manner." A Realtor® stating their service area or where their office is located on their website is not satisfying this requirement. The best practice? Clearly state, "Licensed in: <insert applicable states here>". This information is important to members of the public when they are seeking to hire a new Realtor®.

Q.

My clients are very interested in a property that has had a "coming soon" sign posted in the yard for more than 30 days. The sign was posted by a Realtor®. At what point is this a violation of the Code of Ethics?

A.

"Coming soon" is an MLS-defined term and not defined by the Code of Ethics. Therefore, the Code of Ethics does not address the specific number of days a property can be listed as "coming soon." According to the Bright MLS Rules and Regulations, listings are limited to 21 days in the coming soon status, except for new construction, condo conversions and major renovations for which there is no occupancy (e.g. no active certificate of occupancy).

However, Article 12 says, "Realtors® shall be honest and truthful in their real estate communications and shall present a true picture in their advertising, marketing, and other representations." In this situation, at what point does "coming soon" fail to present a true picture? Depending on other factors, a hearing panel may determine that this listing agent failed to present a true picture by advertising the property as "coming soon" for an extended period of time in excess of the MLS rules. +

As always, members with specific questions are encouraged to contact the NVAR Legal Hotline at [NVAR.com/legalhotline](http://NVAR.com/legalhotline).



Daniel B. Harris, Esq. is the NVAR staff attorney.



Stevie Fisher is the NVAR associate director of professional services.

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## Your First Year

### POST-LICENSING EDUCATION (PL)

#### New Member Orientation

9 am - 10:30 am November 5  
November 18  
December 1  
December 15

#### Agency Law

9 am - 12 pm November 2

#### Ethics

1 - 4 pm November 2

#### Contract Writing

9 am - 4 pm November 3

#### Real Estate Law & Board Regulations

9 am - 4 pm November 4

#### Financing Options for Residential, Commercial and Land

10 am - 12 pm November 9

#### Risk Management

9 am - 12 pm November 16

#### Escrows and Protecting Other People's Money

1 - 4 pm November 16

#### Fair Housing

10 am - 12 pm November 17

#### Current Industry and Trends

1 pm - 3 pm November 17

## Maintaining Your License Taking It Further

### CONTINUING EDUCATION (CE)

#### CE: 16-hour Course (Day 1)

8:45 am - 4:45 pm November 13 (Part 1)  
November 14 (Part 2)  
December 4 (Part 1)  
December 5 (Part 2)

#### CE: 16-hour Course (Day 2)

8:45 am - 4:45 pm November 20 (Part 1)  
November 21 (Part 2)  
December 11 (Part 1)  
December 12 (Part 2)

#### CE: 8-hour Mandated Course

8:45 am - 4:45 pm November 17  
December 15

#### CE Elective: Detection & Prevention of Contract Fraud

8:45 am - 4:45 pm November 19

#### CE Elective: Agency & Disclosure Under VA Agency Law

1 pm - 4:45 pm November 19

#### CE Elective: New Rules of Real Estate Finance

8:45 am - 12:25 pm December 16

#### CE Elective: Basements, Foundations & Crawl Space Issues

1 - 4:45 pm December 16

### DC CE

#### DC Fair Housing

9 am - 12:15 pm November 10

#### DC Legislative Update

1 pm - 4:15 pm November 10

### MARYLAND CE

#### MD Fair Housing

10:30 am - 12 pm November 23

#### MD Code of Ethics and Predatory Lending

12:30 pm - 3:30 pm November 23

### BROKER CE

#### 4hr Broker CE: Brokerage Risk, Liability & Supervision

8:45 am - 12:25 pm November 18  
December 9

#### 4hr Broker CE: Production Agents & Profitable Offices

1 - 4:45 pm November 18  
December 9

### ADDITIONAL OFFERINGS

#### GRI 502: Sales Contracts

9 am - 4 pm November 12

#### Realtor® 007: Don't Be a Secret Agent

1:30 pm - 4:30 pm November 12  
December 2

#### VHDA Real Estate Professional Training

10 am - 12 pm December 2

## Bright MLS

\*Registration through Bright MLS

### BRIGHT MLS

#### Homesnap Pro

10 am - 11:30 am November 9

#### Managing Listings and Sellers

12:30 pm - 2 pm November 9

#### Bright MLS Orientation

10:30 am - 11:30 am November 23  
December 14

#### Intro to Bright MLS

12:30 pm - 2 pm November 23  
December 14

#### Making the Most of Remine Pro

10 am - 11:30 am December 7

#### CMAs - Setting the Right Price

12:30 - 2 pm December 7

The Business Management icon represents all the courses you need to earn and maintain your license as required by DPOR. The Client Presentation icon highlights Bright MLS courses that hone your Multiple Listing Service expertise. The Personal Success icon showcases classes that take you above and beyond to achieve certifications, designations, and other specialized training. Check out more resources at [NVAR.com/ShopRealtor](https://nvar.com/ShopRealtor).

## PROFESSIONAL SERVICES

### 1031 EXCHANGE

Realty Exchange Corporation..... William Horan ..... 703-754-9411

### COMMISSION ADVANCE

Commission Express ..... John Stedman ..... 703-560-5500

### FINANCIAL

1st Preference Mortgage..... Steve Stratos ..... 703-858-4558  
 Caliber Home Loans..... Christopher Miller ..... 703-599-3504  
 Citizens One Home Loans..... Daniel Aminoff ..... 703-245-3477  
 Citizens One Home Loans..... Katie Wayne..... 703-245-3465  
 Concierge Mortgage LLC..... Amare Merz..... 410-771-3800  
 CrossCountry Mortgage..... Scott Davis..... 703-209-3138  
 Embrace Home Loans, Inc..... Shawn Barsness..... 828-506-0487  
 Embrace Home Loans, Inc..... Victoria Kiser ..... 703-328-7238  
 Embrace Home Loans, Inc..... Mariana Montalvo ..... 800-333-3004  
 Embrace Home Loans, Inc..... Paul Stivers ..... 800-333-3004  
 Fairfax Lending..... Pawan Gupta ..... 703-349-0363  
 Fairway Independent Mortgage Corporation..... Rob Heltzel ..... 703-368-9248  
 Fairway Independent Mortgage Corporation..... Kelly Katalinas..... 703-868-9103  
 Fairway Independent Mortgage Corporation..... Nicole Wilkes..... 571-261-3462  
 First Savings Mortgage..... JD Teitelman..... 703-564-1746  
 George Mason Mortgage LLC..... Kirk Curran..... 703-273-2600  
 George Mason Mortgage LLC..... Brian Kempf..... 703-802-5398  
 George Mason Mortgage LLC..... Andrew Siddon..... 703-980-9815  
 George Mason Mortgage LLC..... Holly Silas..... 703-259-0835  
 Guaranteed Rate..... Christian Hartung..... 703-659-1903  
 Intercoastal Mortgage Co..... Alex Norcini..... 571-298-8166  
 Langley Mortgage..... Tammy Gelles..... 757-224-4792  
 Member Advantage Mortgage..... John Springer..... 703-236-7625  
 Merscope Holdings, Inc..... Laurinda Clemente..... 703-328-4080  
 Movement Mortgage..... Stacey Barowich..... 703-629-8678  
 MVB Mortgage..... Lyn Gundogdu..... 703-254-8080  
 MVB Mortgage..... William Kinberg..... 202-669-0600  
 Planet Home Lending..... Jean Allen..... 571-275-9310  
 Prime Lending..... Doug Enger..... 571-442-5193  
 Prime Lending..... Samuel Hogan..... 540-478-5803  
 Revolutionary Mortgage Company..... N. Tyndale Cobb II..... 301-620-0220  
 Revolutionary Mortgage Company..... Smith Cobb III..... 301-620-0220  
 Sandy Spring Bank..... Michael Eastman..... 571-327-2145  
 Southern Trust Mortgage..... Michael McNamara..... 443-864-1150  
 TD Bank..... Richard Eul..... 703-967-8845  
 The Federal Savings Bank..... Sonal Gupta..... 703-996-4364  
 U.S. Bank..... Kevin Darcey..... 703-624-7618  
 USA Loans..... Paula Cano..... 571-244-7956  
 Valley National Bank Residential Mortgage..... Stan Schnippel..... 703-615-7373  
 VHDA..... Dan Kern..... 804-343-5992  
 VHDA..... Toni Ostrowski..... 800-227-8432  
 VHDA..... Michael Urban..... 804-343-5583  
 VHDA..... Regina Pinkney..... 804-343-5748  
 Wells Fargo Home Mortgage..... Kelley May..... 703-442-5320  
 Wells Fargo Private Mortgage..... Clarry Ellis..... 703-969-3648  
 Wells Fargo Private Mortgage..... Javier Gonzalez..... 571-283-9076  
 Wells Fargo Private Mortgage..... Amy O'Dell..... 703-969-6348  
 World Mortgage..... Patricia Kearns..... 703-249-0004

### INSURANCE SERVICES

State Farm..... Michael Blakeley..... 571-490-3772  
 Victor Schinnerer & Co., Inc..... Eric Myers..... 301-951-5495  
 Welch, Graham, & Ogden Insurance, Inc..... Bill Angle..... 703-530-1300

### LEGAL SERVICES

Beau Brincefield, Jr..... Beau Brincefield..... 703-549-4820  
 Dunlap, Bennett, & Ludwig PLLC..... George Hawkins..... 703-442-3890  
 Fairchild Law PLC..... Pamela Fairchild..... 571-271-4070  
 Fidelity National Law Group..... Michael Tompkins..... 703-245-0286  
 Fox & Moghul..... Terry Fox..... 571-295-4026  
 Friedlander, Friedlander & Earman PC..... Jerome Friedlander..... 703-893-9600  
 Joseph A. Cerroni, Esq..... Joseph Cerroni..... 703-941-3000  
 Law Office of Ann-Lewis Shaw..... Ann-Lewis Shaw..... 703-774-7626

Pesner Altmiller Melnick & DeMers PLC..... John Altmiller..... 703-506-9440  
 Pesner Altmiller Melnick & DeMers PLC..... Susan Pesner..... 703-506-9440  
 S & T Law Group..... Tola Dreifuss..... 703-997-0917  
 S & T Law Group..... Sarah Petcher..... 703-665-3584  
 S & T Law Group..... Mona Wilcox..... 703-574-7556  
 Shannon, Mullins, & Wright LLP..... Roy Shannon..... 571-620-1930  
 Shulman, Rogers, Gandal, Pordy & Ecker, P.A..... Marc Lipman..... 301-230-5200

### REAL ESTATE TRAINING/CONSULTING

BrokerWindow..... Anne Wydler..... 703-851-4589  
 Integrant, Inc..... Heber Garcia..... 703-272-8688  
 The CE Shop..... Patrick Neary..... 888-827-0777

### SETTLEMENT

Allied Title & Escrow..... Latane Meade..... 703-567-7933  
 Bayer & Kaufman LLP..... Mark Bayer..... 202-466-4747  
 BLG Title LLC..... Joshua Bushman..... 703-845-9070  
 Boston National Title..... Peppi Bolger..... 301-461-0789  
 Boston National Title..... Stuart Cudaback-Cox..... 703-672-5771  
 Boston National Title..... Jackie Kane..... 301-221-6616  
 Central Title & Escrow, Inc..... Jennifer Ploutis..... 703-658-1300  
 Champion Title & Settlements..... Jessica Youngs..... 703-385-4555  
 Classic Settlements..... Stephanie Brewer..... 301-921-2667  
 Classic Settlements..... Joe Detrick..... 301-921-2667  
 Classic Settlements..... Jonathan Levy..... 703-988-6015  
 Classic Settlements..... Andrea Martinez-Conte..... 703-988-6015  
 Cobalt Settlement LLC..... Jeff Nowak..... 703-646-1000  
 Community Title Network..... Myrna Keplinger..... 703-642-6002  
 Community Title Network..... Mike Ridgway..... 301-886-8777  
 Double Eagle Title..... Diann Burns..... 703-992-0880  
 Double Eagle Title..... Georgina Clough..... 703-992-0291  
 Double Eagle Title..... Barbara Rhodes..... 703-922-0880  
 Ekko Title LLC..... Mark Barrett..... 703-573-3556  
 Ekko Title LLC..... Todd Condon..... 703-537-0800  
 Ekko Title LLC..... E. Sheldon Leggett..... 703-481-6200  
 Ekko Title LLC..... Jon Lyon..... 888-821-3556  
 Ekko Title LLC..... Lisa Mitchell..... 703-448-3556  
 Ekko Title LLC..... Marcus Simon..... 703-821-3556  
 Ekko Title LLC..... Nana Yeboah..... 703-448-3556  
 Key Title..... Steven Sacks..... 703-817-2714  
 KVS Title LLC..... Andrew DiPaola..... 240-800-5020  
 KVS Title LLC..... Martin Stanton..... 301-605-1420  
 MBH Settlement Group L.C..... Shannon Doyle..... 703-277-6883  
 MBH Settlement Group L.C..... Donna Kamm..... 703-242-2860  
 MBH Settlement Group L.C..... Ryan Stuart..... 703-739-0100  
 MBH Settlement Group L.C..... Fred Westerlund..... 703-587-2423  
 MBH Settlement Group L.C..... Dan Withers..... 703-966-3968  
 MBH Settlement Group L.C..... Janna Wolff..... 703-123-4567  
 Metropolitan Title LLC..... Sonia Downard..... 703-753-9005  
 Monarch Title, Inc..... Cary Melnyk..... 703-852-1730  
 Monarch Title, Inc..... Erin Rauner..... 703-852-7700  
 National Settlement Services..... Loretta Colom..... 703-354-9677  
 New World Title & Escrow..... Helen Krause..... 703-691-4330  
 New World Title & Escrow..... Nicholas Viissides..... 703-691-4330  
 Provident Title & Escrow LLC..... John Richter..... 703-451-6600  
 Realty Title Services of Tysons..... Luisa White..... 703-790-1001  
 Republic Title, Inc..... Bob Malico..... 703-916-1800  
 Resource Title LLC..... Kristi Bick..... 410-262-1039  
 RGS Title LLC..... Nina Wolfe..... 703-655-3077  
 Stewart Title And Escrow, Inc..... Kamelia Sacks..... 703-352-2935  
 Strategic National Title Group..... Sanam Vivansia..... 703-637-9030  
 Titan Title..... Sara Rodriguez..... 703-865-4999  
 Universal Title..... Sarah Anderson..... 208-914-4667  
 Universal Title..... Carrie Mock..... 703-354-2100  
 Universal Title..... David Robertson..... 703-348-6533  
 Universal Title..... Kelly Satterwhite..... 877-645-8319  
 Vesta Settlements..... Keith Barrett..... 703-288-3333  
 Vesta Settlements..... Melissa Fones..... 571-236-3345  
 Vesta Settlements..... Nichole Jenkins..... 703-288-3333  
 Vesta Settlements..... Laurie Kauffman..... 703-314-6366  
 Vesta Settlements..... Scott Mozingo..... 703-318-9333

## MARKETING & TECHNOLOGY

### MARKETING/MEDIA

Changeover Media..... JJ Gagliardi..... 703-728-1230  
 My Marketing Matters..... Abby Lebowitz..... 301-590-9700  
 NVA Signs & Striping..... Brian Llewellyn..... 703-263-1940

### REAL ESTATE PHOTOGRAPHY

BTW images..... Brian Woods..... 703-340-6383  
 Exposure Photography..... Ashley Marks..... 703-899-4129  
 HDBros..... Bobby Cockerille..... 540-840-1388  
 Hommati..... Jim Kowalke..... 202-550-7932

### TECHNOLOGY SERVICES

Centralized Showing Service..... Robert Russell..... 866-949-4277  
 DotLoop..... Sarah Bittlinger..... 888-368-5667  
 HomeTech Services..... Yazan Jarrar..... 703-584-7729  
 Homevisit..... Dave O'Brien..... 703-953-3866  
 Lone Wolf Technologies..... Steve Mapes..... 800-668-8768  
 PunchList..... Brock Pardo..... 843-532-2755  
 Realtor.com..... Mike Leimiester..... 312-513-1918  
 Realtor.com..... Tricia Tough..... 800-878-4166  
 SentiLock LLC..... Dan Kinzie..... 513-644-1511  
 SentiLock LLC..... Stephen Vaughn..... 513-644-1708  
 TruPlace, Inc..... Colleen Smith..... 301-972-3201



Learn more about NVAR Room Rental Opportunities at [NVAR.com/RoomRental](http://NVAR.com/RoomRental)

Interested in becoming an NVAR Partner or Service Provider, or have a correction to this list? Visit [NVAR.com/services](http://NVAR.com/services) or email [info@nvar.com](mailto:info@nvar.com).



# PROPERTY SERVICES

## APPRAISAL

Able Appraisals LLC	Victoria Defreitas	434-327-6568
AD Brown Appraisals	Alan Brown	703-541-8212
Alan Lord and Associates, Inc.	Alan Lord	703-768-1964
Allen Appraisals	Charles Allen	540-664-1169
Amanda Rae Smith	Amanda Smith	703-895-4993
Anthony Appraisers	Michael Magnotti	703-319-0500
Appraisal Works, Inc.	Dennis Park	703-906-8258
AREAS Appraisers, Inc.	Cindy Coffman	703-866-6000
AREAS Appraisers, Inc.	Gilbert Rogers	703-866-6000
Barish & Associates of Fredericksburg	Stephen Barish	540-693-5373
BFM, Inc.	Robert Thompson	703-670-2586
Bird & Associates	Mark Bird	703-864-2093
Bruce W. Reyle and Company, Inc.	Michael Jackie	703-273-7375
Capitol Appraisal Service, Inc.	Richard Bowman	703-753-0099
CMS Appraisals, Inc.	Silvia Bennis	703-209-9123
Corelogic Platinum Valuation Solutions	Sonja McWilliams	301-385-2511
D&R Appraisal Services, Inc.	Dawn Blalock	540-751-2220
D.S. Kim Appraisal Services LLC	Dongsik Kim	443-540-9987
DCO Appraisal Services Inc	David Olynik	710-385-5388
Dickman & Associates	John Dickman	703-938-6633
Distinctive Homes Realty LLC	Michelle Gore	703-483-0345
dm Appraisal LLC	David Maeng	571-529-0534
ENL Appraisal Services	Surendra Patel	301-660-7365
F & F Appraisals	Jerry Fleming	703-963-1743
Forte Appraisal Service, Inc.	Anthony Forte	703-542-6124
Fortune Appraisal Service, Inc.	Wanda Graham	571-449-6136
Gallop Appraisals, Inc.	Areej Rasheed	703-980-4212
Gee Appraisers, Inc.	Robert Gumbrevicz	703-313-6870
Hartmann Group	Lynette Hartmann	571-333-0356
Heiner Appraisal, Inc.	Despina Gellios	703-754-6110
Home Appraisers	Thomas Runion	703-471-8950
Homestar Real Estate Services	Daniel Gartrell	571-261-3367
Hundley and Associates	Julie Lawrence	703-203-7767
Inman Appraisal Services, Inc.	Scott Inman	703-866-3793
JDC Appraisals	Jeff Cunningham	301-438-3300
Kandhall Appraisal Services LLC	David Hall	571-455-2622
Karas, Inc.	Melissa Jones	703-729-8778
Kinder Appraisal Services	Jill Kinder	703-268-0756
Marcia Novak & Associates LLC	Marcia Novak	703-585-2615
Martin Cho	Martin Cho	703-795-5723
Metro Appraisal Services	Stephen McArdle	703-644-7772
Monir Moshashaie	Monir Moshashaie	703-255-6451
Murray Appraisal Services	Tom Murray	703-673-6054
NVA Appraisal LLC	Jeffrey Kidwell	703-968-7000
NVA Appraisal LLC	John Chapman	703-477-3178
Omni Appraisal Services	Nathalie Palmer	703-929-3948
Omni Appraisal Services	Teresa Gilg	703-618-7265
Pemberley Appraisal	Amanullah Chaudhary	571-437-4530
Premier Appraisal Services, Inc.	Preston Hummer	703-929-0857
Real Estate Appraisals 4 You	Diane Richard	571-235-3049
Renner, Hansborough & Reese, Inc.	Jan Symons	301-258-8181
Residential Appraisal Group, Inc.	Dale Goodson	703-777-7033
Residential Value Services	Daniel Swinney	703-801-9728
REX Appraisal Services	Esther Omorodion	703-468-1123
RH Real Estate Appraising	Richard Hayes	703-731-5040
Riverpoint Appraisals	Robert Riddell	571-333-3747
RSG Commercial, Inc.	James Ruffner	703-273-9106
Sandra A. Le Blanc	Sandra LeBlanc	301-261-5199
Stewart Jarrett Real Estate Appraisal and Consulting	Stewart Jarrett	703-212-0479
Suburban Appraisers & Consultants	James Loizou	703-591-4200
Tech Appraisal Group LLC	Amy Switzer	703-631-1111
The Robert Paul Jones Company	W. Scott Gudely	703-385-8556
Walker Valuation Services	Dan Mori	703-933-2010
Washington Appraisal Group, Inc.	David Shin	703-969-9499
William C. Harvey & Associates	Richard Olsen	703-450-6644
Zeena Deeb	Zeena Deeb	703-964-7473

## CARPET/FLOORING

Liberty Carpet One	Mark Bisbee	703-691-1616
Looneys Tile & Grout Restoration	Martha Looney	703-999-1933

## CONSTRUCTION SERVICES/ NEW HOME BUILDERS

Alair Homes	Chad Hackmann	703-409-1280
KBF By Audi Contractors	Michael Ghanem	703-777-9474
Toll Brothers	Jill Dail	703-346-1961

## ENERGY

Dominion Energy	Katie Taylor	804-205-0769
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## ENGINEERING SERVICES

Deska Services	Jim Maloney	703-457-6540
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## ENVIRONMENTAL & MOLD SERVICES

AART, Inc.	Christine Sleight Popeck	703-425-2822
Accurate Radon Testing	Alexandra Bukowski	703-242-3600
Capital Environmental Testing LLC	Todd Hix	202-257-9291
DMV Radon Testing	Tasha Forshee	703-302-9338
Dominion Environmental Testing LLC	Rex Brouillard	703-496-3799
Guardian Radon	Terry Strange	703-425-7001
Madison Taylor Services, Inc.	John Taylor	877-932-7177
Radon Defense	Nicholas DeFelice	703-688-3797
VESCO	Gregory Caudill	703-722-8851
VESCO	Ken Conte	571-364-5400

## FOOD AND RESTAURANTS

BlueSage Catering	Michelle Bloxton	703-451-2798
What the Heck Barbecue	Kevin Heck	571-446-0398

## GUTTER REPAIR

Gagnon's Gutterworks	Timothy Gagnon	703-716-0377
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## HOME INSPECTION

Abode Check LLC	Raquel Barrientos	703-255-6622
Advocates Home Inspection	Doug McCullough	703-674-0478
Alcova Home Inspections LLC	Thomas Ball	703-867-9565
All Pro Services LLC	Christopher Casanova	703-385-1347
All Pro Services LLC	Sean Patti	703-385-1347
Anderson Inspection Consultant	Gary Anderson	301-855-3337
Anthony Elbert Lane	Anthony Lane	571-221-5756
Billier and Associates	Scott Billier	571-528-6817

Blue Horizon Home Inspections	Tim Wiley	703-919-4785
BPG Inspections	Scott Beckman	703-881-6617
BPG Inspections	Kevin Curtin	571-436-6863
BPG Inspections	Aaron Ellis	703-881-6617
BPG Inspections	Dean Heim	703-881-6617
BPG Inspections	Doug Horton	703-881-6617
BPG Inspections	Ken Humphreys	703-881-6617
BPG Inspections	Bradley Lowery	540-849-6966
BPG Inspections	Samuel Lopez	202-491-5499
Brahman Home Inspections	Elizabeth Riddick	703-657-3207
Commonwealth Home Inspections LLC	Stephanie Donofrio	703-771-8374
Donofrio & Associates LLC	PJ Moore	703-559-5111
Donofrio & Associates LLC	Donna Seeker	703-771-8374
Donofrio & Associates LLC	Chaofu Lee	240-888-0219
FUCO Inspection LLC	Jiri George Danel	703-453-0442
House Inspection Associates	James Fleming	703-589-9790
HouseMaster	Chere Fleming	703-589-9790
HouseMaster	Franklin Moyer	703-721-7220
Hurlbert Home Inspection	Seth Hurlbert	703-830-2229
InspectionPro LLC	Andrew Renaux	540-455-9078
J Anlauf Home Inspections	Justin Anlauf	703-514-9099
Master Home and Building Inspections	Donald Masters	240-292-8175
Master Home Inspection LLC	Richard Park	703-851-3339
Max Home Inspections	John Becci	703-447-0854
Merit Home Inspectors LLC	Alexander Aderton	703-589-6740
National Property Inspections	John Nelson	571-330-0974
National Property Inspections	Christopher Nelson	571-330-0974
NextDay Inspect	Alex Martinez	703-450-6398
Pillar To Post Home Inspections	Eric Boll	703-657-3207
Pillar To Post Home Inspections	Kevin Dougherty	703-291-0344
Pillar To Post Home Inspections	Lisa Lloyd	703-520-1440
Pillar To Post Home Inspections	Michael Ward-Dahl	703-352-1333
Prime Property Inspectors, LLC	Ray Dayhoff Jr.	301-916-0300
Prime Property Inspectors, LLC	Ronald Meely	301-916-0300
Prime Property Inspectors, LLC	Romano Pietrobono	301-916-0300
Property Disclosure Solutions LLC	Nanette White	703-839-3154
ProSpect Inspection Services LLC	Anthony Kelly	703-407-7841
Pro-Spex, Inc.	Glenford Blanc	301-675-8411
ProTec Inspection Services	Francis McDonald	301-972-8531
Reynolds Home Inspection Services	Tim Reynolds	571-499-2149
Smart Home Inspection	Antonio Soares	240-286-1251
TruStar Inspections	Kurt Hense	571-220-2474
US Inspect Group	Tim Shelton	888-874-6773
Z to A Home Inspections	Matthew Zawislak	571-525-8986

## HOME REPAIR SERVICES

Academy Door & Control Corp.	Alan Greenberg	703-541-0300
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## HOME STAGING AND DESIGN

Brogley's Estate Organization & Relocation	Leslie Dickemann	703-665-6505
Inspired Home Staging and Design	Peggy O'Connell	703-568-5763
Leslie Anderson Interiors LLC	Leslie Anderson	703-973-8734
M. Quinn Designs	Maira Quinn Leite	703-354-6359
Preferred Staging	Monica Murphy	703-851-2690
Staged Interior	Trish Kim	703-261-7026
Voila Staging & Design LLC	Wendy Etheridge	703-721-7667

## HOME WARRANTY

2-10 Homebuyers Warranty	Rachel Smith	703-863-1315
Old Republic Home Protection	Molly Flory	800-282-7131
SUPER	Jonathan Asfour	703-254-9628
SUPER	Bill Davis	703-731-2259
SUPER	Diliana Mazur	703-731-2259
SUPER	Heather Stephenson	703-731-2259

## MOVING & STORAGE

Able Moving & Storage, Inc.	Andy Lopez	703-986-9901
Artisan Movers	Marc Levandowski	240-600-0998
Interstate Moving	Ericks Barr	703-898-0095
Interstate Moving	Sherry Skinner	571-296-0405
Interstate Moving	Mike Stine	703-863-7238
Interstate Moving	Kim Woods	571-238-9483
JK Moving	Michael Bennett	877-983-3639
Quality Services Moving	Andy Graves	703-495-8900
Quality Services Moving	Michael Sipple	703-495-8900
Regency Moving & Storage	E.C. Krug Jr.	703-497-1515
The Junkluggers of Gainesville VA	Mark Harrington	703-395-4686

## OTHER REAL ESTATE NEEDS

CORT Furniture Rental	Frances Bolter	703-379-8846
Cutco Closing Gifts	Russell Wimbrrough	757-714-7207
Design Pro Remodeling	Andrew Jones	703-782-9349
Four Sales LTD	Daniel Sanders	703-256-8300
LKS Locksmith LLC	Hannah Rasouli	703-388-8700
PK Cyber Solutions, Inc.	Jack Pittas	571-295-7738
Seventh Heaven Pet Care Services	Jennifer Stevens	571-389-0091
Yassaman REI LLC	Aref Erfani	703-217-9585

## PEST CONTROL SERVICES

Alexandria Pest Services LLC	Richard Diggs	703-752-1634
Alexandria Pest Services LLC	Chau Tran	703-752-1634
Connor's Pest Control	John Caffo	703-321-9315
Holiday Termite and Pest Control	Cleveland Dixon	703-569-9333
Holiday Termite and Pest Control	Kenneth Parson	703-569-9333
Holiday Termite and Pest Control	Christian Wright	703-569-9333
Hughes Pest Control, Inc.	Robert Hughes	703-481-1460
My Exterminator LLC	William Trefry	703-615-4028
My Pest Pros	Brett Lieberman	703-665-4455
Principal Termite and Pest Management	William Choate	703-673-6905
Rat Pack PC LLC	Jairo Hernandez	703-906-7094

## PLUMBING

Marines Plumbing	Ray Toczylowski	703-331-2100
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## REMOVAL SERVICES & DONATION PICKUP

1-800-GOT-JUNK	Richard Galliher	800-468-5865
Atlas Services LLC	Cristin Castro	703-201-3084
Atlas Services LLC	Lori James	703-201-3084
GreenDrop Charitable Donations	Melanie Neubauer	267-432-8743

## ROOFING

DryHome Roofing & Siding, Inc.	Steve Gotschi	703-891-4663
Rooftop Chimney Sweeps LLC	Andrew Raycroft	703-836-7858



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