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TOP
150
STANDINGS

RISING STAR

Dennis Lee

PARTNER SPOTLIGHT

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Your Personal Year-End Review



Your year-end review is a time to look back, celebrate accomplishments, and learn from mistakes. Stepping back to take an objective look at your overall performance, growth, challenges, and losses can help you evaluate your goals and set new ones for the coming year.

Not sure where to start? Whether working alone or as a team leader, a blend of Sid Savara's approach to the year-end review and a more corporate-style self-evaluation can help you measure this year's successes and failures, as well as plan for the future.

1. Make a list of your accomplishments and failures.

a. What goals did you or your team hit or miss? Take the time to write them down. What obstacles did you and your team overcome, both personally and professionally? How did you bring on more clients? Increase your revenue? Remember to write a list of your successes and failures since we learn more from our failures than from our successes.

b. What do your accomplishments and failures have in common? Circle the most important accomplishment listed, and highlight your top three, then do the same with any failures. How do they differ? How are they similar? Are they all work-related or did personal challenges take you off course? In other words, what really sums up your results this year?

c. Recognize that your victories were a team effort. No man (or woman) is an island. When you're self-employed, even when working with a team, it's easy to feel like your success is entirely on your shoulders, but everyone has a network, even if it's just a personal one. Whether a friend helped you set up for an event or a neighbor stepped in to babysit at the last minute, there are certain people you tend to lean on. This isn't a weakness – relying on other people for help builds your network.

d. Write down the names of a few people you turned to repeatedly this year – a team member, a friend, a peer, a neighbor, a partner – and reach out to thank those helping hands with a phone call, quick email, or handwritten note. After all, a team that feels appreciated will want to work with you in the future.

2. Consider what you learned.

a. In both your professional and personal life, what discoveries did you make in the past year? Did you find a new way to balance work and home? Did you start working out in the afternoon and find that you felt more focused after? Maybe you started delegating more as your team or partner's abilities strengthened?

b. Think back to what changed. How did you grow? You might think the way you do things hasn't changed much at all, but when you take a moment to reflect you'll realize you learned and grew in ways you could have never imagined, to the benefit of both you and your team's personal and professional success.

3. What's next?

a. To figure out your next steps for 2018, first ask yourself what's missing from your list of accomplishments. What were you, as a business leader or team player, unable to spend enough time on this year?

b. Make a plan for the future. What big goals or dreams would you like to achieve next year, personally and professionally? Write them down. Maybe you want to build relationships with new clients or maybe you want to re-establish contact with past clients.

c. Figure out how one goal can foster another. Evaluating your business success may not always be easy, but it is important. Consider what you've overcome, accomplished, learned, and how you and your business both changed this year. When you build on this information to prepare your goals for next year you will ensure there's continued growth, both personally and professionally.



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You have your plan, now do you need someone to hold your feet to the fire to implement your 2018 plans? Tina makes accountability calls every Friday and she will be happy to add you to her list!

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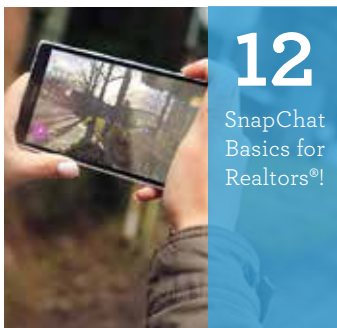
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MEET THE REAL PRODUCERS - DC METRO TEAM



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-Laura E. 6/13/17-



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CARPET CLEANING

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HAPPY HOLIDAYS!

Dear DC Metro REAL Producers,

The holidays always seem to be a good time to reflect—to look back and appreciate where we were and our journey to the present moment. We have enjoyed this community, and will do our best to continue to inform and inspire!

We’ve been able to sit with some of you and hear how you are making a difference in your communities in and in Real Estate. There have been many nominations for the “Making A Difference” charity feature story we just started, and more nominations are welcome.

I’m honored to share your stories and shed light on this wonderful group’s character and accomplishments.

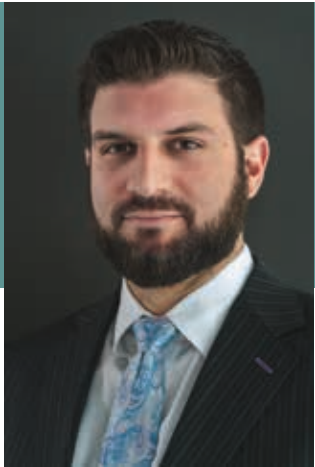
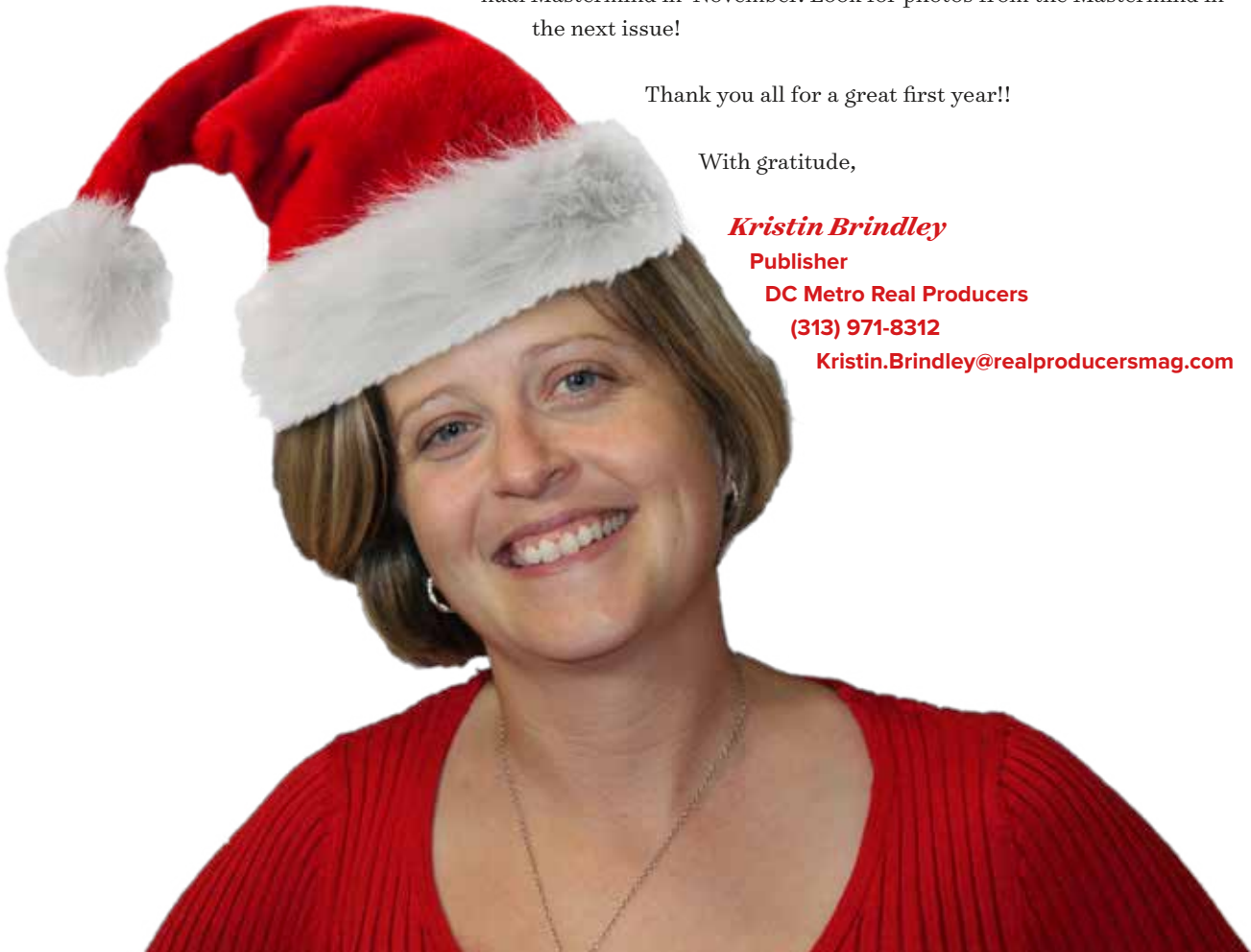
Some common themes have emerged from interviewing so many amazing Realtors®. Character, determination, grit, passion, growth-orientated, great listeners, grateful, willing to help, integrity...They just plain care about their clients, communities, Realtor® community and legacy.

We have really enjoyed throwing the Real Producers events. From our launch party in April and the blast we had at the summer social in July to our September event in McLean and First Annual Mastermind in November. Look for photos from the Mastermind in the next issue!

Thank you all for a great first year!!

With gratitude,

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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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DENNIS LEE

Trailblazer

Alexandria “born and bred,” Dennis Lee, of Capital West Real Estate Group, is a trailblazer—a man who forges his own path. It’s a path that has led to increasing success in a fresh, unconventional way.

In life, some paths to success are meandering, or riddled with speedbumps, pot holes, or the occasional detour. Lee’s path, though, is direct and rapid, much like his personality, which is straight-forward, genuine, and driven.

The real estate world beckoned him at the age of 22, when he bought a foreclosed house and rehabbed it. It wasn’t until years later, however, that he would answer the beckoning call and step into the world of real estate. “Just over four years ago, I finally left a six-figure job in the automotive trade in order to work for myself as a real estate agent,” recalls Lee.

Diverting from one career path to a completely different one takes gumption, and Lee hit the ground running. From the beginning, he’s been blazing a trail, as evidenced by his distinctions in real estate. For the past two years, and on track to be repeated this year, his team has held the distinction of being #1 in sales for the brokerage. Additionally, the team holds a five-star rating across the board and Top Producer status in the Washingtonian and Northern Virginia magazines. In 2016, Lee’s total volume was \$18 million, with a year-to-date volume of \$25 million.

Unconventional Growth

Unlike most, who begin their real estate career solo and later build a team, Lee started his team immediately. From there, it has continued to grow “steadily and organically,” and Lee expects his team to double in size from this year to next.



Carrie and Dennis Lee with their children, Abby and Patrick

“I’ve kept a highquality standard for the people I add to my team and have grown my business at a comfortable pace, so our clients continue to receive the best possible service at all times,” says Lee.

Fresh Approaches

As a true trailblazer, Lee doesn’t follow the pack, which is why he doesn’t engage in the typical practice of listening to podcasts and reading self-help books, for example. Lee prefers to forge his own path and create his own brand of customer service. Simply, he aims “to serve the customers very well, communicate excellently with them, and always operate with integrity,” he says.



Another unique aspect of Lee’s business model is that for sellers, he does the initial listing appointment and determines the best strategy, the team assists in implementing the strategy, and Lee negotiates. This approach ensures clients get Lee’s personal care and attention, as well the entire team working on their behalf. Lee adds, “Like me, each team member gives the client 100% absolute dedication.”

Service Mindset

Lee and his team have a service-centered mindset. To Lee, this is imperative. He says “if your only incentive is to sell the house, then you can’t truly serve the client and look out for their needs.”

“Many people in this business have the job description wrong,”

he adds. “Real estate isn’t about writing contracts, making sure paperwork is right, and cashing a commission check. My team and I honestly want to help our clients. We like determining their motivation to buy or sell so we know how to best to assist them in reaching their goals.”

Lee feels extremely lucky to have such a solid team, which includes wife and high school sweetheart, Carrie (Inside Sales Associate), as well as Louis Sivak (agent), Christina Sivak (Transaction Coordinator), Alan Kelly and Lisa Babin.

Quality of Life

Certainly, Lee’s team reciprocates his sense of appreciation, given the strides he’s making to improve quality of life for himself and his team. “Now that we’re successful and have a scalable model, I’m able to give each team member two days off every week, in addition to 30 paid days off per year,” explains Lee.

This method allows for rest, rejuvenation and time to enjoy life. He and Carrie, and their children, Patrick (11) and Abby (9), enjoy boating, going to the beach, and being outdoors. Lee is also actively involved in the children’s school, where he and a few other parents conceptualized and initiated the “Colonial Charge Fundraiser,” which recently raised over \$20,000 for the school.

Lee likes his time off, but enjoys his business just as much. “I don’t even feel like I’m working. In fact, I used to write music, but now real estate is my creative outlet,” reflects Lee. “Creativity plus work ethic equals success.”

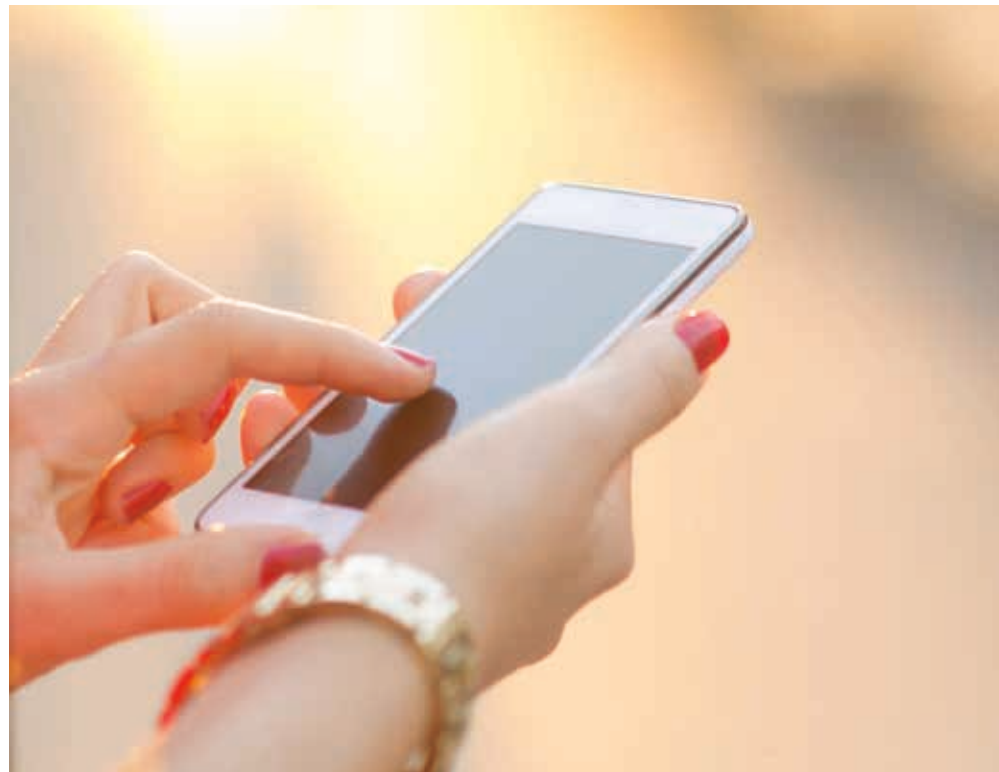
What does Dennis Lee believe success is? “To me, success is living life on my own terms,” he says. His unique path is proof of it.



SNAPCHAT

BASICS FOR REALTORS®!

By Wade Vander Molen



Snapchat is a video and picture application that allows sending messages that last from 1–10 seconds to your followers. These messages are called “Snaps.” These video and picture messages don’t stick around though, because once the message exceeds the 10-second (or less) limit, it disappears.

This “disappear” feature helps to keep your followers’ attention, knowing what they are seeing is about to be gone. You can also text message your followers through the application and do FaceTime videos!

Snapchat has a higher engagement rate than ANY other social network on the planet. Realtors® can use Snapchat in their marketing strategy to stay in front of clients in the best medium possible—video. It will also keep you relevant with clients

to gain a following and business. 71% of Snapchat users are under 34 years old. Millennial buyers and sellers use this social network and it’s growing. Want to connect with this demographic? Jump on board!

Snapchat = Engagement

Up until now, most social networks needed a lot of “friends” or “followers” to make a big difference in engagement. With Snapchat, we are seeing up to a 90% engagement rate. This means that the “snap” was opened, watched and/or replied to. No other social network on the planet has that statistic. This also means due to the high engagement rate, you don’t need a large amount of “friends or followers.” Imagine if 50 of your closest friends, clients and referral sources engaged on your social posts 90% of the time? Engagement is everything

in the social media arena, and a huge reason why Realtors® should implement Snapchat in their business.

Using Snapchat in Real Estate

SnapChat allows a Realtor® to create an endless amount of 10-second video/picture blogs to your followers—for free. These 10-second videos can be in sequence, as well. You can create as many Snaps in a row as you needed: Open Houses, New Listings, at Settlement, testimonials, promoting an event, giving market information, just having fun, etc. Add links to your website or somewhere else to drive traffic. It also keeps you “top of mind” with your followers who are watching your videos and pictures.

Snapchat Stories—Your Friend

One of the best features of Snapchat is the Snap Story (My Story). When you send out a Snap picture or video, you have the option to create a “Story.” The Snap story allows your video or picture to be seen for 24 hours. You have the ability to designate *who* sees it and who doesn’t. It isn’t unusual to have 10 or more 10-second videos in your story strung together. For instance, you are showing a property, holding an open house, or talking about the real estate market you specifically work. Creating “stories” helps to provide valuable information through video to your target audience.

How Do I Get on Snapchat?

Go to the application store and find it under “Snapchat.” Download the application and create an account. Choose a username (be unique) and allow it to connect to your phone contacts. The application will tell you which of your contacts has a Snapchat account. Add them and start sending Snaps! Another way is to email your clients or post on Facebook or Instagram that you have Snapchat and for people to add you. Provide your Snapchat username. It may be helpful to take a picture of your account (see mine below) to make it easier. Develop a following and start creating engagement with Snapchat!

Add me on Snapchat-username: [wadev1045](#)



Wade Vander Molen is the Director of Sales/Marketing for Stewart Title in the Northern Virginia/Washington D.C. area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing, and teaches a new sustainable business model to help them grow their businesses. You can visit Wade at [www.DCTitleGuy.com](#).

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Located in Clarksburg, Maryland, servicing the surrounding area, including nationwide long distance, Moyer & Sons has grown to 30 trucks and 60 employees.

In its third generation of business, Moyer & Sons is proud to be a “true family business.” Throughout the company, you will find a Moyer family member actively working; starting at the front office, father and sons, uncles and cousins are greeting you at the door or by phone, some are processing payroll, others completing estimates or confirming the schedule with clients for an upcoming move. At the other end of the building, father and sons, uncles and cousins are steadily working in the warehouse or on maintenance of their fleet. From phone calls to oil changes, this company is a well-oiled machine.



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Gordon “Tiny” Moyer (Founder)



William Ferry and Jason Moyer at GCAAR event



Commercial Moving Division

“Our company has such a family feel to it. We even have second-generation truck drivers, whose fathers also work for the company as truck drivers,” claims Jason. “They are part of our Moyer & Sons extended family. In fact, it’s due to the friendly service and care provided by our packers, movers and drivers that the good name of Moyer & Sons is carried on.”

Much like the show “Undercover Boss,” but without the concealment of identity, everyone in senior leadership at Moyer & Sons has worked in other areas of the company, as well. Jason recalls his own experience, “I started out working on the trucks, and after about nine months, I was given the opportunity to do sales.”

Jason truly enjoys his role in sales, which allows him to interact with customers. “I think most of us in the service industry have the same passion to help people,” he says. “For me, the reward is in sitting across the table from a stressed-out customer and coming up with a solution, then seeing the stress drain from them. Or, when someone calls because ‘the other mover’ said a piece of furniture wouldn’t fit into a room, but we’re able to make it happen. These things seem so small, but they can make the biggest difference.”

Moyer & Sons has been assisting real estate agents for nearly 50 years and has become a preferred moving company in the region due to their excellent customer care, dependability, and innovation.

Jason relays, “We’ve integrated technology into our business practices, which allows us to communicate faster with clients, maximize safety measures, and improve time management throughout the move process.” For example, Moyer & Sons uses iPads for surveying estimates and for truck and storage inventory tracking, assuring accurate accountability for a customer’s belongings. Jason adds, “For busy customers or those out of the

local area, we can use technology like Facetime or Skype to conduct home surveys.”

No job is too big or too small for Moyer & Sons. For instance, they can assist sellers in downsizing the home prior to listing it on the market. Because storage is a component of the business, it makes for an easy process for the sellers’ items to be moved and stored by Moyer & Sons.

Jason understands that real estate agents are in the relationship-building business. He advises, “Build solid relationships with service providers like us, which allows your clients to have a trusted partner for the sale or purchase of a home. Not only do we provide excellent service, we recognize the importance of communication and keeping the real estate agent ‘in the loop.’”

When real estate agents refer service providers to clients, it reflects on them, as well. Moyer & Sons genuinely understands that reputation matters. “Moyer & Sons is a solid, reputable resource with generations of experience,” he promises.

Although they don’t seek recognition for their work in the community, part of Moyer & Sons’ reputation is based on just that. Most recently, they organized “Hurricane Relief 2017,” wherein they donated time, collected supplies, and provided tractor trailers to take over 37,000 lbs. of donation items to Texas, Florida, and Puerto Rico. In addition, they’ve heavily supported organizations such as Montgomery County Coalition for the Homeless, For Three Sisters, Move 4 Hunger, A Wider Circle, and more.

Jason is proud of his family’s multi-generational business and works tirelessly to “keep my grandfather’s dream alive, to teach my two sons the value of an honest, hard day’s work, and to continue the great tradition of Moyer & Sons Moving & Storage.”



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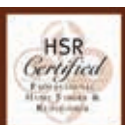
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NATHAN DART

MINDSET DETERMINES SUCCESS

Fathers often pave the way, leading by example and encouraging their children to succeed. Nathan Dart, with Dart Homes, RE/MAX Realty, remembers, “My father, one of the first RE/MAX franchise owners, was my role model and mentor. I saw him build his real estate business from the ground up, and I always knew that’s what I wanted to do, as well.”

In fact, Dart was so certain of his future career that he began taking licensing classes at 17 years of age. However, it wasn’t until January of 2002, after graduating from the University of Maryland, that he began practicing his predestined career.

Since that time, he’s amassed over \$500 million in career sales volume, and racked up multiple industry awards, such as: Top 1% of Realtors Nationwide; RE/MAX Lifetime Achievement; Six years in the Diamond Club; Top 5 Agents in the Mid-Atlantic Region since 2012; Top 250 Agents Nationwide; and Top 100 Agents Nationwide for RE/MAX.

Dart believes that “mindset determines success.” He explains, “Most people make excuses for why they’re



Photos by Howard Lansat Photography

not successful. I’ve learned that the natural flow of success is to become someone different in order to reach goals. Having the mindset of ‘Be, Do, Have’ is critical. ‘Be, Do, Have’ is the philosophy that in order to be someone different, one must do what needs to be done, and will therefore have what one wants.”

As is often the case, adversity brings enlightenment. Thus, it transpired that Dart’s “winning mindset” was born from hitting rock bottom when the market took a nosedive in 2008. Following his best year in real estate in 2007, Dart claims, “complacency set in and my business went dry.” Unfortunately



Danielle and Nathan Dart with their children, Gabriella and Landon, and dog, Bentley

for Dart and his wife, Danielle, this coincided with the purchase of a “big, fancy house where we put 20% down—we were living the high life.”

To compensate for a lack of business, Dart began throwing money at the problem. “I spent \$9,000 per month sending out marketing mailings. I was digging myself into a deep hole. With no new transactions, it was the bottom for me,” recalls Dart.

It was at rock bottom that Dart regrouped. “I dug deep into all the coaching, and books I’d read, and trainings I’d attended. I finally grasped the concept of ‘Be, Do, Have,’” he says. Dart had to change his mindset and reinvent his business in order to succeed again.

“I realized that 90% of my marketplace at the time was underwater, so I became certified as a Certified Distressed Property Expert—one of the first in

North America—and began helping people get out of the ditch,” says Dart.

“As REALTORS®, we make a unique impact on the lives of people we serve. I truly enjoy serving my clients, who are buying or selling their most expensive asset. They need to know they’re working with someone they know, like, and trust.”

“I’m grateful for the lessons I learned in 2008 and 2009. I wouldn’t be where I am today without them. After all, there will always be challenges. If there aren’t challenges, you’re not growing.”

Today, his business is thriving. But for Dart, it’s about more than his career. “Success is growth for myself and the people with whom I work.”



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Dart is passionate about the success of the individuals on his team. He strives to assist his team members in “reaching their goals, to support the lives they want for

themselves and their families.” Explaining further, he says, “If I can make an impact on the marketplace, the value I provide to it will have a direct impact to the income my team and I make.”

Coaching is also a passion of Dart’s. “Real estate fits into my dreams and goals because it enables me to coach others.” He continues, “Leverage is freedom in the real estate business. Every transition in your career leads you to become something different, and as you do so, the leverage of your time is applied

elsewhere. So, as I grow my business, I have begun shifting my priorities to training, coaching, and mentoring my team.”

Dart, himself, has been coached for the past ten years by Richard Robbins. “If you don’t already have a coach, get one,” advises Dart. “They have the unique ability to look at things from 50,000 feet, and can guide you while also holding you accountable. Coaches can also provide you with systems and tools to help you be successful in your business.”

Success has allowed Dart the opportunity to spend quality time with Danielle and their children, Landon (7), and Gabriella (4). They enjoy experiencing adventures together, including traveling, boating, waterskiing, and snow skiing.

As Dart continues to grow and achieve lofty goals, he contemplates why he considers real estate to be a lifestyle, not a job. It may be because he adheres to the belief that “there’s no glass ceiling in real estate. We can make it as big as we want.” This is true—with the right mindset.



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FIRST ANNUAL MASTERMIND

Held November 1, 2017

Thank you so much to all our partners who made our First Annual Mastermind on November 1st possible and to all our wonderful attendees. We had a fantastic, inspiring session and look forward to more exciting REAL Producers gatherings in the coming year!

A big Thank You to our event sponsors: Curiosity Consignment, First Washington Mortgage, Stewart Title, Super Home, and Towne Bank Mortgage, without whom the Mastermind would not have been possible!

Thank you to our panelists: Creig Northrop, Keri Shull, Christy Belt Grossman, and Harrison Beacher. We appreciate you sharing your time, energy and knowledge!



Thanks, too, to Brotha James, who did a great job facilitating the event and to Hal Elrod for a special talk during our VIP lunch.

Congratulations to all our raffle winners—we hope you enjoy the prizes that were graciously provided by our wonderful partners.

Please look for photos from the Mastermind in our next issue—and if you missed this event, be sure you make the next one!

Feel free to email us at Info@dcmetrorealproducers.com with the subject line “EVENT” to receive updates on events like the *DC Metro Real Producers First Annual Mastermind*!

Moyer & Sons Moving & Storage HURRICANE HARVEY RELIEF EFFORT

Moyer & Sons Moving & Storage, Inc. started a relief drive to collect items to send down to families impacted by Hurricane Harvey.

Over the years, the Moyer family has found creative ways to give back to the community, both locally and nationally. So, filling up a tractor trailer with supplies seemed to be a wonderful way to help.

It started very organically, just by posting a few items on social media and sharing with some of the associations and groups Moyer & Sons is affiliated with. An overwhelming outcry of support was shown by many and just over 17,000 lbs. of non-perishable food, cleaning supplies, baby products, toiletries, bottled water, bug spray, and school supplies were donated.

Moyer & Sons filled up the truck mid-September and delivered it to Houston.

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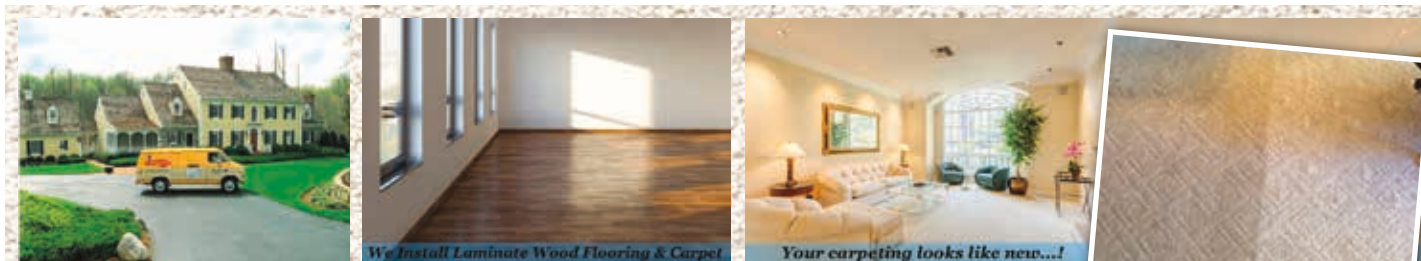
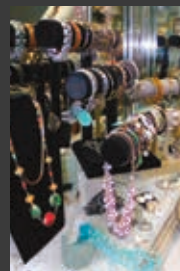
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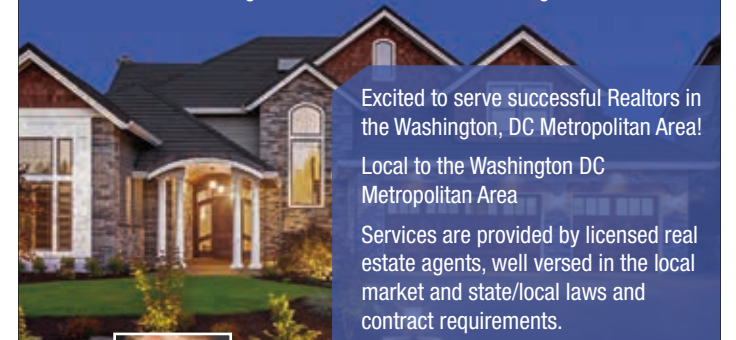
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support one year can't plan on the large donation amount annually. Therefore, we implemented a Legacy Grant, which means the two recipient organizations from the prior two years each get ten percent of the funds raised in the current year, while the current partner organization receives 80%."

With this model, the two previous organizations can count on a certain level of support as they continue to build their program. "Previous beneficiaries N Street Village and FAIR Girls each received \$5,000 as part of the DC WISE legacy program," explains Menkiti.

Menkiti, President of Sales of with The Menkiti Group of Keller Williams Capital Properties, sees the incredible possibilities for the charity through the lens of her profession. "There's a dire need for more support of single parents and young parents. These women struggle with housing and stability, and desire to move into the workforce to support their families," says Menkiti. "What if DC WISE invested in real estate, to use it as a vehicle to support housing opportunities for women in the community?"



Certainly, this idea would be a perfect blend of work and passion for Menkiti and the rest of the DC WISE board, made up of: Mandy Mills, Co-President; Jenn Smira, Secretary; Valerie Cline, Treasurer; Jennifer Landgraff, Financial Secretary; Jen Angotti, Chief Marketing Officer; and members Claudia Vitale, Heather Davenport, Melanie Hayes, and Pam Wye.

"There are so many worthy organization in our community that need our support," says Menkiti. "If you know of an organization that supports women in housing and you want to share them with DC WISE, please visit our website at www.dcwise.org."

►► making a difference

DC W.I.S.E.

WOMEN IN SOLIDARITY FOR EMPOWERMENT

Kymber Menkiti, Co-President of DC WISE, is passionate about women empowering young women. DC WISE is an acronym for Women In Solidarity for Empowerment, and the service area is Washington, D.C.

DC WISE is a nonprofit started by women in real estate in the D.C. area, across all franchise brands. "It's a way for us to come together in the industry," says Menkiti. "In the real estate community, people genuinely want to give, but are busy in their careers. DC WISE allows us to engage with ease, at a deeper level, and help young women in our community."

Each year, DC WISE supports a different local organization. In their fourth year in existence, DC WISE is undoubtedly making an impact. With only two major fundraisers per year, they're able to greatly impact the charities they help.

"This year, we are supporting Crittenton Services of Greater Washington," says Menkiti. Crittenton's website explains their organization as one which "empowers teenage girls to overcome obstacles, make positive choices, and achieve their goals through

programs in schools throughout the Greater Washington area (www.crittentonservices.org)." It continues, "for three decades, the results have been life-changing: the girls in our program are staying in school, avoiding pregnancy, graduating from high school, and going on to college and jobs."

DC WISE has been surpassing their fundraising goals with each passing year. And in 2017, they hope to surpass their fundraising efforts of the previous year. For reference, in 2016, they raised \$100,000 for Homeless Children's Playtime Project.

The DC WISE website explains, "In January 2017, DC WISE presented the Homeless Children's Playtime Project with the largest donation check they've ever received (\$90,000), which allowed them to hire their first volunteers coordinator and to expand their program to the hotels that are housing the overflow from DC General."

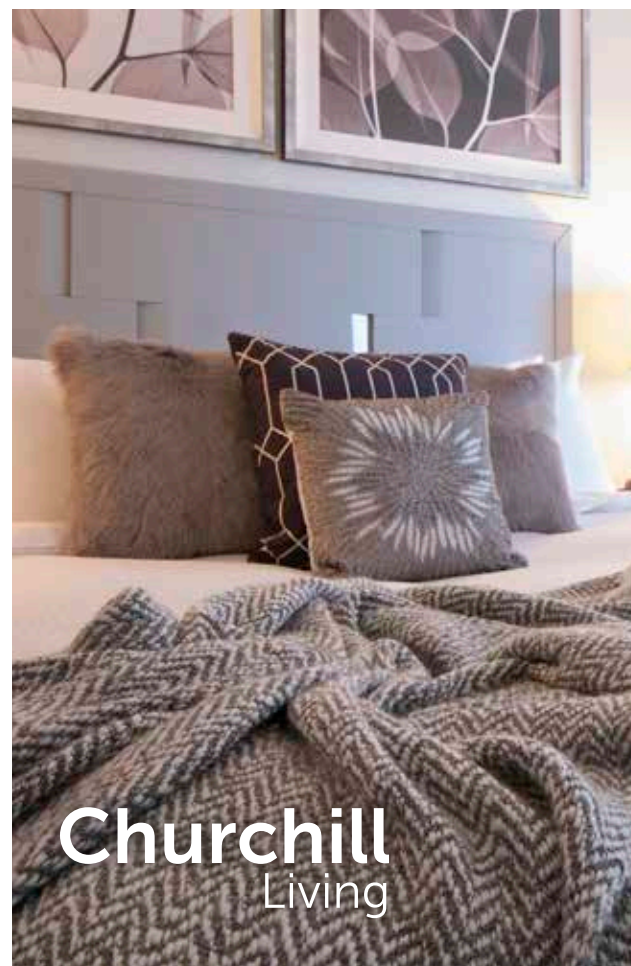
But, DC WISE actually raised \$100,000 last year. Where did the other \$10,000 go? Menkiti explains, "We realized we were the 'Fairy Godmothers' of real estate, which was great, but the non-profit we

DC W.I.S.E., Inc.

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Teams and Individuals Closed Date From Jan. 1 Through Oct. 31						
Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	47.5	29	76.5	\$179,326,050
2	Keri Shull	Optime Realty	97.5	134	231.5	\$166,122,949
3	James Coley	Long & Foster Real Estate	77	72	149	\$143,647,673
4	David Getson	Compass	52.5	129	181.5	\$133,498,824
5	Marc Fleisher	TTR Sotheby's International Realty	31	11	42	\$105,337,722
6	Phyllis Patterson	TTR Sotheby's International Realty	51	48	99	\$94,255,842
7	Michael Rankin	TTR Sotheby's International Realty	24.5	13	37.5	\$89,138,649
8	Sue Goodhart	McEneaney Associates	62.5	47	109.5	\$86,571,142
9	Jennifer Smira	Compass	62	41	103	\$78,923,616
10	Brian Wilson	Wilson Realty Group	117	20	137	\$77,816,591
11	Jennifer Walker	McEneaney Associates	50	54	104	\$68,700,238
12	Cynthia Schneider	Long & Foster Real Estate	94.5	40	134.5	\$66,855,172
13	Nathan Guggenheim	Washington Fine Properties	44	50	94	\$65,177,735
14	Nurit Coombe	RE/MAX Elite Services	51	44	95	\$62,926,840
15	Daryl Judy	Washington Fine Properties	24	17	41	\$58,640,314
16	Wendy Banner	Long & Foster Real Estate	30	22	52	\$58,567,636
17	Eric Stewart	Long & Foster Real Estate	58	18	76	\$56,695,086
18	Robert Hryniewicki	Washington Fine Properties	13	9	22	\$56,374,700
19	Kimberly Cestari	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	27	21	48	\$53,824,500
20	Mark McFadden	Washington Fine Properties	14.5	5	19.5	\$53,779,100
21	Lilian Jorgenson	Long & Foster Real Estate	39	9	48	\$53,713,000
22	Alejandro Luis Martinez	RE/MAX Elite Services	49	124	173	\$53,088,472
23	Michael Brennan	TTR Sotheby's International Realty	31	17	48	\$52,810,901
24	Dianne Van Volkenburg	Long & Foster Real Estate	23.5	12	35.5	\$52,416,450
25	Erich Cabe	Compass	29	30	59	\$52,051,200
26	Hans Wydler	Wydler Brothers	24	14	38	\$51,860,911
27	Michelle Yu	RE/MAX Town Center	53.5	20	73.5	\$51,771,719
28	Jane Fairweather	Coldwell Banker Residential Brokerage	43.5	14	57.5	\$51,305,290
29	Elizabeth Lucchesi	Long & Foster Real Estate	39.5	30	69.5	\$49,819,388
30	Tamara Kucik	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	63.5	33	96.5	\$49,472,102

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TOP 150 STANDINGS

Teams and Individuals Closed Date From Jan. 1 Through Oct. 31

Rank	Agent	Office	List #	Sell #	Total #	Total \$
31	Janet Callander	Weichert, REALTORS	34	16	50	\$48,514,147
32	Piper Gioia	TTR Sothebys International Realty	14.5	10	24.5	\$48,219,900
33	Daniel Heider	TTR Sotheby's International Realty	12	25	37	\$48,209,900
34	Barak Sky	Long & Foster Real Estate	38	33	71	\$47,655,639
35	Jennifer Thornett	Washington Fine Properties	9	8	17	\$47,312,500
36	Lauren Davis	Washington Fine Properties	13	11	24	\$46,108,500
37	Koki Adasi	Long & Foster Real Estate	33	49	84	\$45,658,656
38	Irina Babb	RE/MAX Allegiance	55	20	75	\$45,165,300
39	Melinda Estridge	Long & Foster Real Estate	26.5	34	60.5	\$44,256,350
40	Terry Belt	Keller Williams Realty	21	32	53	\$44,173,598
41	Dana Rice	Compass	21	28	49	\$44,172,369
42	Kimberly Casey	Washington Fine Properties	24	8	32	\$43,646,314
43	Brent Jackson	TTR Sotheby's International Realty	29	18	47	\$43,432,748
44	Russell Firestone	TTR Sotheby's International Realty	14.5	16	30.5	\$43,340,450
45	Chelsea Traylor	Redfin Corp	69	2	71	\$43,051,354
46	john kirk	Tower Hill Realty	74.5	3	77.5	\$42,974,664
47	Trent Heminger	Compass	48	14	62	\$42,912,725
48	Christopher White	Long & Foster Real Estate	38	18	56	\$42,045,298
49	Joel Nelson	Keller Williams Capital Properties	31	22	53	\$40,290,931
50	Kira Epstein Begal	Washington Fine Properties	18	28	46	\$40,125,350
51	Roby Thompson	Long & Foster Real Estate	23	23	46	\$40,099,650
52	Marianne Prendergast	Washington Fine Properties	27	5	32	\$39,487,200
53	Barbara Beckwith	McEneaney Associates	19	7	26	\$38,989,900
54	Victor Llewellyn	Long & Foster Real Estate	55.5	26	81.5	\$38,900,650
55	Marjorie Halem	Long & Foster Real Estate	29	15	44	\$38,897,642
56	Kara Sheehan	Washington Fine Properties	9.5	7	16.5	\$38,616,687
57	Antonia Ketabchi	Redfin Corp	4.5	46	50.5	\$38,167,065
58	Jeremy Lichtenstein	RE/MAX Realty Services	29	4	33	\$37,846,366
59	Jeffrey Wilson	TTR Sotheby's International Realty	16.5	16	32.5	\$37,679,500
60	Carlos Garcia	Keller Williams Capital Properties	29	18	47	\$37,540,467

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
61	James C. Peva	Washington Fine Properties	6	7	13	\$37,390,000
62	Carolyn Sappenfield	RE/MAX Realty Services	19	16	35	\$37,113,288
63	Tom Francis	Keller Williams Realty	20	9	29	\$36,939,500
64	Lisa Dubois-Headley	RE/MAX By Invitation	30	19	49	\$36,902,000
65	Margaret Babbington	Compass	21.5	38	59.5	\$36,473,651
66	Thomas Faison	RE/MAX Allegiance	31	9	40	\$36,439,558
67	Elaine Koch	RE/MAX Metropolitan Realty	38.5	16	54.5	\$35,828,000
68	Tyler Jeffrey	Washington Fine Properties	12	41	53	\$34,552,482
69	Anne DiBenedetto	Washington Fine Properties	16	5	21	\$34,453,714
70	Elizabeth Twigg	Washington Fine Properties	21	13	34	\$33,549,617
71	Raymond Gernhart	RE/MAX Allegiance	33.5	41	74.5	\$33,522,221
72	Laura Mensing	Long & Foster Real Estate	22	14	36	\$33,499,680
73	Anslie Stokes Milligan	McEneaney Associates	25	26	51	\$33,495,481
74	Thomas Paolini	Redfin Corp	12	37	49	\$33,201,258
75	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	14.5	33	47.5	\$32,557,850

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TOP 150 STANDINGS

Teams and Individuals Closed Date From Jan. 1 Through Oct. 31

Rank	Agent	Office	List #	Sell #	Total #	Total \$
76	Elizabeth Lavette	Washington Fine Properties	10	9	19	\$32,378,750
77	Traudel Lange	Washington Fine Properties	13.5	11	24.5	\$31,728,000
78	Alyssa Crilley	Washington Fine Properties	15.5	10	25.5	\$31,563,450
79	Andrew Riguzzi	Compass	16.5	20	36.5	\$31,415,799
80	Peggy Lyn Speicher	Long & Foster Real Estate	13	56	69	\$31,385,224
81	Ginette R. Winston	Winston Real Estate, Inc.	24	20	44	\$31,258,000
82	Nathan Dart	RE/MAX Realty Services	49.5	21	70.5	\$31,153,488
83	Seth Turner	Compass	10.5	36	46.5	\$30,982,438
84	Jonathan Lahey	RE/MAX Fine Living	34	46	80	\$30,761,295
85	Loic Pritchett	TTR Sotheby's International Realty	14.5	21	35.5	\$30,502,138
86	Robert Sanders	TTR Sotheby's International Realty	31.5	8	39.5	\$30,473,148
87	Ronald Sitrin	Long & Foster Real Estate	27.5	11	38.5	\$30,362,400
88	Peter Braun	Long & Foster Real Estate	31	23	54	\$30,018,550
89	Thomas Hennerty	NetRealtyNow.com, LLC	74	11	85	\$29,990,742
90	Elizabeth Conroy	Keller Williams Realty	15.5	18	33.5	\$29,975,114

Rank	Agent	Office	List #	Sell #	Total #	Total \$
91	Norman Domingo	XRealty.net	59	2	61	\$29,732,210
92	Jennifer Knoll	TTR Sotheby's International Realty	15	8	23	\$29,702,100
93	Tina Cheung	RE/MAX Realty Centre	11	52	63	\$29,584,663
94	Todd Vassar	Compass	10	26	36	\$29,519,905
95	Anne Weir	Washington Fine Properties	7.5	7	14.5	\$29,447,500
96	Steven Wydler	Wydler Brothers VA01 LLC	14.5	8	22.5	\$29,330,700
97	Dean Yeonas	Yeonas & Shafran Real Estate, LLC	12.5	11	23.5	\$29,259,780
98	Avi Galanti	Compass	16	16	32	\$29,185,976
99	Cynthia Howar	Washington Fine Properties	5	3	8	\$29,032,000
100	Elizabeth Brent	Keller Williams Capital Properties	47.5	2	49.5	\$28,966,959
101	Mehrnaz Bazargan	Redfin Corp	53	2	55	\$28,860,449
102	Delilah Dane	Redfin Corp	41.5	1	42.5	\$28,816,800
103	Robert Jenets	Stuart & Maury, Inc.	16.5	11	27.5	\$28,675,100
104	Christine Garner	Weichert, REALTORS	23	12	35	\$28,584,300
105	Judy Cranford	Cranford & Associates	10	27	37	\$28,411,900

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Residential Mortgage Officer
NMLS ID 197149

TOP 150 STANDINGS

Teams and Individuals Closed Date From Jan. 1 Through Oct. 31

Rank	Agent	Office	List #	Sell #	Total #	Total \$
106	Karen Close	Century 21 New Millennium	19.5	8	27.5	\$28,286,849
107	Anne Killeen	Washington Fine Properties	17.5	5	22.5	\$28,054,850
108	Lisa Sabelhaus	RE/MAX Town Center	42.5	26	68.5	\$28,039,524
109	Marshall Carey	Redfin Corp	42	3	45	\$27,754,112
110	Juan Umanzor	Long & Foster Real Estate	30	63	93	\$27,534,812
111	Robert Ferguson	RE/MAX Allegiance	18	16	34	\$27,498,216
112	Joan Cromwell	McEneaney Associates	12	19	31	\$27,315,600
113	Theresa Valencic	Long & Foster Real Estate	10	7	17	\$27,204,000
114	Mynor Herrera	Keller Williams Capital Properties	27	36	63	\$27,166,200
115	Jason Townsend	Keller Williams Capital Properties	29	18	47	\$27,099,950
116	Joshua Ross	RE/MAX Realty Services	18	18	36	\$27,047,785
117	Bryan Kerrigan	Redfin Corp	58.5	0	58.5	\$26,922,340
118	Susan Ellis	RE/MAX Realty Centre	30.5	19	49.5	\$26,863,909
119	Creig Northrop	Long & Foster Real Estate	54	0	54	\$26,812,143
120	Susan Maguire	Washington Fine Properties	13	9	22	\$26,686,350

Rank	Agent	Office	List #	Sell #	Total #	Total \$
121	Marsha Schuman	Washington Fine Properties	9.5	3	12.5	\$26,539,000
122	Jay Day	Real Estate Teams	43.5	14	57.5	\$26,514,848
123	Marjorie Dick Stuart	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	17	9	26	\$26,450,000
124	Xuri Wang	Hometown Elite Realty	4.5	20	24.5	\$26,414,513
125	Bradley Rozansky	Long & Foster Real Estate	25	5	30	\$26,379,100
126	Christine Rich	Long & Foster Real Estate	15	16	31	\$26,272,900
127	Nancy Itteilag	Washington Fine Properties	10.5	11	21.5	\$26,127,099
128	Leslie Friedson	Long & Foster Real Estate	18	14	32	\$25,942,850
129	Louis Chauvin	Compass	3.5	10	13.5	\$25,696,600
130	Kathleen King	Washington Fine Properties	10	13	23	\$25,628,000
131	Jonathan Taylor	TTR Sotheby's International Realty	6.5	6	12.5	\$25,511,188
132	David Lloyd	'Weichert, REALTORS	14.5	16	30.5	\$25,498,218
133	Thomas Arehart	RE/MAX Allegiance	32	21	53	\$25,400,300
134	Eric Murtagh	Evers & Company Real Estate	15	2	17	\$25,377,760
135	Thomas Buerger	Compass	18	23	41	\$25,208,131

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TOP 150 STANDINGS

Teams and Individuals Closed Date From Jan. 1 Through Oct. 31

Rank	Agent	Office	List #	Sell #	Total #	Total \$
136	Michael Lederman	Keller Williams Capital Properties	36	1	37	\$25,155,425
137	Nelson Marban	Washington Fine Properties	11	8	19	\$24,972,649
138	Laura McCaffrey	Evers & Company Real Estate	11	12	23	\$24,927,500
139	Robert Carter	Century 21 Redwood Realty	25	15	40	\$24,906,201
140	Kymber Lovett-Menkiti	Keller Williams Capital Properties	45.5	1	46.5	\$24,896,652
141	Meredith Margolis	Compass	10	16	26	\$24,831,252
142	Frederick Roth	Washington Fine Properties	8	7	15	\$24,551,100
143	Sheena Saydam	Keller Williams Capital Properties	15	34	49	\$24,479,094
144	Michael Schaeffer	Coldwell Banker Residential Brokerage	7.5	10	17.5	\$24,454,000
145	Rong Ma	Libra Realty	5	31	36	\$24,445,400
146	Bradley Kintz	Long & Foster Real Estate	41	8	49	\$24,161,150
147	Marin Hagen	Coldwell Banker Residential Brokerage	7	9	16	\$24,112,899
148	Kevin Gray	Compass	11	20	31	\$23,890,250
149	Ronald Mangas	TTR Sothebys International Realty	6.5	7	13.5	\$23,754,000
150	Heidi Hatfield	Washington Fine Properties	6	7	13	\$23,630,000

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