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## Are you getting your share of the millennial market?

### Millennials often get a bad rap when it comes to well, almost everything.

They don't have the drive, or the work ethic or a number of other qualities that we in the older generation think they should. Well, I think our parents say the same thing about us. And the reality is, there are many millennials in their late 20s and early 30s in the DC area who are wildly successful.

All those young professionals with law degrees and MBAs from prestigious colleges have already started to make their mark and some young married couples with double incomes are eyeing million dollar homes.

There are plenty of millennials who are priced out of the market. Coming up with a down payment is a struggle for younger buyers but millennials are still a significant portion of the market. According to Realtor.com, millennials make up 66% of first-time buyers. But don't assume young buyers mean entry-level buyers. According to Zillow, 8.7% of millennials in Arlington have incomes over \$350,000, the highest concentration of wealthy millennials in the country. And DC is tied for eighth with New York City on the list of wealthiest millennials with 2.8% over the \$350,000 income mark.

### When working with millennials, real estate agents need to focus on the features they value most.

They are health conscious and put a premium on walkability. They like to cook and want big kitchens

and livable outdoor space. They love their gadgets and are attracted to homes with the latest technology, more so than older buyers.

But in a lot of ways, millennials are not much different from other buyers. They are looking for an urban lifestyle but are ready to move to the suburbs when children arrive. The quality of the neighborhood and convenience to the job are key factors in the buying decision as is access to the Metro, restaurants and night life.

### If you are trying to reach millennials, look no further than the internet.

Realtor.com says 86% of millennials search for homes on their mobile device. Make sure your website is responsive, where content is adjusted based on the device used to access it. To reach millennials, you need to be on social media like Twitter and Facebook, but also be ready to embrace the newest technology as millennials are quick to adapt the latest social platforms.

Young buyers have always been the life blood of the real estate market. And despite the bad rap, today's millennials are no exception. By focusing on the features they want and keeping up to date with the latest technology, you'll be able to get your share of millennial buyers before they find a home.

**Call Tina today with any questions on how you can capitalize on the millennial market.**



**Tina DelCasale**

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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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- D. Griffin, October 2016

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► publisher's  
note



One of my friends always says, “You generate leads by what you do; you earn referrals by who you are.” When it comes to selling real estate (or really anything), success will usually come down to these two simple things:

1. What you’re doing
2. Who you’re being

As top producers, it’s easy to get caught up in only one or the other. In the process of chasing goals and serving clients, it’s often important to take a moment and reflect on these two areas.

What are we doing, daily, that’s moving us closer to our goals? Who are we being, daily, that’s contributing to the world around us?

Most of us probably think we’re being good people, leaving positive impressions, and making an impact on others – but how can we be sure?

Typically, we judge ourselves by our intentions. But others judge us by our actions. Are we really being the person we picture ourselves as? Are we really as caring, helpful, generous, positive, and passionate as we want others to perceive us as? Are we really growing ourselves **daily** as a **person**?

I’ve noticed a trend among top performers: The ones who are relentlessly committed to learning and growth typically make the largest impact on others. Nobody is perfect, but I can assure you that if you aren’t growing as a person, if you aren’t learning regularly, and if you aren’t making changes year after year, you’re definitely leaving potential on the table.

The interesting thing about success, in anything, is that usually the deciding factors between success and failure are really easy to do – and they’re just also really easy NOT to do. It’s easy to overlook the tiny actions we **could** take that would help leave lasting impressions.

Are you being fully present with the people you meet with?  
Are you being the type of person you’d want to refer?  
Are you regularly showing appreciation and gratitude?

Take, for example, the last time you went out of your way to give someone a referral or to connect two people. It’s EASY to send an introduction email, text, or three-way Facebook message... It’s also really easy to be “too busy” and forget.

Referrals are really easy to give, but they’re also really easy to overlook or skip.

Phone calls are really easy to make, but they’re also really easy to avoid.

Thank-you cards are really easy to write, but they’re also really easy to forget.

For the next 30 days, I challenge you to focus on the EASY, tiny activities that matter the most. I challenge you to give more referrals, and I challenge you to allocate time **weekly** to express your sincere appreciation to those who deserve it.

**\*\*\*Take a moment to write your answers to this question.\*\*\***

Who are the top SIX people who deserve a “thank you” or appreciation for their impact on my business?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

Yours in success,



**Kristin Brindley**  
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*“As an advocate for my clients, I am asked for lender recommendations, and I have to be particularly careful and confident with whom I refer. I can’t afford to pick the wrong lender, which is why I recommend Derek Harman. He is responsive, works for the best interests of our clients, and shares the same values as our team. I know that when I refer clients to Derek they will be taken care of and he will go that extra mile to ensure a successful settlement.” –Nathan Dart*

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# DAVID SHOTWELL

Photos by Ryan Corvello Photography



David Shotwell has a love for people and real estate. “I’ve always loved real estate. Even as a child, I’d sketch out house plans and was really into homes. I wish I would have become an agent sooner. It’s been a long time coming,” he says.

Before becoming a real estate agent, David spent 13 years at AARP, leading the national efforts for livable communities initiatives for older adults, which included housing issues like accessible design and affordability. Although David loved his job and the objective he was working to accomplish, his position lacked the individual interaction with people that he longed for.

It wasn’t until David took a seven-week sabbatical from his job to travel around the world, which was ironically offered by AARP, that he realized he wanted to do something else. The trip was a turning point in David’s life. He kept a self-discovery journal the entire time, and even overcame his fear of heights by bungee jumping and skydiving in New Zealand. Once he was able to disconnect from “the real world” and think creatively about what he truly wanted to do, he realized that he needed to be in a position where he could directly help people by working closely with them.

In May of 2012, David began his career in real estate and hasn’t looked back. In less than five years, he has become Vice President at Compass. His volume last year was \$15 million. “I really do love working with people. I feel that our job as real estate agents is part therapist, part financial advisor, part attorney, and I just love that,” he says. “I’m doing my dream job. It took a long time to get here, but I’m doing what I love.”

For David, the most rewarding part of being a real estate agent is receiving thank-you letters from clients. “I always give settle-

ment gifts to my clients, like Cutco knives and cutting boards, but sometimes I actually receive gifts from them, which is so heartwarming,” he says.

David was recently married in December to his husband, Erin Short. They love to travel, dine, and see shows together. David sings for the Gay Men’s Chorus of Washington, D.C., and was vice chair of the board of directors for years. He also supports the Alzheimer’s Association and American Cancer Association.

To up-and-coming top producers, David says, “Be true to yourself and carry that into your business, because you will relate better to your clients and other agents. People can see through the bull.” Two books that David would recommend are *Mindset: The New Psychology of Success*, by Carol Dweck, and *The Gifts of Imperfection*, by Brené Brown. These books help with understanding and accepting yourself and other people.

David defines success as a feeling of satisfaction from a job well done. Whether he sells \$5 million or \$25 million, what matters is his client’s satisfaction. “There will always be pressure to sell more, so it’s important to have a work/life balance,” he says.

David would like to be remembered as a good person, and as an expert in his field who provided great service to his clients and was a pleasure to work with.





EstateMAX is the partnership of the diverse talents of President Laurie Zook and Director of Business Development, Steven Berryman. EstateMAX offers expert guidance to clients in the areas of:

- **In-home estate sales (true estate sales, a.k.a. “tag sales”)**
- **Downsizing sales (called “living estate sales” or “moving sales”)**
- **Transitions management services (hands-on advice, organizing, packing, etc.)**
- **Online consignment/auctions (typically if not apropos for an estate sale)**
- **Property cleanout, including trash services**
- **Staging for home sale**

Anyone can claim to be in the estate sale business. EstateMAX is different—they are pros and pride themselves on transactions with no surprises. “When you introduce us to your clients, we will leave them with the best possible impression. This will reinforce your already powerful position in their relationship. This is because we are already vetted and certified. We are certified by Angie’s List Reviews to provide award-winning services,” says Laurie Zook.

EstateMAX, under Mission Transition, has been in business supporting its clients through transitions and personal property sales since 1999 in the D.C. Metro area. EstateMAX brings it all together under one brand. They have won the Angie’s List Super Service Award multiple times for their work, as reviewed by dozens of their clients. They do what they say they will do. Integrity, professionalism, attention to detail, and experience set EstateMAX apart from many amateurs in the personal property sales industry.

EstateMAX is famous for going above and beyond for their clients, and get fantastic referrals. This has netted them several titles, including currently, the Angie’s List Super Service Award for Excellence in Customer Service. Additionally, EstateMAX is the most frequently Googled company of its type in Maryland.

EstateMAX’s mottos (much imitated): “Minimizing Stress while Maximizing



Returns,” and “Transition is Tough – We Make It Simple” define their core business philosophies for both EstateMAX and O.P.S., their retail liquidation center. O.P.S. is known for “Shop O.P.S. Values.” They put their philosophy into action every day, with every client.

“We love turning unwanted personal goods into cash for our clients, finding lost assets, providing the opportunity for others to discover ‘treasures,’ and making it possible for clients to move forward with ease,” says Laurie.



EstateMAX was even credited with saving the life of a client during a recent estate-sale experience because of their excellence in removing all of the stress from the client’s transition during a volatile circumstance.

EstateMAX offers a one-stop website, [www.EstateMax.net](http://www.EstateMax.net), to define their methods and goals, and to showcase their cool YouTube videos showing clients what they do. There is a page for real estate professionals, such as yourselves, and an outreach (tool kit) page that agents can send directly to new real estate clients, simplifying their options of services. EstateMAX boasts state-of-the-art social media outreach, a YouTube channel, video production, and a strong web presence. Its Facebook reach is over 15,000, and direct previous customer reach via email list is over 3,000.

**LAURIE S. ZOOK – PRINCIPAL AND CEO**  
Laurie Zook, President of EstateMax and O.P.S., is the founder of Mission Transition, her woman-owned business in the Washington, D.C., Metro area, since 1999. Laurie has created and developed her core services business out of a passion for helping people improve their lifestyles through optimizing their living environments. Her training and background in design and fine arts, with 20 years prior work experience in interior space planning, project management, furnishing, antiques/collectibles sales, and decorative arts sales naturally come into play in this business.

Laurie is committed to employing the environmental aspects of recycling and conservation of resources in the consumer milieu as a keystone of the business culture. She is also the founder of The Re-Flea, a flea market created for old and re-purposed goods, previously held at The Great Frederick County Fairgrounds.

**STEVEN BERRYMAN – BUSINESS DEVELOPMENT**  
Steve, Director of Business Development, has been on board with EstateMAX since 2014, helping to develop the EstateMAX and O.P.S. brands. His principal concerns are in outreach and promotion for both companies.

Steve has enjoyed a 40-year career in retail and wholesale businesses, plus senior management responsibilities, and has been a manufacturer’s representative and professional construction project estimator. His previous senior management positions have been with Target, Sports Authority, and Montgomery Ward, plus commercial construction bidding and estimating with Office Walls & Ceilings, Inc. He is a professional writer, sales trainer, and a firearms expert.

Laurie and Steve live in a cool, 1910s building and garden setting (that Laurie keeps) in the Historic District of Frederick, Maryland—between the Maryland School for the Deaf campus

and the historically famous “Hessian Barracks,” where German mercenaries trained the Continental Army to fight against the British. When not planning their work calendar, in the off-season Laurie and Steve love to travel the Southern coast, exploring areas from the Outer Banks of North Carolina to the Florida Keys—and then on to New York City for some nightlife!

Laurie and Steve say they choose to define themselves by their standards and are gratified by the numerous reviews written by clients attesting to their professionalism.

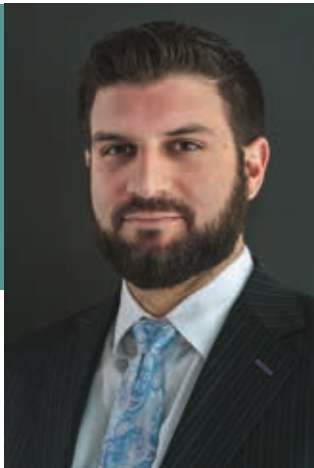
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Paul Coroneos is a Senior Associate at Foresters Financial Services, Inc., serving the DC-Maryland-Virginia area. Paul graduated from Roger Williams University with a BS in Financial Services.

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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Left to right: Zelda Heller, Jamie Coley, Leigh Reed  
photos by Howard Lansat Photography

# HELLER COLEY REED

Zelda Heller, Jamie Coley and Leigh Reed are a real estate dream team. With a combined span of 87 years in the industry and a team volume of \$1.8 billion in residential sales, Heller Coley Reed is doing some amazing things. They sold \$132 million last year and so far this year have chalked up \$103 million. The team was listed #58 in the country by the Wall Street Journal for sales volume (2016), and named Washingtonian’s Best Agents (2017), Washingtonian’s Top Producers (2017), and Long and Foster’s #1 team in Montgomery County by total homes sold and sales volume (2016). What is impressive beyond these statistics is how well these three individual agents came together and created a successful partnership, contributing to and supporting 30 different charitable foundations.

“I was a one-person show for a long time,” says Zelda. “Creating this team was a risk for each of us, but we have the same business morality, the same aim, and the same work ethic. Separately, we brought our own methodologies and molded them into one. It’s incredible how we mesh, given our different personalities. It’s very rewarding”

It’s true—each person has a different background. Zelda Heller is from Cape Town, South Africa. She graduated with a Bachelor of Science Degree and taught chemistry and physics for a few years. Then, in a country town 70 miles from the big city, she started a jewelry and antique shop, which progressed until she and her husband decided to immigrate, for political reasons, to the United States. Once here, they established Heller Jewelry, in Chevy Chase. For 25 years, the business sold rarities to clients all over the world. After selling her family home, Zelda discovered a new passion and obtained her real estate license.

Jamie Coley is a third-generation native of Washington. His father was a D.C. firefighter who advocated a career with steady work, steady pay and retirement. So when Jamie decided to leave his job at Northwest Airlines to pursue self-employment as a real estate agent, it was on a leap of faith. However, he grew up believing that if you do what you love and what you are passionate about, then success will follow, and he became passionate about real estate after purchasing his first home. Jamie’s determination and dedication to doing what he loves has produced success beyond his wildest dreams. He feels blessed to be a part of the Heller Coley Reed Team, which is comprised of his partners (Leigh and Zelda), top-notch staff and outstanding, successful agents within the team. Jamie has been involved with our local association (Greater Capital Area Association of REALTORS®) over the past several years, with a commitment of giving back to the real estate community. He is the 2017 GCAAR President,



as well as a director serving on the boards for MAR, DCAR and NAR.

Leigh Reed grew up in Connecticut with strong role models. Her father moved up through the ranks within a business he loved and eventually became president of the company. Her mother obtained her master’s degree and opened her own business, which became the number one woman-owned business in Connecticut by the time she died. Leigh’s grandmother was an executive at AT&T in Manhattan and built her own home from the ground up. As a highly successful real estate agent, Leigh has now become a strong, hard-working role model for her two daughters.

“Forming this team has given us a rejuvenation,” says Jamie. “Zelda is excited about developing the luxury market and recently produced a book detailing the various upscale condominiums of Maryland. She is also phenomenal about staying in touch with past clients, many of

whom have become friends. And best of all, she throws wonderful brunches, cooking the food herself, and waits on her guests hand and foot.”

Zelda returns the praise. “Jamie is well liked by everyone. Whenever his name is mentioned, people smile.” She speaks flatteringly about her other partner, too. “Leigh’s strength is expertise in contract law. She is a glutton for punishment when taking on complicated issues.” According to Leigh, “The more difficult the problem, the more gratifying it is when I have solved the issue and wrapped up the transaction.”

Zelda and her husband, Izzy Heller, have two married children. Dr. Tania Heller is a pediatrician in Bethesda, and Leon Heller is an entrepreneur in Chicago. There are four grandchildren. Tania’s son’s wife, Adrienne, is a member of the Heller Coley Reed team. Izzy, Zelda, and Tania are authors.

Outside of the business, Jamie loves traveling all over the world with his husband, Brad Kiley. They enjoy cooking, fine dining, wine (they are avid wine collectors), and college sports. Jamie and Brad have been together for twenty years and were just married in November, 2016. “We are truly blessed with wonderful friendships, loving and supportive families, and successful careers”



(Brad is COO of a non-profit, “Elizabeth Glaser Pediatric Aids Foundation”).

Leigh has been married to her husband, Rob Reed, for twenty-five years. Rob is president of Boom Media Works, doing audio/video post-production for radio and television. They have two daughters — Taylor and Dana. Taylor plays field hockey for Cornell University, where she will be a sophomore next fall, and Dana just graduated from Good Counsel High School and is headed to Louisiana State University with a commitment to play soccer. Leigh enjoys traveling, gardening, hiking, art and theater.

Heller Coley Reed is an excellent example of individual agents uniting in order to achieve something greater. The camaraderie among Zelda, Jamie, and Leigh is refreshing, and a joy to behold. They call themselves The Three Musketeers. This is a misnomer. They are The Dream Team.





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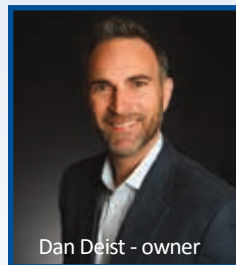
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# FASTEST WAY to Increase Your Real Estate Blog Subscribers List

By Wade Vander Molen

Are you looking to grow your real estate blog subscriber's number? First, before we get into HOW to grow this number, we need to understand WHY. Agents spend lots of money trying to get their marketing messages out to their target audience. A real estate blog is a great way to send out information and marketing messages to a large audience through the desired way people seek information... the internet. Do you currently subscribe to a local newspaper or magazine? Why? You enjoy



reading the content inside of the newspaper/magazine. You probably look forward to the newest edition coming in the mail. Am I right? The same goes for your real estate blog subscribers. There is a reason why they subscribed to your blog...they enjoy your content...so keep it coming!

## HAVE A BLOG AND BE CONSISTENT

Seems elementary, but recognize that this is 2017. People seek information online. Look at your own behavior—you probably do, as well. Having a functioning presence online that provides helpful information to your clients, past clients, prospects, and target demographic is important. Be consistent with the content you create. You wouldn't read this magazine very much if the subscription came only a couple times a year! If you are gaining viewership and subscribers, they are expecting you to keep the good stuff coming. Create a Top 10-15 list of blog ideas that your target audience would find beneficial, and start creating content. Your subscribers number won't jump up right away; it takes time, so don't get discouraged. Just keep posting good content your target audience desires, and syndicate it out through social media outlets, email blasts, and more.

## MAKE SUBSCRIBING EASY!

There is an easy way for people who visit your website to subscribe to your blog/content. I personally use Feedburner through Google. Feedburner is excellent because it tracks your blog subscribers and you can export their information into a csv file. They then will be added to your email list for market information, your listings, and other real estate updates. It is serving two purposes here. They are now subscribed to not only your blog, but also part of your target email list. Having an easy way to opt-in is a great way to increase your real estate blog subscribers list.

## YOU HAVE TO ASK!

Don't ask...Don't get. Ever heard that? This is true when it comes to adding your real estate blog subscribers. When posting blogs to social media accounts, or emailing them out to a client list, it is important you ASK for people to subscribe. If you are shooting a video for your YouTube channel, you can still add a great call to action telling people who you have a blog on your real estate website and they should check it out and subscribe! Having multiple places to post content and ask for subscribers is very important. Otherwise, people are going to read your blog and then move on. The goal is to keep them close to you by having them subscribe for your updates. This way you are always top of mind and seen as the thought leader in your area. This leads to a faster conversion of clients and the phone ringing!

As a busy real estate agent, if you are taking time to add valuable content to your website, it is important to gain an audience who can ultimately reach out to buy or sell real estate. Happy writing!

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](http://www.DCTitleGuy.com).



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# TOP 100 STANDINGS

Teams and Individuals Closed Date from Jan. 1 through May 31

Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	19.5	10	29.5	\$87,453,150
2	James Coley - Heller Coley	Christie's International Long & Foster	41	34	75	\$80,560,276
	Reed	Real Estate				
3	Keri Shull	Optime Realty	47.5	60	107.5	\$77,260,981
4	Marc Fleisher	TTR Sotheby's International Realty	17.5	9	26.5	\$72,359,583
5	Creig Northrop	Long & Foster Real Estate	110.5	3	113.5	\$68,359,999
6	David Getson	Compass	17	64	81	\$57,722,128
7	Michael Rankin	TTR Sotheby's International Realty	11	10	21	\$50,577,899
8	Jennifer Smira	Compass	35	20	55	\$42,273,416
9	Brian Wilson	Wilson Realty Group	55	9	64	\$38,959,764
10	Jay Day	Real Estate Teams	55.5	25	80.5	\$36,841,756
11	Nurit Coombe	RE/MAX Elite Services	26.5	22	48.5	\$31,776,990
12	Phyllis Patterson	TTR Sotheby's International Realty	24	10	34	\$31,026,900
13	Cynthia Schneider	Long & Foster Real Estate	49.5	11	60.5	\$30,594,009
14	Janet Callander	Weichert, REALTORS	22	8	30	\$30,192,628
15	Michelle Yu	RE/MAX Town Center	27.5	13	40.5	\$29,789,844
16	Mark McFadden	Washington Fine Properties	6	5	11	\$29,774,600
17	Piper Gioia	TTR Sothebys International Realty	7.5	7	14.5	\$29,765,000
18	Jennifer Walker	McEneaney Associates	23.5	23	46.5	\$29,563,400
19	Sue Goodhart	McEneaney Associates	23.5	14	37.5	\$29,131,942
20	Wendy Banner	Long & Foster Real Estate	18	10	28	\$28,956,381

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# TOP 100 STANDINGS

Teams and Individuals Closed Date from Jan. 1 through May 31

Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
21	Daryl Judy	Washington Fine Properties	10.5	10	20.5	\$28,459,965
22	Trent Heminger	Compass	31.5	9	40.5	\$27,606,775
23	Robert Hryniewicki	Washington Fine Properties	5	5	10	\$26,869,250
24	Melinda Estridge	Long & Foster Real Estate	18.5	22	40.5	\$26,077,100
25	Russell Firestone	TTR Sotheby's International Realty	6	10	16	\$25,858,500
26	Lilian Jorgenson	Long & Foster Real Estate	20	4	24	\$25,728,000
27	Nathan Guggenheim	Washington Fine Properties	20.5	20	40.5	\$25,263,715
28	Irina Babb	RE/MAX Allegiance	27	14	41	\$24,115,900
29	Jane Fairweather	Coldwell Banker Residential Brokerage	20	6	26	\$23,721,400
30	Tamara Kucik	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	34	12	46	\$23,635,240
31	Sepidah Farivar	Keller Williams Realty	4	10	14	\$23,268,000
32	Koki Adasi	Long & Foster Real Estate	17	28	45	\$23,214,801
33	Michael Brennan	TTR Sotheby's International Realty	16	4	20	\$23,120,500
34	Alejandro Luis Martinez	RE/MAX Elite Services	23.5	48	71.5	\$22,843,800
35	Eric Stewart	Long & Foster Real Estate	28	4	32	\$22,631,061
36	Lisa Dubois-Headley	RE/MAX By Invitation	17.5	12	29.5	\$21,977,500
37	Elaine Koch	RE/MAX Metropolitan Realty	24.5	9	33.5	\$21,915,300

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Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
38	Lauren Davis	Washington Fine Properties	8	4	12	\$21,880,000
39	Jennifer Thornett	Washington Fine Properties	5	3	8	\$21,507,500
40	John Kirk	Tower Hill Realty	39.5	1	40.5	\$21,353,718
41	Barak Sky	Long & Foster Real Estate	16.5	14	30.5	\$21,025,135
42	Carolyn Sappenfield	RE/MAX Realty Services	11	8	19	\$20,569,000
43	Barbara Beckwith	McEneaney Associates	12.5	3	15.5	\$20,399,500
44	Hans Wydler	Wydler Brothers Real Estate	9	5	14	\$20,073,500
45	Anne DiBenedetto	Washington Fine Properties	11	3	14	\$20,059,984
46	Marsha Schuman	Washington Fine Properties	6.5	2	8.5	\$19,781,500
47	Anne Killeen	Washington Fine Properties	12	4	16	\$19,457,350
48	Christine Reeder	Long & Foster Real Estate	32.5	34	66.5	\$19,359,358
49	Andrew Riguzzi	Compass	11	12	23	\$19,316,499
50	Brent Jackson	TTR Sotheby's International Realty	12.5	8	20.5	\$19,154,400
51	Terry Belt	Keller Williams Realty	9	16	25	\$19,127,730
52	Antonia Ketabchi	Redfin Corp	2	24	26	\$18,837,765
53	Elizabeth Conroy	Keller Williams Realty	8.5	12	20.5	\$18,770,164
54	Jonathan Taylor	TTR Sotheby's International Realty	3	5	8	\$18,737,000
55	Nelson Marban	Washington Fine Properties	7	4	11	\$18,561,149
56	Ross Vann	Compass	9	13	22	\$18,164,400

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TOP 100 STANDINGS

Teams and Individuals Closed Date from Jan. 1 through May 31

Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
57	Kimberly Cestari	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	13	6	19	\$18,138,000
58	Daniel Heider	TTR Sotheby's International Realty	6	11	17	\$18,022,150
59	Chelsea Traylor	Redfin Corp	31	1	32	\$17,950,804
60	Jonathan Lahey	RE/MAX Fine Living	16	31	47	\$17,897,695
61	Carlos Garcia	Keller Williams Capital Properties	11	9	20	\$17,662,667
62	Ginette R. Winston	Winston Real Estate, Inc.	14	7	21	\$17,656,500
63	Thomas Faison	RE/MAX Allegiance	13	5	18	\$17,650,423
64	Erich Cabe	Compass	11	11	22	\$17,620,900
65	Kimberly Casey	Washington Fine Properties	9.5	5	14.5	\$17,514,965
66	Bradley Rozansky	Long & Foster Real Estate	15	3	18	\$17,398,850
67	Kara Sheehan	Washington Fine Properties	4.5	4	8.5	\$17,342,500
68	Margaret Babbington	Compass	15	17	32	\$17,337,195
69	Todd Vassar	Compass	6	12	18	\$16,934,100
70	Heidi Hatfield	Washington Fine Properties	3.5	4	7.5	\$16,904,500
71	Jeffrey Wilson	TTR Sotheby's International Realty	5	6	11	\$16,782,000
72	Roby Thompson	Long & Foster Real Estate	9	10	19	\$16,681,250
73	Loic Pritchett	TTR Sotheby's International Realty	7.5	12	19.5	\$16,437,288
74	Jeremy Lichtenstein	RE/MAX Realty Services	14	2	16	\$16,286,866
75	Christopher White	Long & Foster Real Estate	15	10	25	\$16,149,000

Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
76	Samuel Dweck	Evers & Company Real Estate	4	5	9	\$16,085,333
77	Judy Cranford	Cranford & Associates	6	16	22	\$16,073,000
78	Joel Nelson	Keller Williams Capital Properties	7	16	23	\$15,945,200
79	Ronald Mangas	TTR Sothebys International Realty	3.5	4	7.5	\$15,880,000
80	Victoria McKinney	Keller Williams Realty	8	12	20	\$15,860,600
81	Susan Ellis	RE/MAX Realty Centre	15	12	27	\$15,645,609
82	Kira Epstein	Washington Fine Properties	7	13	20	\$15,573,100
83	Brittany Patterson	TTR Sotheby's International Realty	1	15	16	\$15,437,500
84	Timothy Brooks	Keller Williams Realty Centre	23	32	55	\$15,392,900
85	Lisa Sabelhaus	RE/MAX Town Center	21	16	37	\$15,254,347
86	Elizabeth Twigg	Washington Fine Properties	10	5	15	\$15,216,117
87	Victor Llewellyn	Long & Foster Real Estate	18	12	30	\$15,185,800
88	Robert Carter	Century 21 Redwood Realty	15	10	25	\$15,132,551
89	Christina O'Donnell	RE/MAX By Invitation	4	11	15	\$15,044,900
90	James C. Peva	Washington Fine Properties	3	2	5	\$15,025,000
91	Dianne Van Volkenburg	Long & Foster Real Estate	8	5	13	\$15,009,000
92	Karen Close	Century 21 New Millennium	11	4	15	\$14,945,500
93	Seth Turner	Compass	6.5	16	22.5	\$14,941,438
94	Laura Mensing	Long & Foster Real Estate	11	4	15	\$14,854,300
95	Elizabeth Lavette	Washington Fine Properties	5.5	3	8.5	\$14,779,250
96	Mehrnaz Bazargan	Redfin Corp	27	2	29	\$14,709,349
97	Anne Weir	Washington Fine Properties	4	4	8	\$14,665,000
98	Norman Domingo	XRealty.NET	30	1	31	\$14,651,100
99	Thomas Buerger	Compass	10	11	21	\$14,625,281
100	Dana Rice	Compass	8	7	15	\$14,610,719

**Disclaimer:** Information based on reported numbers to MLS. Numbers not reported to MLS 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 alter or compile this data, nor claim responsibility for the stats reported to/by MLS. Data may vary up to 3%.

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