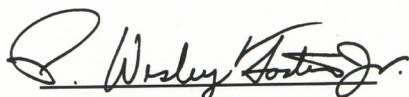


CERTIFICATE OF RECOGNITION

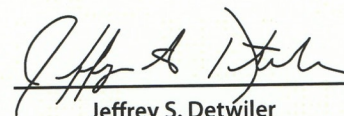
is hereby granted to

The PJ Team

Top Units Sold
Tyson's Corner Office
2016



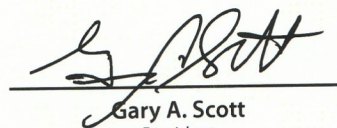
P. Wesley Foster, Jr.
Chairman and Chief Executive Officer
The Long & Foster® Companies



Jeffrey S. Detwiler
President and Chief Operating Officer
The Long & Foster® Companies



Boomer Foster
President
Long & Foster Real Estate



Gary A. Scott
President
Long & Foster Real Estate