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Being more productive is almost everyone's goal and every day there is an app or a website or an online tool that promises to help boost your productivity. But so many times these productivity boosters end up being an enormous distraction. What in theory is a useful tool, ends up being a distraction from what's really important.

For many, email has become the king of distractions. Last month there was a great article on LinkedIn by Radiate CEO Betty Liu about a radical email experiment she tried – not answering emails between 9 a.m. and 5 p.m. It was based on the email strategy used by Tom Patterson, the CEO of a men's underwear company Tommy John.

Betty tried the strategy for a week and in the end, it wasn't an effective way to manage her emails. You can read the details at www.linkedin.com/in/bettywliu. She ended up spending four or five hours after work responding to emails, but she did learn some valuable tips about managing her email time.

Her biggest revelation was that she discovered her phone was actually the greatest distraction of all. "I realized how often I looked at my phone out of boredom or procrastination, and how many precious minutes this habit wastes," she said.

So here are a few other tips you can try to manage your emails without

taking the dramatic step of ignoring them for eight hours a day.

Utilize automated tools to push urgent messages to your phone. Very few emails are truly urgent. Set up auto replies that direct email senders to call or text when something is really important. This helps the sender prioritize their requests. It also relieves you of the burden of checking constantly for mission critical emails. You can also manage all those other social media avenues people use to contact you in the same way.

Develop a schedule for checking and responding to emails. While waiting eight hours may be a little much, setting aside specific time to check email can quiet the little voice in your head that keeps saying "I have to check my messages." You can share your schedule with senders through automated messages so they know when to expect a response.

Email was supposed to make us more efficient, and with a little work, you can make it the productivity boosting tool it was supposed to be.

Tina Del Casale is a Senior Loan Officer with Embrace Home Loans who has been in the mortgage business since 1989. Tina has her license in Maryland, Washington, DC, Virginia, Florida and California.



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**publisher's
note**

Hello, Realtors of GREATER DC!



This is our second edition. *DC Metro Real Producers* is a local, realtor-centric publication whose mission is to inform and inspire industry professionals such

as yourselves all over the Greater Washington D.C. Metro area.

DC Metro Real Producers is unique to the Greater D.C. area real estate market and will reflect who you are as a community of realtors. Each month we will showcase top-producing agents and give you an exclusive, inside look at their businesses, their personal lives and the keys to their success. We will bring you the latest developments, top standings, business information, pictures, personal stories and articles, as well as other information specifically related to our market. A typical publication will include social event information specific to the GCAAR, FCAR, PGCAR, Alexandria, Arlington, and McLean areas, and announce upcoming meetings and special events.

In addition to its business focus, *DC Metro Real Producers* has a social side. We will host a variety of fun and free social events to bring the realtor community together, such as free dinners out at top restaurants, masterminds, golf tournaments and more! You will see information on these exciting events in the magazine, and if you would like to be included on our email invitation list, please send me a note at Info@DCMetroRealProducers.com.

DC Metro Real Producers is committed to supporting the best of the best to grow their businesses together. This publication and our

events and are designed to promote a culture of relationship building in our real estate community and provide opportunities to increase business and social connections between top realtors and affiliates. It is my personal goal to contribute to your success by providing content that helps you grow, both personally and professionally.

We are pleased to be able to bring this publication to top producers like you free of charge. We do our best to choose advertisers who can provide the types of services that you and your clients may need or want, and our advertising partners cover the cost of producing, printing and mailing each issue. If you currently utilize a business that does excellent work, please let us know about them. They may want to be featured in *DC Metro Real Producers* so they can be seen by your associates, as well. And if you own or run a business that needs to reach top realtors each month, please contact me for information on advertising with us.

I'd like to personally thank all of our business sponsors who partnered with us in making the magazine free to all top producers, as well as the realtors who contributed to this issue. Please know that *DC Metro Real Producers* is for you and would not exist without you!

I look forward to meeting each of you at our upcoming events!



All my best,
Kristin Brindley
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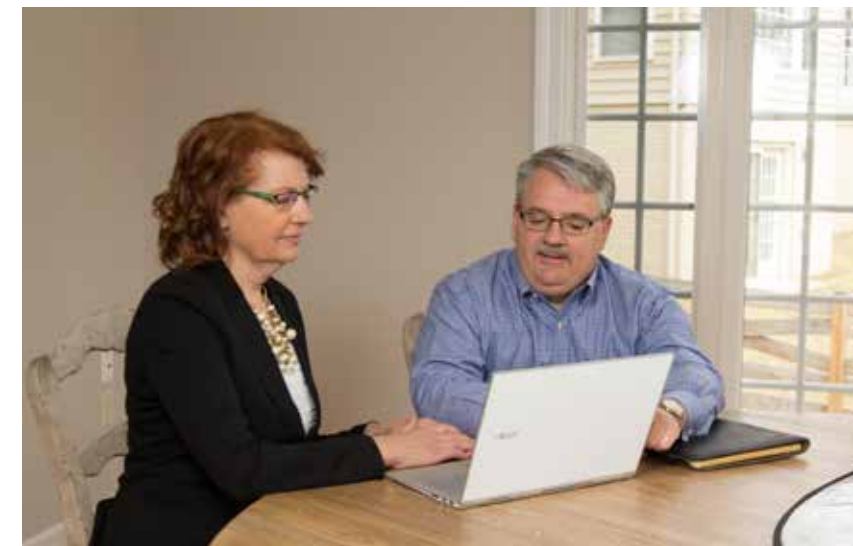


Dan Deist - owner

ERIC AND AMY STEINHOFF

..... rising stars

Photos by
Ryan Corvello
Photography



It really is no surprise that Eric Steinhoff has been so successful in such a short amount of time. Before becoming a Realtor, Eric spent twenty-five years in sales and sales management in the franchise industry. He was instrumental in negotiating over 500 commercial real estate leases nationally and internationally and saw much success doing so.

It wasn't until he developed a severe case of vertigo, which rendered him incapable of conducting all the necessary travel he was required to do, that he considered transitioning into residential real estate. "It was a natural segue," says Eric.

Upon surveying the industry landscape, he quickly realized most complaints people had about Realtors had to do with a lack of communication. He knew the best way to truly care for a client was to be there for them and the only way he could show that was through efficient communication. "We pride ourselves in returning every phone call, text and email in a timely fashion," he says.

Within only five-and-a-half years of becoming a Realtor, Eric Steinhoff has produced a career volume of \$90 million. His wife, Amy, joined him three years ago, and together they formed Steinhoff Properties. In 2016, Eric personally sold \$31.5 million while Stein-

hoff properties sold \$36 million. Eric was named in the Top 100 Most Influential Real Estate Agents in the Washington DC Area for 2015 and 2016.

"We have been fortunate in our real estate careers and have achieved a high level of sales. We appreciate all of the help that we have received from friends and family in helping us build our real estate business," says Eric.

Eric and Amy have a genuine affection for people, and it shows in their relationship with both their clients and colleagues. "Because I spent my corporate life teaching people how to become successful in their own business, I really enjoy mentoring other agents and seeing them become successful," says Eric.

"We just love making connections with our clients—whether it's seeing them at the local grocery store or during our Annual Thanksgiving Pie-Giveaway or at one of the social events we sponsor in the area. We really feel that our clients are friends for life!" Amy says.

Another way they care for their clients is by the way they treat listings. Every listing they have is professionally staged. They provide furniture and accessories, along with professional photography and video, including drone footage. Their listings are frequently in the top 5% of views on the Internet for the area.

Right now, Eric and Amy are very passionate about their use of technology in the business. "A major component of being successful in today's market and going forward is the use of technology," says Eric. "I believe that the realtors who are the most efficient in their use of technology will be the most successful." They are especially passionate about what they call their new broker – eXp Realty. After conducting a year of

research, they realized that eXp offered the best tech-based tools and training for realtors to help their clients.

Eric and Amy have three daughters: Kayla, Erica and Brooke. Kayla is a high school teacher in Virginia, who also tutors in her spare time. Erica is a graduate of Ithaca College and is currently tutoring and running the social media and graphics for their business. She is also going to Occupational Therapy graduate school in the fall. Their youngest, Brooke, plays on the St. Mary's College field hockey team, is a Biology Lab Assistant, a Rescue Squad crew member and just received her Certified Nursing Assistant designation. "We are really proud of our daughters!"

Besides trying to attend all of Brooke's field hockey games, Eric enjoys riding motorcycles and going to car shows. Amy is in several book clubs and they are both very active in the community. They are Frederick Memorial Hospital Good Samaritan donors and Downtown Frederick Partnership donors. They also sponsor several local baseball and softball teams and donate to numerous other local fundraisers. Eric is the chairperson of one of their neighborhood committees and Amy has volunteered for the Weinberg Center for the Arts, Urbana High School Safe and Sane, Urbana High School International Baccalaureate PTA and Girl Scouts of the Nation's Capital.

upcoming events

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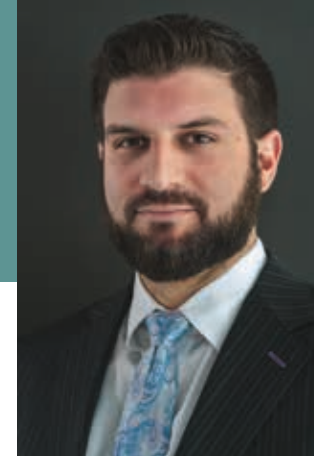
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Paul Coroneos is a Senior Associate
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area. Paul graduated from Roger
Williams University with a BS in
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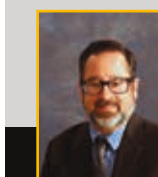


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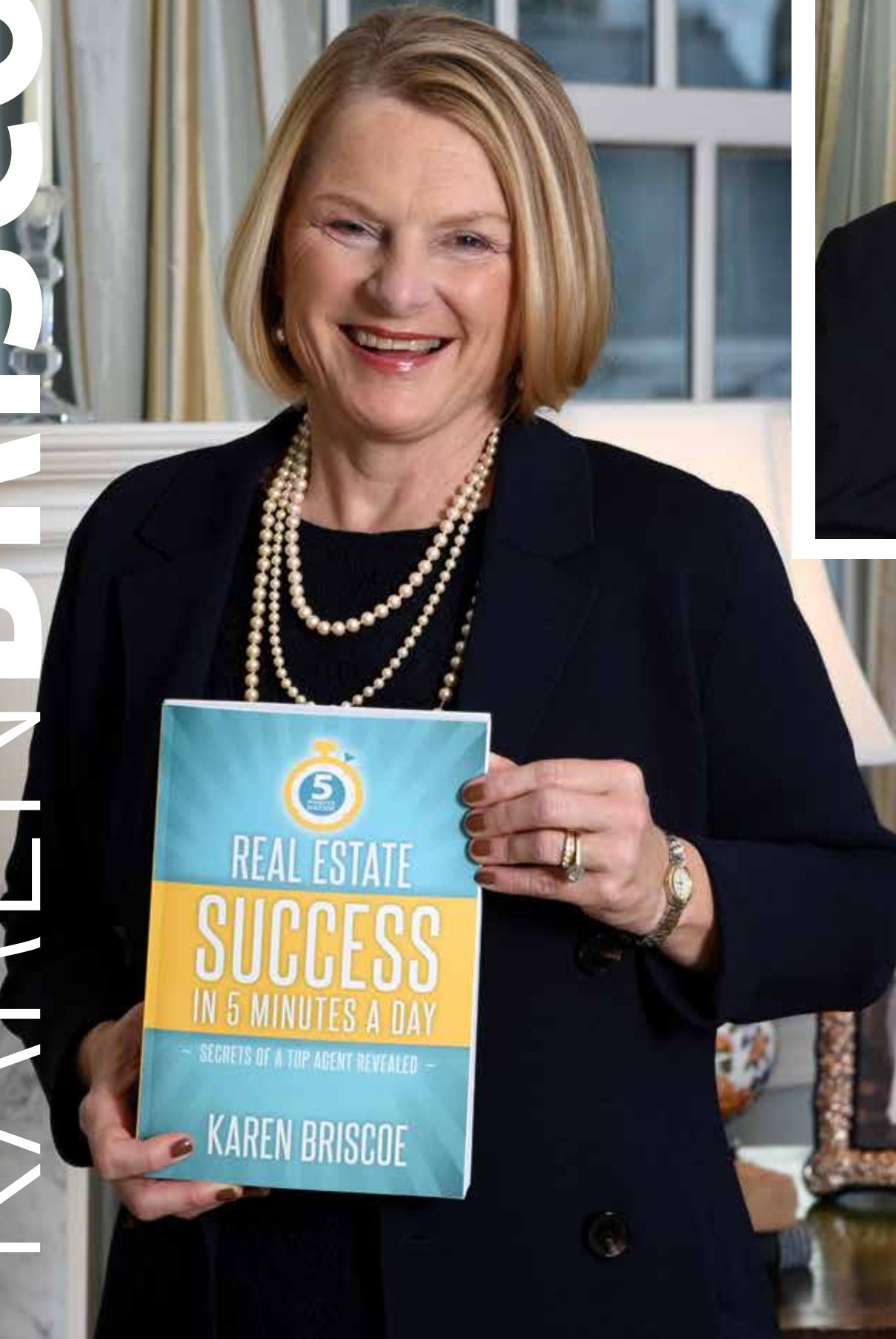
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KAREN BRISCOE



True success is not measured in what one gains but what one can give. Not only has Karen Briscoe committed her professional career as a top producing Realtor to helping thousands of people achieve their real estate goals, she has gone one step further as an author of "Real Estate Success in 5 Minutes a Day: Secrets of a Top Agent Revealed," in order to help her fellow Realtors perform at their highest level.

Before becoming a Realtor, Karen developed residential lots with Trammell Crow Company in Dallas, Texas. She then moved to northern Virginia and worked in commercial real estate with The Staubach Company. Before moving to northern Virginia, Karen completed a master's degree from Southern Methodist University in Dallas (she obtained her B.A. from Stephens College in Columbia, Missouri – her hometown).

Karen transitioned into residential sales in 2002. After meeting Sue and Jerry Huckaby at Trinity United Methodist Church, their home congregation since 1994, Karen joined the Sue Huckaby team, which Karen describes as a "partnership made in heaven."

In September of 2008, the same month the stock market crashed and the economy tanked, Sue Huckaby passed away. This would prove to be the most challenging time for Karen to endure. However, she persevered and kept pushing. One positive outcome from the devastation was the addition of Lizzy Conroy to Karen's life. Lizzy joined Karen as her new business partner in 2009 and together they rebuilt a productive and even stronger team, the HBC Group (Huckaby Briscoe Conroy).

Last year alone, the HBC Group produced \$70 million in volume. Their total career volume as a team is \$1.5 billion, with over 1000 homes sold. They have made the Wall Street Journal Top Realtor Team List; the Top 100 KW Teams every year since 2009; The Best of Washingtonian multiple years; Best of Northern Virginia multiple years; Zillow 5 Star; and Real Trends Best Real Estate Agents.

"The mission of HBC Group at KW is to improve and impact people's lives. Our team drafted the vision in 2016, however, it has been our purpose since 1977 to provide Smart Real Estate Expertise, which we continue to do. This mission extends to all areas of how we work and live," says Karen.

Karen is currently passionate about her book, "Real Estate Success in 5 Minutes a Day: Secrets of a Top Agent Revealed," which was featured by Inman as a top book choice for 2017, and is in the top 1% of real estate books on Amazon. In "Real Estate Success," Karen draws upon her wealth of experience and knowledge to share informative and inspirational tips to real estate agents in the form of a 365-day devotional.

"The book is an outgrowth of my being a firm believer that leaders are lifelong learners. It is rewarding for me to be instrumental in helping others achieve success at a higher level in life and business," says Karen. "The business isn't easy, in fact, the statistics are that only 13% of agents are still in the industry after five years. Success is attainable, though, by following models of those that have gone before. If I can do it, you can, too."

In addition to their service to the real estate community, Karen and the HBC Group are active in several non-profits. In fact, The HBC Group launched Community Charity Champions in 2012 as a venue to fundraise for local nonprofits, schools and charities. They hold events once a month on Tuesday evenings at Pulcinella Italian Restaurant in McLean, where a portion of monies spent on food and drink is contributed to the charity of the month. Charities they've served include local PTAs, SHARE food bank, McLean Project for the Arts, local children's sports leagues and Children's Science Center, among others. Karen has also been a Board member for Lift Me Up!, a therapeutic horseback-riding program for children and adults with disabilities in Great Falls, Virginia, since 2006. In 2013, Karen joined the Greater McLean Chamber of Commerce as a Board of Directors member.

Karen's husband, Andy, is a member of the HBC Group as well, after serving as an executive in the trade association industry. Their son, Drew, is a graduate of Southern Methodist University and is Senior Director of Commercial Brokerage with JCR Companies, a retail shopping center developer in Washington, D.C. Their daughter, Callie, graduated from Dickinson College in Carlisle, Pennsylvania, and currently resides in Austin, Texas. She is a Web Application Developer at Association Member Benefits Advisors.

Karen and Andy can frequently be found on their bikes exploring local trails and their community. The family enjoys traveling and snow skiing. They are involved with their faith community, Trinity United Methodist Church, in McLean.



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spotlight

First launched more than 30 years ago as a retail store in Laurel, Maryland, Floormax has grown to become the #1 independent flooring company in the Washington D.C. metropolitan area, with annual sales topping \$10 million.

In 2009, the company's name was changed from Carpet N Things to Floormax to reflect the growing variety of hard-surface flooring options offered to customers, such as hardwood, bamboo, cork, ceramic tile, laminate and high-tech luxury vinyl. Since that time, Floormax has expanded

its services beyond flooring to help Realtors also with home improvements and repairs – everything from wood floor refinishing to carpentry, electrical, plumbing, drywall, painting and bathroom and kitchen remodeling.

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"Floormax has been a true partner to me in my real estate business. They are professional, responsive and competitive with pricing. More than that, they are a good resource for my clients and are quick to provide alternatives," said Ellen Coleman, CDRS, OICP, SRES, RE/MAX Realty Centre, RE/MAX Hall of Fame. "I value my association with them and am never hesitant to provide their name as a trusted referral. A+ in my book."

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By **Charnel Wright** President & Founder of Wright Media, LLC and Veteran Broadcast News Journalist



IT IS ALL-OUT WARFARE RIGHT NOW...

Competing for consumers’ attention in today’s super-noisy world is the “New War” realtors fight. Where Weapons of Mass Distraction (WMDs) are fired off from all corners of the internet and traditional media. WMDs like Hulu and Netflix, stealing your potential customers’ attention away from hearing your message. Social media’s cat videos and food pictures, virtual air strikes annihilating your ability to hold the attention of consumers. Now more than ever, rapid-fire content from traditional news media outlets constantly shooting from 24-hour news cycles. These WMDs are all aimed at capturing the attention of your potential customer and taking it away from you. So, how do you cut through all that noise and get through to the customers you want?

Take a page from a news journalist’s notebook and add it to your own marketing arsenal. Do this by establishing yourself as the news media’s go-to real estate expert. By doing so, you are able to stand out and differentiate yourself and your business from the competition. Not a lot of realtors realize they can make this happen and can do it even more now than ever before because media content is in such high demand right now. The new and traditional media machine is never satisfied and needs a constant flow of feedings. So, why not give them what they want by using the following three steps.

It’s a formula I call, P.E.N. because a pen is one of the most important tools a journalist uses. When you follow the steps in P.E.N. you will find you can turn yourself into an extension of the newsroom where you become the first person the reporters call to interview on industry trends. Or, if you have a story to pitch to a news outlet that you want to be covered, P.E.N. will make it easier for you to entice a reporter to call you back. P.E.N. helps you gain credibility and even more importantly get thousands of eyes to care about what you are selling.

The “P” in P.E.N. stands for Powerful news story angle. Learn what a reporter considers to be a Powerful story angle, a good story. We’re not talking about “good” in the sense of a story that has a positive spin on it. We are talking about narrowing down elements within a story’s content that would entice a journalist to cover it. Learn the key elements that would make a journalist salivate or would make it impossible for them to ignore. Learning the “why” behind what stories journalists choose to cover is the first step to getting media attention. Once you learn all the elements of what journalists con-

sider to be a good news story, you can then fit those elements into the stories you want to pitch to the media about your business.

HERE ARE JUST A FEW OF THOSE ELEMENTS THAT MAKE A NEWS STORY IDEA INTERESTING TO A JOURNALIST:

HEARTS- A story idea that evokes some type of emotion. It can be happiness, sadness, anger or even fear. As long as it is a story angle that has some emotional tie and causes someone to be compelled to want to hear more. What are some things about your business and what you do that is a Heart?

OUT OF THE ORDINARY- A story idea that is considered something new, different, people have not seen before, surprising. It is the whole reason why the news is called the news in the first place because it is new! This can even mean you can talk about new trends. Think of some out of the ordinaries that are specific to what you do.

POCKETS – This is a news story that has something to do with what is in people’s wallets. Money, right? People care about their bottom line. If you have advice about how your consumer can save money, make money, avoid being cheated out of money, then those are story ideas that you can pitch to a journalist and will make them want to interview you about it as a real estate expert.

Now that you have learned some story elements that really stick with journalists, here’s what the “E” in P.E.N. stands for, Everyday Pressures. You need to learn the everyday pressures that journalists go through in their business. It is like that classic phrase in sales, “find the pain.” Find the pain of the journalist and provide the cure. One of these pains is having hard deadlines. Journalists are in a very deadline-sensitive business. They need everything done by yesterday. So, if they do want to cover your story idea that you pitch and they call and ask you to interview that same day, you cannot say no. Do not say no. They need to do the story so they will find someone else if you cannot be available.

Lastly, the “N” in P.E.N. stands for, Newsroom Rules. Learn about how the newsroom works. For example, know the best time to contact a journalist to pitch them a story idea. For television reporters, calling at 12:00 noon may not be the best time because they are all wrapped up in putting on a 12:00 p.m. newscast. Calling during that time would be a wasted call.

By understanding the importance of the P.E.N., you will be able to use the news as your own personal advertising agency. The journalist will want you as that expert in their newscasts and articles to educate their viewers, readers and listeners on the latest in real estate. This opens you up to exposure among a vast amount of people without having to spend a dime. Now you will never look at news the same again and in doing so, you will become the Headline Machine, Attention Grabber, Automatic Noise Buster and go-to real estate expert the media counts on.

CHARNEL WRIGHT IS A VETERAN BROADCAST NEWS JOURNALIST WITH MORE THAN 17 YEARS SERVING NEWSROOMS THROUGHOUT THE COUNTRY. SHE HAS WORKED AS AN ON-AIR NEWS PERSONALITY ON BOTH THE LOCAL AND NATIONAL LEVELS AT BROADCAST OUTLETS INCLUDING ESPN, CBS LOCAL6/ WKMG-TV (ORLANDO), FOX AFFILIATES WBRC-TV/FOX6 (BIRMINGHAM, AL) AND WXXA-TV/FOX 23 (ALBANY, NY), AND CURRENTLY ANCHORS AND REPORTS FOR 96.5 FM/WDBO (ORLANDO).

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TOP 100 STANDINGS

Teams and Individuals Closed Date From January 1 Through February 28

Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	5	5	10	\$45,149,900
2	Mark McFadden	Washington Fine Properties	5.5	3	8.5	\$27,475,000
3	Marc Fleisher	TTR Sotheby's International Realty	4	4	8	\$26,432,500
4	Jay Day	Real Estate Teams	45	17	62	\$25,930,287
5	Creig Northrop	Long & Foster Real Estate	45.5	1	46.5	\$22,957,008
6	Keri Shull	Optime Realty	16	16	32	\$22,246,595
7	James Coley	Long & Foster Real Estate	7.5	10	17.5	\$20,561,500
8	Robert Hryniewicki	Washington Fine Properties	2	1	3	\$14,395,000
9	Nelson Marban	Washington Fine Properties	3	0	3	\$14,164,999
10	Jennifer Smira	Compass	9.5	8	17.5	\$14,069,549
11	Louis Chauvin	Compass	1.5	5	6.5	\$12,959,000
12	David Getson	Compass	5	12	17	\$12,949,288
13	Jeffrey Wilson	TTR Sotheby's International Realty	4	4	8	\$12,858,000
14	Brian Wilson	Wilson Realty Group	24	2	26	\$12,784,200
15	Kara Sheehan	Washington Fine Properties	2.5	2	4.5	\$12,535,000
16	Michael Rankin	TTR Sotheby's International Realty	2	3	5	\$12,079,999
17	Wendy Banner	Long & Foster Real Estate	7.5	3	10.5	\$11,203,051
18	Daryl Judy	Washington Fine Properties	2	4	6	\$10,195,000
19	Anne Weir	Washington Fine Properties	2	3	5	\$10,180,750
20	Sue Goodhart	McEneaney Associates	7.5	4	11.5	\$10,003,800
21	Zelda Heller	Long & Foster Real Estate	3	2	5	\$9,825,000
22	Kimberly Cestari	W.C. & A.N. Miller, Realtors	4	4	8	\$9,696,000
23	Bradley Rozansky	Long & Foster Real Estate	7	2	9	\$9,596,050
24	Nathan Guggenheim	Washington Fine Properties	9.5	7	16.5	\$9,412,900
25	Elizabeth Lavette	Washington Fine Properties	2	2	4	\$9,272,500
26	Anne DiBenedetto	Washington Fine Properties	4	2	6	\$8,824,000
27	William Hoffman	Keller Williams Realty	3	2	5	\$8,689,900
28	Ginette R. Winston	Winston Real Estate	6	3	9	\$8,619,000
29	Charles Holzwarth	Washington Fine Properties	1.5	1	2.5	\$8,599,950
30	Lilian Jorgenson	Long & Foster Real Estate	5	2	7	\$8,510,000
31	Alyssa Crilley	Washington Fine Properties	2	3	5	\$8,380,000
32	Marina Krapiva	Evers & Company Real Estate	2	2	4	\$8,279,000
33	Stephanie Bredahl	Washington Fine Properties	1.5	1	2.5	\$8,259,950
34	Jennifer Knoll	TTR Sotheby's International Realty	4	2	6	\$8,247,000

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Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
35	Janet Callander	Weichert, REALTORS	6	3	9	\$8,226,000
36	Alejandro Luis Martinez	RE/MAX Elite Services	10.5	16	26.5	\$8,067,900
37	Christine Reeder	Long & Foster Real Estate	11	15	26	\$8,002,602
38	Jennifer Walker	McEneaney Associates	4.5	7	11.5	\$7,905,000
39	Cynthia Schneider	Long & Foster Real Estate	15.5	2	17.5	\$7,900,700
40	Trent Heminger	Compass	12	2	14	\$7,885,175
41	Christopher White	Long & Foster Real Estate	6	6	12	\$7,822,000
42	Melinda Estridge	Long & Foster Real Estate	5.5	4	9.5	\$7,538,250
43	Michael Brennan	TTR Sotheby's International Realty	6	1	7	\$7,512,500
44	Paul Newton	Washington Fine Properties	2	1	3	\$7,501,100
45	Lisa Dubois-Headley	RE/MAX By Invitation	3	4	7	\$7,469,500
46	Barak Sky	Long & Foster Real Estate	5	5	10	\$7,434,640
47	Elizabeth Conroy	Keller Williams Realty	4.5	4	8.5	\$7,189,608
48	Barbara Beckwith	McEneaney Associates	4.5	1	5.5	\$7,052,000
49	Jonathan Taylor	TTR Sotheby's International Realty	2.5	2	4.5	\$6,952,000
50	Dean Yeonas	Yeonas & Shafran Real Estate	3	2	5	\$6,890,855
51	Michelle Yu	RE/MAX Town Center	7	3	10	\$6,874,630
52	Nina Koeppen	Long & Foster Real Estate	4	1	5	\$6,773,700
53	Adam Gelb	Long & Foster Real Estate	2.5	2	4.5	\$6,702,900



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TOP 100 STANDINGS

Teams and Individuals **Closed Date From January 1 Through February 28**

Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
54	Daniel Register	RE/MAX 2000, REALTORS	21	3	24	\$6,466,604
55	Chelsea Traylor	Redfin Corp	10	0	10	\$6,449,000
56	Thomas Buerger	RE/MAX Allegiance	6	4	10	\$6,446,031
57	Tyler Jeffrey	Washington Fine Properties	1	9	10	\$6,398,150
58	Tracy Dillard	Compass	4	1	5	\$6,376,000
59	Lauren Davis	Washington Fine Properties	4	0	4	\$6,296,000
60	John McNamara	TTR Sothebys International Realty	3.5	2	5.5	\$6,255,000
61	Cheryl Kurss	Compass	2	3	5	\$6,228,000
62	Casey Aboulafia	Compass	2	6	8	\$6,206,300
63	Michael Bowers	Long & Foster Real Estate	3	2	5	\$6,140,000
64	Thomas Faison	RE/MAX Allegiance	4	3	7	\$6,044,423
65	John Marcario	Redfin Corp	0	9	9	\$6,028,444
66	Joan Cromwell	McEneaney Associates	0	5	5	\$6,002,000
67	Lalita Dunn	Redfin Corp	0	10	10	\$5,955,800
68	Marsha Schuman	Washington Fine Properties	5	0	5	\$5,939,000
69	Lee Murphy	Washington Fine Properties	4	4	8	\$5,908,500
70	Carlos Garcia	Keller Williams Capital Properties	6	0	6	\$5,891,300
71	Marjorie Halem	Long & Foster Real Estate	5	1	6	\$5,868,650
72	Jeremy Lichtenstein	RE/MAX Realty Services	3	1	4	\$5,860,000
73	Raymond Gernhart	RE/MAX Allegiance	4.5	9	13.5	\$5,836,150
74	Marin Hagen	Coldwell Banker Residential Brokerage	1	3	4	\$5,814,900
75	Kate Hanley	Urban Pace	9.5	0	9.5	\$5,801,950
76	Seth Turner	Compass	3.5	6	9.5	\$5,770,500
77	Jason Townsend	Keller Williams Capital Properties	7	4	11	\$5,766,900
78	Brent Jackson	TTR Sotheby's International Realty	4.5	2	6.5	\$5,732,500
79	Victoria "Tori" McKinney	Keller Williams Realty	2	5	7	\$5,709,000
80	Desiree Callender	Desiree Callender Realtors & Assoc.	8.5	3	11.5	\$5,703,906
81	Irina Babb	RE/MAX Allegiance	7	3	10	\$5,670,900
82	James Bell	TTR Sotheby's International Realty	1	1	2	\$5,670,000
83	Denise Warner	Long & Foster Real Estate	0	2	2	\$5,601,100
84	Erich Cabe	Compass	6.5	2	8.5	\$5,543,900
85	Nurit Coombe	RE/MAX Elite Services	3	6	9	\$5,537,500
86	Christina O'Donnell	RE/MAX By Invitation	1.5	4	5.5	\$5,503,300
87	Andrew Riguzzi	Compass	2	4	6	\$5,456,000

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Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
88	D'Ann Lanning	Compass	8	1	9	\$5,454,325
89	Debbie Cohen	Long & Foster Real Estate	3	3	6	\$5,441,103
90	Anne-Marie Finnell	TTR Sotheby's International Realty	1	1	2	\$5,427,500
91	Terry Belt	Keller Williams Realty	1.5	5	6.5	\$5,391,230
92	Gladwin D'Costa	Maryland REO Realty	21	0	21	\$5,370,832
93	Marco Stilli	TTR Sotheby's International Realty	1.5	3	4.5	\$5,323,500
94	Maxwell Rabin	TTR Sotheby's International Realty	1.5	2	3.5	\$5,283,500
95	Theresa Valencic	Long & Foster Real Estate	2	2	4	\$5,265,000
96	Karen Briscoe	Keller Williams Realty	1.5	4	5.5	\$5,222,550
97	Toni Ghazi	Compass	2	3	5	\$5,199,000
98	Gary Jankowski	Coldwell Banker Residential Brokerage	3	2	5	\$5,191,000
99	Matthew Maury	Stuart & Maury	3	3	6	\$5,119,000
100	Norman Domingo	XRealty.NET	13	1	14	\$5,076,800



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