

DC METRO

# REAL PRODUCERS

INFORMING AND INSPIRING REAL ESTATE AGENTS

FEATURING

**TERRY BELT**  
and  
The Belt Team

**TOP**  
**100**  
STANDINGS

RISING STAR

**Anthony Mason**

**PARTNER SPOTLIGHT**  
**Mortgage Advantage Loans**

AUGUST 2017



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## Get the party started with these tips:

When done right, client appreciation and other marketing events are great ways to stay connected with your customers, drive referrals, and keep the pipeline full. But if they're done poorly, you could end up wasting time and money.

Here are some tips on how to make sure your events are worth the money you're spending:

**1. Appreciation events are not just for clients.** Invite all your traditional referral sources and business partners. Remember that anyone can be a referral, so invite neighbors, former classmates, and fellow members of clubs and organizations. Invite as many people as your budget allows. This will help ensure your event is lively and worth the effort. It's often just as hard to throw a party for 50 people as it is for 200.

**2. Make sure your event is something people want to attend.** You probably know plenty of folks who feel obligated to attend whatever event they're invited to and will show up no matter what. The trick is to expand the attendees beyond this group.

**3. Make it a quality event.** Rent out a movie theater to host a private showing of a popular movie. Rent out a restaurant and invite people to watch the local college football team play in a big game. If you're reaching out to a lot of young families, offer a family fun day with a bouncy house, face painting, and pony rides. As long as your attendees know they'll have fun, getting them in the door will be a non-issue.

**4. Don't make the mistake of only inviting people once.**

Professional party planners recommend getting the invitation in front of people at least three times. And nothing beats a phone call or text personally inviting someone to attend.

Take advantage of digital services like Textedly or TextMarks to send mass SMS to your guest list. Even if they can't attend, a personal invitation makes them feel special and they'll remember the courtesy when your next event rolls around.

**5. Send reminders out right before the event.** Technology is your friend – be sure to include a way to RSVP right from your invitation. This will allow you to accurately plan for the number of guests attending and follow up with folks who said they were coming but didn't make it. No-shows generally run at around 20% of those who RSVPed.

**6. Use social media, both before and after the party.** Social media is essentially word-of-mouth marketing, which makes it an inexpensive way to get the word out. Use social media to post pictures and details of the event afterward and encourage your guests to do the same. Photos of people enjoying themselves will help convince people to come to your next event.

**A party for hundreds of guests can get pricey, but following these tips will help ensure that the good will generated is worth the cost. And as long as people have a good time it will be worth the effort.**



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MEET THE REAL PRODUCERS - DC METRO TEAM

					
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If you are interested in contributing or nominating realtors for certain stories, please email us at [Kristin.Brindley@realproducersmag.com](mailto:Kristin.Brindley@realproducersmag.com).

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Paul Coroneos is a Senior Associate at Foresters Financial Services, Inc., serving the DC-Maryland-Virginia area. Paul graduated from Roger Williams University with a BS in Financial Services.

Paul understands that each client's financial needs and goals are unique; that is why he is committed to creating a personalized approach towards investing. When Paul meets with you, he will review your financial needs, identify your long-term goals, gauge your risk tolerance, evaluate appropriate investments and life insurance products, present personalized recommendations, recommend an asset allocation strategy for you, and provide ongoing support. Paul is committed to helping individuals reach their financial goals.

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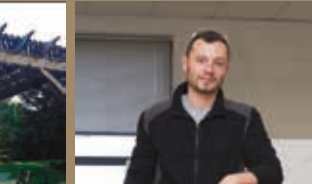
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# What's DC Metro Real Producers About?



**This publication centers around two things that we've found most top producers tend to have (at least one of the two, if not both):**

**1) A healthy competitive side or ego**

**2) A passion for contribution and giving back**

You'll find that the content of our publication is designed to stimulate your competitive side, inspire you to contribute to the community (beyond your profession), and introduce you to the stories of your local colleagues. Our goal is to build stronger relationships between the top real estate agents and top service providers in our area, so we can all grow together.

By the way, this publication is provided 100% free of charge, and the agents featured are picked by being nominated (they don't pay anything to be featured). Our publication is produced by N2 Publishing, and the costs of mailing, designing, printing, and producing the publications (and events) are completely covered by our sponsors.

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**Warmest regards,**

***Kristin Brindley***

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# Anthony Mason

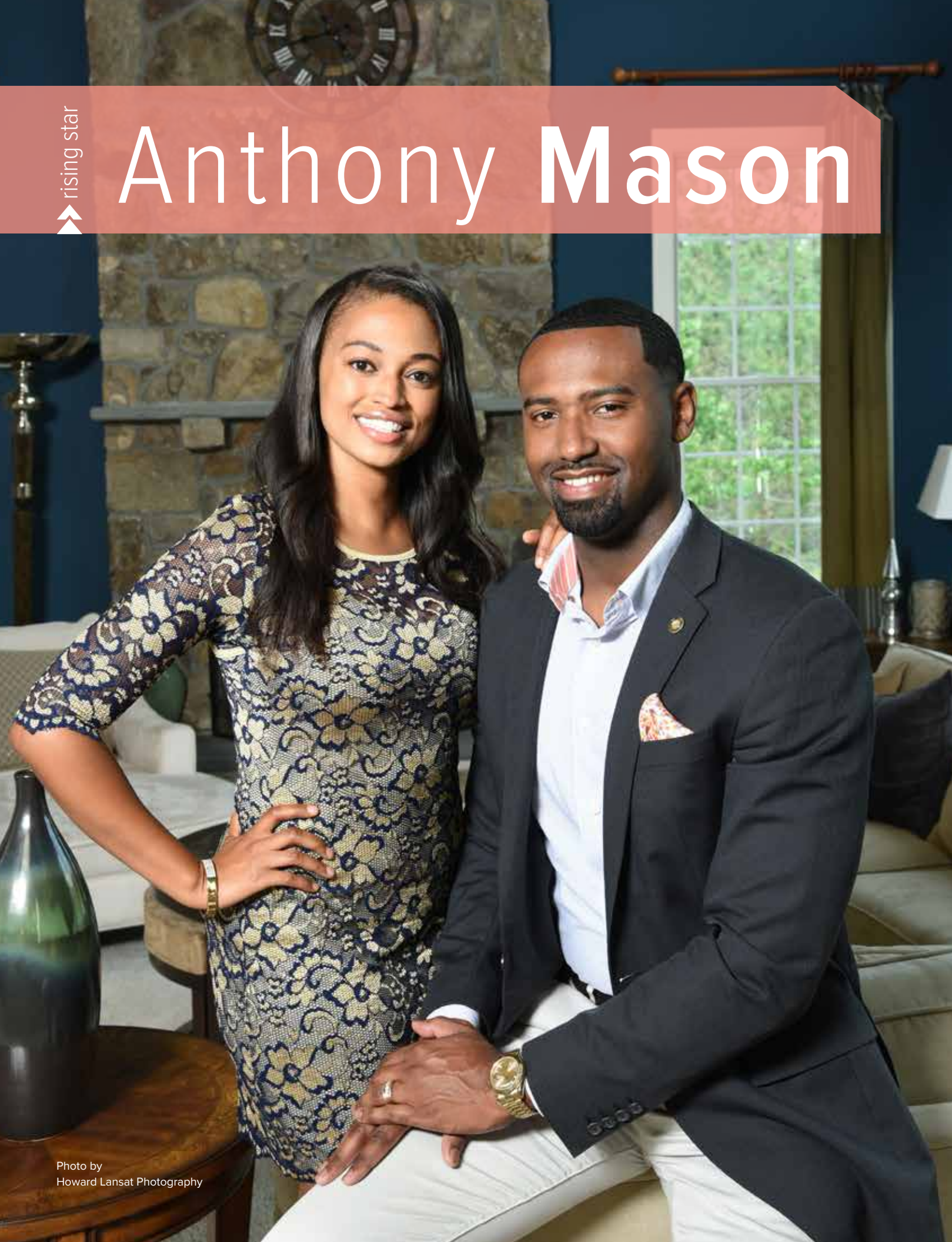


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## GUNNING FOR THE TOP

“I want to be the greatest real estate agent in the world,” says Anthony Mason. “I want that Bob Lucido title.” Anthony knows what it takes to make it to the top, and there will be little to stop him.

Anthony’s relentless work ethic comes from his father. “I watched him growing up, grinding every day. He did a lot of different things but was a salesperson first and foremost and was very successful in the real estate business,” he says.

After Anthony obtained his associate’s degree in science and marketing from Piedmont Community College in Charlotte, North Carolina, he joined the Air Force while continuing his education. The military shaped Anthony’s drive, the grit he summons from deep inside to do the things that others won’t do. The air force took Anthony to Italy and eventually to Joint Base Andrews in Maryland. He was in air transportation, doing presidential support, dealing primarily with Air Force One and the vice president’s aircraft.

As a government employee with the Department of Defense, Anthony did analysis work and was deployed in and out of the Middle East. However, the last time he went, he had an eleven-month-old daughter, Chloé, and his wife Lashika was left alone to work full-time and take care of her with no other family support nearby. She decided to take matters into her own hands. Without Anthony knowing, she signed both of them up for real estate class, bought a plane ticket for Chloé to stay in North Carolina with family for the entire month, and told Anthony when the class started.



“I didn’t want anything to do with it at first. I didn’t think I had the time, but once we started the class together, it was fun because of how competitive we are with each other,” says Anthony. They worked the entire month of May 2013 without a day off, working their full-time jobs during the week and attending the eight-hour real estate class on the weekends.

Since becoming a real estate agent, Anthony has sold a career volume of \$41.6 million. His total volume last year was \$22.8 million; he was the Keller Williams Regional Rookie of the Year. Anthony is passionate about his entire business, growing it into a huge wealth-building machine, changing the lives of his family and the other thriving agents who enter The Mason Team. Anthony likes being a model and example for younger agents entering the business. “You know you are doing great things when you are able to change the lives of others based on your passion,” he says.

“Having my wife be able to step away from her job has been most rewarding. She is able to spend more time with our girls and slow life down a little bit. Now, we can enjoy life every day and not get lost in the hustle and bustle,” says Anthony. He loves being able to work with Lashika. Their goal is to build their team, Opulent Properties, into a one-stop shop for everything real estate.

For Anthony, “Success is the sum of small efforts repeated day in and day out.” He admonishes up-and-coming agents to treat their business like a business. It’s all about going into the office every day to give it your all, make the phone calls, hit the listing appointments out of the park, and build on top of those small efforts consistently. Anthony also focuses on staying top of mind. When people think of real estate, he wants them to think of him.

Outside of the business, Anthony loves to play golf, collect sneakers, listen to hip-hop and R&B, and is a car aficionado. Among his favorite books are *The Millionaire Real Estate Agent*, *How to Win Friends and Influence People*, and *Good to Great*. His biggest hobby is investing in his daughters, Chloé (6) and Kylié (1)—seeing what they are good at and cultivating it. They are his world. Anthony wants to be remembered for changing the lives of people, for being a great father, husband, and human being.



# CHRIS GUPTA

and

## Mortgage Advantage Loans

“Each loan has its own difficulties, so it’s rewarding when I am able to successfully accommodate each client.”

**When Krishan (Chris) Gupta was four years old, his family moved from India to the United States. He grew up in Chevy Chase, Maryland, and graduated from the University of Maryland, College Park, with a degree in economics. He received his Master’s Degree in Business Administration from Southeastern University, in Washington, D.C.**

Chris worked in sales and finance for the automobile industry for seven years. In 1992, he received an opportunity to work in the mortgage industry. “It felt like a good transition. Considering I was a newlywed with two young children at the time, it seemed like a more lucrative job with fewer hours,” says Chris.

Chris worked for several mortgage companies from 1992–1999. He gained valuable experience in the industry and learned enough about the business to open his own company. He started Mortgage Advantage Loans with three employees. Eighteen years later, they’ve grown to 55 employees and five offices in the DMV area.

“Every day brings its own challenges, and I enjoy all that comes with it,” says Chris. “Each loan has its own difficulties, so it’s rewarding when I am able to successfully accommodate each client.” In addition to providing residential and commercial mortgage



services, Mortgage Advantage Loans also offers credit repair for those who may need it in order to qualify for a home loan. They specialize in creative financing, and they have access to many resources. “We pledge to help borrowers overcome roadblocks that can arise while securing a loan,” he says.

Mortgage Advantage Loans has created a marketing brand called “Advantage Partnerships” that collaborates specifically with real estate agents. “We help real estate agents build their business, as well as ours, through various marketing channels. We have also developed the Advantage Training Academy, which provides mentoring and training sessions to new real estate agents and loan officers,” says Chris.

Mortgage Advantage Loans shares a common goal with real estate agents: to ensure their clients have a smooth and easy transaction throughout the entire loan process and to close in a timely fashion. Their loan officers have an average of 25 years experience each. “Our mission is to serve our customers with honesty, integrity, and competence. Our goal is to provide home loans to our clients while providing them with the lowest interest rates and closing costs possible,” says Chris.

A genuine, caring professional whose main objective is to please, Chris defines success as occurring



every time you see a smile on a client’s face. He says it’s having a thriving business with great partnerships—and, for him, that means great partnerships with real estate agents. Mortgage Advantage Loans has a proven reputation of making deals happen and keeping clients satisfied. Chris has handled more than \$50 million in funds related to mortgage, telecom, and financial institutions.

When Chris is not working, he enjoys spending time with his family. He and his wife have two daughters and two dogs. They enjoy traveling and have been to over 35 countries in the past five years. Chris personally enjoys staying very active by playing golf, tennis, and practicing yoga. He would like to be remembered as a hardworking and compassionate businessman who truly enjoys helping people.

**You can reach Chris and Mortgage Advantage Loans seven days a week at:**

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# SOCIAL MEDIA

## AND GROWING YOUR BUSINESS



By Chanin Wisler



Don't think social media can impact your business? Don't have time for it? I understand...I really do. I was a Facebook hold-out until about a year-and-a-half ago. I didn't want something else to have to check, and I didn't believe that my business needed it. However, I've come to realize what a powerful, and mostly FREE, business tool it can be.

According to a Realtor.com study, one-third of buyers in 2017 will be Millennials, and a recent Zillow report about housing trends has said that half of today's buyers are under 36 years old. We can be complacent about the way we market our services, which may leave us on the sidelines as younger buyers set up their households, or we can choose to learn some new tools to help fuel the growth of our business.

In my experience, buyers go online to start shopping for a home before they reach out to a lender or an agent, and if they aren't getting a referral from a friend or family member, they are going to look for a lender or agent online, as well. Everyone is checking you out—old and young, buyers and sellers, Millennials, Gen Xers and Boomers! If they are looking at listings online, you can bet they

are “Googling” you, and making a judgment about you based on your website and social media presence—or lack thereof.

- **More than a quarter of buyers find an agent online**
- **Millennials scrutinize more agents and spend more time reading online reviews than other generations**
- **Unlike buyers, Millennial sellers are just as likely as older generations to use an agent for a sale. However, Millennials are more likely than older generations to use online resources in their sale as well.**
- **When marketing their homes, Millennials are more likely than older sellers to use video footage (29%) and promote their listing on social media (28%).**

Your website should look good, be easy to navigate, have current information, AND be mobile-friendly. Do you have testimonials on your site? Do your LinkedIn profile, Facebook page, and personal websites have the same logos and info? Is a creative tagline or logo on all of your social media and business cards? What are you doing to differentiate yourself? Using multiple platforms correctly can “cross-pollinate” your brand and message. It's not as important that you use them all as it is that you learn about each and decide which ones fit your style.

Gary Vaynerchuk's, *Jab, Jab, Jab, Right Hook* has real-life examples of how to “step up” your social media and marketing game. Successful social media usage is depicted as throwing “jabs” to engage and entertain your audience, and then, when you really want a call to action, throwing a “right hook.” An example of a Facebook “jab” might be to post a picture of a kitchen and ask people if they like the cabinet color and backsplash combination. Another might be to post a picture of a home that lacks curb appeal and ask for suggestions. Other jabs could be articles about neighborhood news, just something funny or a compelling story. “Right hooks” would be specific calls to action—a listing,

a broker open that you are having, a seminar, or just an “ask” for referrals. The key is to mix it up, engage, and entertain.

Twitter, according to Vaynerchuk, is “the cocktail party of the internet”—more of a news and information-sharing site. On Twitter, you have to pique readers' interest with your unique perspective. Tweet a bit of funny/clever/insightful commentary with a link to an article or website to get a reaction. Use hashtags in your Tweets to add humor or make a point. Use Twitter's search engine to comment about local happenings, real-estate-related items, and things that are important to you as well as to find storytelling opportunities for you and your brand.

Don't think you have a use for Snapchat? Well, in some cases, Snapchat is the main way Millennials communicate—even replacing texting. You can use it after previewing a home at a broker's open. I know of an agent who has sold three properties by doing “sneak peeks” of home tours on Snapchat before they went on the market! Person-to-person Snaps last for just 10 seconds and stories for 24 hours. Users know they have to pay attention, or they'll lose out. Snapping a couple of pictures to a prospective buyer of a home in the neighborhood they're targeting will make them want to see it again—and for that, they'll have to call/email/text/Snapchat YOU.

Instagram and Pinterest can be used to create intrigue. Make sure the picture you post on Instagram is of good quality and includes descriptive hashtags. Pinterest is a visual wish-list site. People can follow your boards there, and images you pin can link back to your website. Give your boards clever titles, and make sure every photo includes a hyperlink.

Up for the challenge? Jump in, try something new, have fun, increase your brand awareness, and, in turn, GROW your business.

Chanin Wisler is a licensed loan officer in Maryland, D.C., and Virginia. Chanin has lived in the MD/DC Metro area her whole life, and knows the local market well. She grew up in Severna Park, Maryland, and now lives in Rockville, Maryland, with her husband and son, and is a University of Maryland alumnus. Even before she became a loan officer in 2002, Chanin was a Real Estate Investor, owning property in both Maryland and Northern Virginia. Whether you are a first-time home buyer or a seasoned investor, Chanin's experience and knowledge of the process will help guide you throughout your home buying experience. Her understanding of lender programs and guidelines, and her relationships with underwriters, ensures that her clients have a great experience—closing their loans on time and with ease, with the best rates available. You can visit Chanin at [www.ChaninWisler.info](http://www.ChaninWisler.info)



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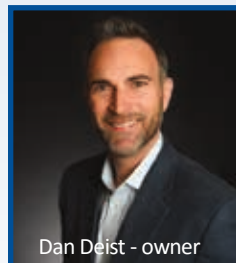
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# TERRY BELT

## and The Belt Team



Photos by Howard Lansat Photography



Christy Belt Grossman and Terry Belt



Left to right: Terry Belt, Gail Belt,  
Christy Belt Grossman, Jerry Belt



## EXPERIENCE, KNOWLEDGE, AND GRIT

**T**here's a difference between knowing how to be successful and being successful. Being successful requires grit. With 30 years of success in real estate, there is no doubt Terry Belt has both the knowledge and the grit that it takes.

Terry was born in California and comes from real estate royalty. His mother, Gail Belt, founding partner of The Belt Team, has been a Top Producer for over 50 years. She began her career in southern California, where she was the first agent to sell \$1 million, at a time when the average price for a home was \$17,000. Terry's father, Jerry Belt, sold San Diego's first \$1-million land parcel and worked as a Realty Specialist with Public Buildings Service of GSA. Growing up, Terry helped his mother with her real estate duties, answering phone calls, filing listing cards in shoe boxes in the old, paper-based MLS, putting up signs, cutting grass for vacant listings, and working for a home builder client of his

mother. Terry graduated from Georgetown University in 1988 with a degree in finance, and had already been working part-time in commercial real estate during his senior year.

Like his mother, Terry is a Northern Virginia Association of REALTORS® Lifetime Top Producer. He has helped lead The Belt Team to over \$1 billion in sales and has been featured on local radio, TV, and podcasts. Terry is a panelist, facilitator, and guest speaker for the Virginia Association of REALTORS® convention, presents at Keller Williams' local and national events, and has numerous other guest engagements in the region.

Terry's sister, Christy Belt Grossman, is COO of The Belt Team and is another Top Producer, closing \$128 million between 2015-2016. During her 21 years as the team's COO, Christy has contributed to and been profiled in *Inman News* and was listed in *Stefan*





Howard Lansat Photography

*Swanepoel's Technology Report 2013* "Top 100 Klout Scores in Real Estate." Christy is also an exceptionally skilled operations manager. In addition to running the team, she presents "Be A Boss! 10 Secrets of a Mega EA"—an interactive workshop already sold out in multiple cities around the country and in Canada this year.

The Belt Team is: Terry, CEO; Gail, founding partner; Kevin Kleifges, partner/agent; Beth Dadisman, partner/agent; Tom Hanton, partner/agent; Christy Belt Grossman, COO and social media guru; Patty Schuebel, client care manager; and Jerry Belt, agent, head of Special Services, and team ambassador. They have been in the Top 10 Real Estate Teams for Keller Williams and are a past Number 1 Luxury Agent award recipient in all of Keller Williams. They were listed in *Washingtonian Magazine's* 2017 Best REALTORS®, and by *Real Trends* as Top 20 Best Real Estate Agents for the State of Virginia. They are frequently ranked in the *Wall Street Journal's* Top 250 Real Estate Teams in the United States.

Most of the people on The Belt Team have grown up and raised their families in Vienna, Virginia. Terry has lived in Vienna since 1972. "We went to school here, coached here and intimately know the market as REALTORS® and as residents," he says. "We're kind of market geeks. In Vienna, chances are we've either been in your house or sold your house."

Terry is always on the lookout for talented, new, growth-minded and driven people to partner with the team, and teaches a class for new real estate agents, "10 Things I Wish I knew When I Was New." His advice to new agents is: think BIG, write down goals, seek mentorship, get a coach, and strive to succeed with and through others. "Work to surround yourself with awesome

people, and always seek continued personal development, real estate education and training," he says.

Now in his 30th year of real estate, Terry has seen a lot of change in the industry. "When the fax, computers, voice mail, email and the internet appeared in the early 1990s, so many seasoned agents struggled with adopting the change. I remember thinking they were like the dinosaurs and were going to become extinct if they didn't adapt, and many agents did fade away. Today, technology and Wall Street forces are thirsty to disrupt our industry, and it is happening faster than most realize. We must not be in denial, and we must raise the bar in communicating our value proposition as real estate professionals to our past, current and prospective future clients and customers. This is an everyday conversation with our team."

Terry is passionate about making a difference in people's lives through real estate. He values people, is purposeful in his relationships, and credits having been able to achieve such a high level of success to inner drive and putting people first.

He supports a number of charities, but the ones that mean the most to Terry are Vienna Little League and Madison High School Baseball. "Baseball is so much more than a sport," he says. "It teaches athletes so many life skills—things like failing your way to success and that mastery comes from time on task, over time."

Terry loves spending time with his family and supporting his wife of 25 years' fitness and nutrition career. Their son, David, is graduating this year from GMU, and their second son, Luke, is a junior at Virginia Tech. Terry says he would like to be remembered for loving his Creator and for being a great husband, father, son, brother, and person.

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It was great seeing everyone at the beautiful Belle Terre Mansion in Potomac. Pictures and video from the event will be in the next issue. In the meantime, check them out at [LansatPhoto.com](http://LansatPhoto.com). Click on "View

Your Photos" to get to our gallery. Be sure to look for info on our upcoming **September Fall Mastermind** in the magazine and in your email—and then put it on your calendar!



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# TOP 100 STANDINGS

Teams and Individuals Closed Date from Jan. 1 through June 30

Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	26.5	19	45.5	\$115,590,550
2	James Coley - Heller Coley Reed	Christie's International Long & Foster Real Estate	52.5	42	94.5	\$98,164,426
3	Keri Shull	Optime Realty	56.5	74	130.5	\$92,702,880
4	Creig Northrop	Long & Foster Real Estate	146.5	3	149.5	\$89,830,527
5	Marc Fleisher	TTR Sotheby's International Realty	22.5	9	31.5	\$82,276,778
6	Michael Rankin	TTR Sotheby's International Realty	17	11	28	\$68,947,899
7	David Getson	Compass	22	71	93	\$67,245,995
8	Phyllis Patterson	TTR Sotheby's International Realty	32	30	62	\$58,153,650
9	Brian Wilson	Wilson Realty Group	83	13	96	\$56,563,792
10	Jennifer Smira	Compass	41	25	66	\$51,061,316
11	Sue Goodhart	McEneaney Associates	39.5	22	61.5	\$49,428,042
12	Jennifer Walker	McEneaney Associates	33	34	67	\$44,167,812
13	Jay Day	Real Estate Teams	70.5	27	97.5	\$43,914,412
14	Cynthia Schneider	Long & Foster Real Estate	66	17	83	\$42,377,684
15	Nurit Coombe	RE/MAX Elite Services	35.5	26	61.5	\$41,639,490
16	Nathan Guggenheim	Washington Fine Properties	27.5	30	57.5	\$39,561,665
17	Wendy Banner	Long & Foster Real Estate	23.5	12	35.5	\$38,061,474
18	Janet Callander	Weichert, REALTORS	29	9	38	\$37,652,628
19	Piper Gioia	TTR Sothebys International Realty	9	8	17	\$35,677,500
20	Michael Brennan	TTR Sotheby's International Realty	21	9	30	\$35,169,400

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# TOP 100 STANDINGS

Teams and Individuals Closed Date from Jan. 1 through June 30

Rank	Agent	Office	List #	Sell #	Total #	Total \$
21	Michelle Yu	RE/MAX Town Center	34.5	14	48.5	\$34,792,594
22	Hans Wydler	Wydler Brothers Real Estate	19	6	25	\$33,968,899
23	John Kirk	Tower Hill Realty	63.5	2	65.5	\$33,844,537
24	Mark McFadden	Washington Fine Properties	8	5	13	\$33,474,600
25	Eric Stewart	Long & Foster Real Estate	36.7	11	47.5	\$33,332,236
26	Lilian Jorgenson	Long & Foster Real Estate	25	6	31	\$33,313,000
27	Jane Fairweather	Coldwell Banker Residential Brokerage	30	8	38	\$32,310,290
28	Kimberly Cestari	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	18	11	29	\$32,270,000
29	Tamara Kucik	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	44	20	64	\$32,238,986
30	Daryl Judy	Washington Fine Properties	13	10	23	\$31,996,215
31	Erich Cabe	Compass	16	19	35	\$31,686,900
32	Russell Firestone	TTR Sotheby's International Realty	8	12	20	\$31,507,500
33	Trent Heminger	Compass	34	11	45	\$31,161,375
34	Irina Babb	RE/MAX Allegiance	36	16	52	\$31,147,300
35	Robert Hryniewicki	Washington Fine Properties	6.5	5	11.5	\$30,571,750
36	Elizabeth Lucchesi	Long & Foster Real Estate	20	23	43	\$30,462,388
37	Barbara Beckwith	McEnearney Associates	15	4	19	\$29,659,500

**Disclaimer:** Information based on reported numbers to MLS as of July 7, 2017. Numbers not reported within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. *DC Metro Real Producers* does not compile this data nor claim responsibility for the stats reported to/by MLS. Data may vary up to 3%.

Rank	Agent	Office	List #	Sell #	Total #	Total \$
38	Barak Sky	Long & Foster Real Estate	20	24	44	\$29,532,221
39	Melinda Estridge	Long & Foster Real Estate	20	24	44	\$29,407,100
40	Alejandro Luis Martinez	RE/MAX Elite Services	26.5	67	93.5	\$29,103,633
41	Daniel Heider	TTR Sotheby's International Realty	7	14	21	\$27,707,400
42	Lisa Dubois-Headley	RE/MAX By Invitation	18.5	17	35.5	\$27,705,000
43	Koki Adasi	Long & Foster Real Estate	18	35	53	\$27,619,301
44	Elaine Koch	RE/MAX Metropolitan Realty	29.5	11	40.5	\$26,890,400
45	Brent Jackson	TTR Sotheby's International Realty	18	11	29	\$26,622,750
46	James C. Peva	Washington Fine Properties	5	4	9	\$25,902,500
47	Jennifer Thornett	Washington Fine Properties	6	4	10	\$25,682,500
48	Lauren Davis	Washington Fine Properties	10	5	15	\$25,604,000
49	Thomas Faison	RE/MAX Allegiance	19	7	26	\$25,592,558
50	Christine Reeder	Long & Foster Real Estate	38.5	46	84.5	\$25,482,158
51	Christopher White	Long & Foster Real Estate	25	12	37	\$25,480,000
52	Anne DiBenedetto	Washington Fine Properties	13	3	16	\$25,434,984
53	Sepidah Farivar	Keller Williams Realty	4	12	16	\$24,840,000
54	Jeffrey Wilson	TTR Sotheby's International Realty	8.5	8	16.5	\$24,607,500
55	Terry Belt	Keller Williams Realty	12.5	17	29.5	\$24,505,605
56	Marjorie Halem	Long & Foster Real Estate	18.5	10	28.5	\$24,236,023

**Disclaimer:** Information based on reported numbers to MLS as of July 7, 2017. Numbers not reported within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. *DC Metro Real Producers* does not compile this data nor claim responsibility for the stats reported to/by MLS. Data may vary up to 3%.



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# TOP 100 STANDINGS

Teams and Individuals Closed Date from Jan. 1 through June 30

Rank	Agent	Office	List #	Sell #	Total #	Total \$
57	Todd Vassar	Compass	8	18	26	\$23,861,595
58	Victor Llewellyn	Long & Foster Real Estate	31.5	19	50.5	\$23,788,500
59	Jeremy Lichtenstein	RE/MAX Realty Services	20	2	22	\$23,551,866
60	Andrew Riguzzi	Compass	14	13	27	\$23,431,399
61	Kira Epstein	Washington Fine Properties	9	18	27	\$23,130,850
62	Joel Nelson	Keller Williams Capital Properties	14	18	32	\$22,867,754
63	Kimberly Casey	Washington Fine Properties	12	6	18	\$22,851,215
64	Traudel Lange	Washington Fine Properties	10.5	7	17.5	\$22,400,500
65	Bradley Rozansky	Long & Foster Real Estate	17.5	5	22.5	\$22,392,850
66	Anne Killeen	Washington Fine Properties	14	4	18	\$22,282,350
67	Marsha Schuman	Washington Fine Properties	7	3	10	\$22,131,500
68	Margaret Babbington	Compass	16	22	38	\$22,064,195
69	Elizabeth Conroy	Keller Williams Realty	10.5	12	22.5	\$22,006,664
70	Jonathan Lahey	RE/MAX Fine Living	25	35	60	\$21,901,195
71	Alyssa Crilley	Washington Fine Properties	10	7	17	\$21,860,500
72	Kara Sheehan	Washington Fine Properties	5.5	5	10.5	\$21,712,687
73	Carlos Garcia	Keller Williams Capital Properties	13	12	25	\$21,697,667
74	Elizabeth Twigg	Washington Fine Properties	13	7	20	\$21,663,617
75	Carolyn Sappenfield	RE/MAX Realty Services	12	9	21	\$21,621,000

Rank	Agent	Office	List #	Sell #	Total #	Total \$
76	Nelson Marban	Washington Fine Properties	8	6	14	\$21,267,149
77	Antonia Katebchi	Redfin Corp	2	27	29	\$20,867,765
78	Elizabeth Lavette	Washington Fine Properties	6.5	5	11.5	\$20,739,250
79	Chelsea Traylor	Redfin Corp	37	1	38	\$20,724,804
80	Roby Thompson	Long & Foster Real Estate	11	13	24	\$20,659,750
81	Judy Cranford	Cranford & Associates	8	19	27	\$20,584,000
82	Laura Mensing	Long & Foster Real Estate	16	5	21	\$20,348,300
83	Steven Wydler	Wydler Brothers Real Estate	10	6	16	\$20,118,200
84	Loic Pritchett	TTR Sotheby's International Realty	8	16	24	\$20,087,288
85	Victoria (Tori) McKinney	Keller Williams Realty	11	15	26	\$20,008,950
86	Dana Rice	Compass	10	12	22	\$19,986,969
87	Anne Weir	Washington Fine Properties	5	5	10	\$19,980,000
88	Joan Cromwell	McEneaney Associates	8	15	23	\$19,699,100
89	Susan Ellis	RE/MAX Realty Centre	20.5	15	35.5	\$19,687,009
90	Seth Turner	Compass	8.5	20	28.5	\$19,619,438
91	Jonathan Taylor	TTR Sotheby's International Realty	3.5	5	8.5	\$19,589,500
92	Ginette R. Winston	Winston Real Estate	15	9	24	\$19,371,500
93	Theresa Valencic	Long & Foster Real Estate	8	5	13	\$19,179,000
94	Heidi Hatfield	Washington Fine Properties	3.5	6	9.5	\$19,169,500
95	Lisa Sabelhaus	RE/MAX Town Center	25.5	21	46.5	\$19,122,647
96	Robert Sanders	TTR Sotheby's International Realty	20.5	5	25.5	\$19,026,463
97	Jennifer Knoll	TTR Sotheby's International Realty	8	7	15	\$19,008,100
98	Karen Close	Century 21 New Millennium	14	4	18	\$18,877,900
99	Kathleen King	Washington Fine Properties	7	8	15	\$18,847,000
100	Nathan Dart	RE/MAX Realty Services	27	14	41	\$18,796,000

**Disclaimer:** Information based on reported numbers to MLS as of July 7, 2017. Numbers not reported within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. *DC Metro Real Producers* does not compile this data nor claim responsibility for the stats reported to/by MLS. Data may vary up to 3%.

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