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FEATURING:

J.P. Montalvan
& CAPITAL ESTATE GROUP

RISING STAR:

**ANGELA
HOYOS**

PARTNER SPOTLIGHT:

**RGS
TITLE**

JUNE 2017

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Mo Choumil
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Look to Tina DelCasale to Meet Your Clients' Lending Needs

Finding your client the perfect home is only part of the battle.

A good real estate agent has a team of lawyers, home inspectors and contractors who they can tap to help their clients overcome any barrier they might encounter. One of the most important team members is your mortgage professional. With the right mortgage partner, you can help your clients clear one of the biggest hurdles of homeownership — qualifying for a mortgage.

Here are some things to look for when adding the right lender to your team.

Look for expertise

Look for a direct lender with a long history of financial stability and a Loan Officer with extensive experience. Embrace Home Loans Senior Loan Officer Tina DelCasale has been in the lending industry for more than 25 years, having spent the last 16 in the DC market. She is an expert in her field, with extensive knowledge of first-time homebuyer programs, FHA, 203k, VA, Conventional and Jumbo financing. Tina has spent most of her career helping educate her clients on the right loan options for their needs. She has been awarded the State of Maryland Governor's Citation for Homebuyer Education and has taught homebuyer education classes since 1990.

Since its inception in 1983, Embrace has helped countless customers find

the mortgage product that is right for them. Embrace is also authorized to underwrite many of their Jumbo products, so closing in 30 days or less when needed is still part of the culture here.

Look for in-house capabilities

The best lenders will always be in control of your client's files. Tina and her team offer local processing and Embrace's in-house underwriting can review loans within 24-48 hours, so you can reasonably expect a loan commitment in seven days or less! And, with our automated updates, you and your team will be up-to-date every step of the way. Tina will also call you with weekly updates, keeping both the listing agent and buyer's agent current on the loan's status.

Look for an array of products

There are many federal, state and local programs available that can put homeownership in reach. Make sure your mortgage partner has access to all of them. With Embrace's portfolio of products, Tina can help find the ideal mortgage product for your clients based on their individual financial situation. Ask her about Embrace's extended rate lock options and its exclusive Approved to Move™ program, which gives your clients a fully underwritten loan commitment before they find a home.

We look forward to working with you so that you can experience the Embrace Experience!



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Embrace Home Loans, Inc. NMLS ID # 2184 is licensed in 46 states and DC., CA Licensed by the Department of Business Oversight under the Residential Mortgage Lending Act (www.nmlsconsumeraccess.org)

TABLE OF
CONTENTS

	8 Publisher's Note		10 Rising Star: Angela Hoyos		12 Partner Spotlight: RGS Title		14 Cover Story: J. P. Montalvan & Capital Estate Group
	18 Outsourc- ing Your Marketing		20 Spring Launch Party		27 Top 100 Standings		

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.

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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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THE VALUE OF SIX MONTHS

► publisher's
note



We're pleased to bring you the fourth issue of *DC Metro Real Producers*. I can't believe it's been over six months since we started this journey to create a platform connecting the top 5% of the real estate community and building a stronger sense of community within the upper echelon of the industry. Six months ago we had no product, no sponsors, no events planned, and no social media presence, but we had a mission! We had a burning desire to not only create this platform but also to build it into something significant in the lives of our agents, sponsors, and brokers. Fast forward six months, and we have over 25 sponsors, had over 80 attendees at our launch party (who collectively did over \$2 billion in business in 2016!), and four issues already in print. One of my mentors always taught me that "when you light yourself on fire, people will come to watch you burn." For the last six months, my team and I have been on fire – vetting dozens of vendors weekly, meeting with brokers, interviewing agents, coordinating photo shoots, planning parties, and designing this publication ... (hopefully, you've noticed!). We're excited that you're along for the

ride and can't wait to see where the next six months take us.

When you look at the next six months of your life and business, here are three questions to ask yourself: 1. Where would you be six months from now if you KNEW you could not fail? 2. What would your goals be? 3. What level of activity would you have? Oftentimes, we overestimate what we can do in a year, but significantly underestimate what can be accomplished in six months. Remember this: "Work expands to the time we allocate to it." If you have a BHAG (Big Hairy Audacious Goal) for the next six months, we'd love to hear about it (and see how we can help out). Feel free to email me at Kristin.Brindley@realproducersmag.com and let me know what you're working on. It'd be my pleasure to do anything I can do help!

Check out our events pages! Our launch party was April 21st. I want to thank our partners for helping to put on such a great event. We even gave away a trip to the Dominican Republic! Thank you to everyone who attended.

P.S. Watch for our events coming this summer and our mastermind in September. Details will be released soon by email and on the DC Metro Real Producers Facebook page.

YOURS IN SUCCESS,
Kristin Brindley



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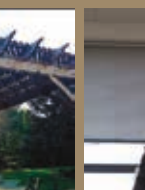
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Photos by Ryan Corvello Photography



“We have the power to become anything we want to,” is what Angela Hoyos was always told as a child by her mother. Angela’s mother grew up in Columbia, where opportunities for women were few, outside of becoming a homemaker. Angela wanted to become an accountant like her father, so she enrolled in college and had to overcome discrimination from teachers

and other male students. She excelled, nonetheless, and became a certified public accountant, eventually becoming the head accountant for their state lottery. Later, she opened her own accounting firm.

When Angela immigrated to the United States with her family at the age of 12, she possessed the same



Andres Serafini and Angela Hoyos



determination as her mother and truly believed that she could become anything she wanted to. Learning a new language and a new culture while missing her friends and family back home was tough, but she persevered. “We didn’t have much money, but we were full of hope,” says Angela.

Angela attended Poolesville High School after being chosen to be a part of the Global Ecology Studies Program and graduated with honors. She was accepted with a full scholarship at the University of Maryland, College Park, and majored in cellular molecular biology and genetics.

In 2003, Angela was introduced to the title industry, where she worked as a pre-processor for a title company. She loved it so much that she decided to stay and work there permanently, eventually getting her license as a settlement agent. She moved her way through all the departments (processing, post closing, funding/disbursements, and closing) and was there up until the market crashed. At that point, she decided to take a break to be home with her two daughters.

In 2013, Angela wanted to go back to work, but she didn’t want to go back to a 9-5 position at a title company; she wanted to set her own schedule. “Becoming an agent made sense to me, since I was not brand new to real estate. It was great to be able to have a second income again for my household and at the same time be able to attend my kids’ events and appointments,” says Angela.

Since then, Angela has sold a career volume of over \$30 million. Her volume last year, while not on maternity leave, was \$6.7 million. She won the

GCAAR 2016 Rookie-of-the-Year award, the Diamond Sales at Real Living award for 2015, the award for Highest Volume and Units for a Team at Real Living for 2015 and 2016, and won the Crown Sales award for TWG in 2016.

Now, Angela is passionate about adding value to people’s lives by helping them invest in their futures. She loves building long-term relationships with her buyers, sellers, and fellow agents. “Seeing my clients’ happiness when they finally get to hold the keys to their new home and doing that final walk-through right before closing is the best part!” says Angela.

Andres Serafini is Angela’s business partner. Andres was the vice-chair for GCAAR Public Policy and now serves as part of the Board of Directors for GCAAR 2017 and is an active member of NAHREP. They’ve been partners for a little over two years now, and when they first decided to take on this business venture they could never have imagined what a good partnership it really would turn into. “We have two very successful, yet different models and approaches to real estate practice that truly complement one other. Our partnership sets an exemplary standard for the rest of the team. The Washingtonian Group, is a dynamic

and diverse group with a fresh and well-rounded approach to all of our transactions, setting us apart from most real-estate teams!”

For Angela, success is “knowing that you did your best even if it didn’t work out. It is that feeling of satisfaction and having no regrets. It can’t be measured by others, but rather, within yourself. “

Given her experience, some advice that Angela would give to up-and-coming top producers is to take a deep breath before responding to difficult situations and to always be respectful to fellow agents because you never know when you will run into them again and it’s good to have friends everywhere. A favorite quote of Angela’s is by Dr. Wayne W. Dyer; he says, “When given the choice of being right or being kind, choose kind.”

Angela and her husband, David, have three children – Sofia (13), Valentina (10), and baby Oliver (8 months). They also have two dogs, named Paco (9) and Lola (5). Every year, they travel to Columbia to visit family and to show the kids where they come from. Valentina plays soccer for a travel team, and Sophia dances for competitions. “My husband and I make a really good team. We are glad to have each other,” Angela says.



RGS TITLE:

A History of Excellence & Agent
Service in the Washington, D.C., Area

Nearly 30 years ago, RGS Title opened its first office in Oakton, Virginia. Since then, the company has successfully settled tens of thousands of real estate transactions, helping people achieve their dreams of becoming homeowners. Over the years, the company has become an established leader in the settlement industry and now has over 32 locations in Virginia, Maryland, and the District of Columbia.

BUILDING A BUSINESS ON A STRONG FOUNDATION

RGS believes that for every real estate transaction, whether it's the sale of a new construction condominium or a multi-million dollar estate, a well-organized, swift, and secure closing is critical. The settlement must happen on time without any unnecessary costs or unexpected complications. Those seamless and stress-free closings are what RGS strives to provide each of its clients. The company's expertise and understanding of real estate settlements enable it to tailor its services to fit their customers' individual needs, as well as anticipate the unexpected and always have an appropriate solution.

As experts in title insurance, settlements, and real estate contracts, RGS also helps ensure its clients and the real estate agents with whom they work have the knowledge they need to make

confident decisions. That is why the company not only provides helpful guides and information on real estate transactions for consumers but also offers educational opportunities, including continuing education courses, to local real estate agents.

"RGS, having been around for a long time, has earned the respect of numerous professionals and consumers for the impeccable professionalism and great care they give," said Mary Beth Eisenhard of Long & Foster | Christie's International Real Estate in Gainesville, Virginia.

SHARING KNOWLEDGE WITH LOCAL REALTORS

Real estate agents have always been able to depend on their RGS attorneys and settlement officers for answers to questions about settlement and title issues. For many years, the company's

attorneys have been called on regularly to speak at local real estate offices and Realtor® boards, as well as other industry events. As the need for education continued to develop and grow, and RGS's attorneys and team members began teaching more frequently, the company recognized an opportunity to serve the real estate community in an even more significant way.

In 2006, RGS made its training program official by creating the RGS Title Real Estate Academy, where they offered numerous continuing education courses and post-licensing credits to real estate agents. The RGS Title Real Estate Academy is licensed by the Virginia Department of Professional and Occupational Regulation and now has over 30 classes approved through the state.

These courses help agents ensure their business practices are current, ethical and in compliance with the



complicated and ever-changing statutory requirements. Class subjects cover a variety of topics, including non-standard transaction closings, deeds of conveyance, living trusts, Fair Housing requirements, and much more.

A SECURE TITLE PARTNER YOU AND YOUR CLIENTS CAN TRUST

Not only is RGS committed to keeping its real estate partners educated and in compliance, but also its own compliance and security are of utmost importance to the organization. In this highly regulated industry, the team at RGS is dedicated to meeting compliance requirements under federal laws, as well as protecting clients' information as data breaches continue to increase. RGS routinely passes annual audits with the largest underwriters in the industry and staffs a full-time compliance officer. The company also is certified for accounting

practices with PricewaterhouseCoopers and uses email encryption and wire transfer protection measures. Clients of RGS can be assured that every measure is taken to protect and safeguard the confidentiality of personal information.

LOOKING TOWARD THE FUTURE

As it's done since 1988, RGS looks forward to making positive contributions to the greater Washington, D.C., real estate market for many years to come. In early 2017, the company announced the opening of two new RGS offices in the District of Columbia. Additionally, the company's logo will soon get a new look and feel. Overall, RGS is committed to continued growth and to redefining the way it serves its clients, the real estate industry, and the communities in which each office is located. The company prides itself on its ability meet the needs of its clients with impeccable service and industry expertise, as well as the lasting relationships it has built with thousands of local real estate agents. That's why RGS Title is more than just a title company; it is a title partner. To learn more, visit www.RGSTitle.com or your local office.

▶ partner spotlight

Get to Know RGS Title

RGS is one of the largest and most experienced title and settlement companies, and its highly experienced team offers complete commercial and residential real estate title services.

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By the Numbers: RGS Title Real Estate Academy

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30+: Comprehensive educational courses offered by the Academy



From left to right: Michelle Munro, J.P. Montalvan, Dana Cloud, Jessica Gardine

photos by Ryan Corvello Photography

J.P. Montalvan

& CAPITAL ESTATE GROUP

“Our team is a great group of people who push toward goals, share both the great wins and tough failures, have fun, and see very clearly that we can accomplish more together than we can as individuals.”

J.P. Montalvan is inspired by people who work hard to make their goals happen, beginning with his parents. His father, a Cuban-American, and mother, a Puerto Rican-American, were both raised by single mothers. They worked their way through college and graduate school and went on to do great things – from lovingly raising three kids to consulting on important projects like the Panama Canal Expansion Project and the U.S. National Health and Nutrition Examination Survey.

Inspired by his parents’ achievements, J.P. went on to become a consultant for an international economics consulting firm and started health and wellness companies. He became a real estate developer in 1996, which ultimately led to him becoming a Realtor® in 2002. “Whether as a health professional or real estate developer, I was passionate about helping people create better lives, from thinking about goals to taking action,” says J.P.

Now a vice president at Compass and in his 16th year of being a Realtor, J.P. is inspired by what’s ahead. Although his team, Capital Estate



Surround yourself with people who ‘get you,’ will challenge you, and will lift you.

Group, sold \$47.6 million last year and has consistently won awards for being a Top 10 team and he has been a top-10 producer, J.P. does not focus on achievements, nor does he rest on his laurels. He is currently passionate about growing Capital Estate Group, a high performing team that includes Dana Cloud, Jessica Gardiner, Michelle Munro, and Orlando Gonzales. Capital Estate Group is passionate about being a part of their clients’ lives as a resource and larger community well before and long after “the sale.”

Building community is important to J.P. and his team, and so is giving back. Whether it’s sitting around a team roundtable coaching and delving into his teammates’ professional goals or helping clients upsize, downsize, find their first home, or sell their family home, J.P. gets fulfillment out of assessing needs, analyzing situations, and advancing strategies to help better people’s lives. His team supports a variety of charities, but are particularly passionate about Puppies Behind Bars and Boulder Crest Retreat. Puppies Behind Bars trains prison inmates to raise service animals for veterans in need, and Boulder Crest Retreat provides recreational opportunities for veterans and their families.

Success, says J.P., is “having what you want in life, being surrounded by the people you love who also have what they want in life, and reaching out to others to bring what they want into their lives.” His advice to up-and-coming top producers is to write down goals and the actions necessary to achieve them, including the math. “Business doesn’t just happen,” he says. “Take risks because nothing worth doing will come without risk. Surround yourself with people who ‘get you,’ will challenge you, and will lift you.”

J.P. and his life partner, Olivia, have two children – Ray and Manny. Olivia is passionate about human rights and all things family, Ray is fully invested in football and track, and Manny is an avid cook who loves to play logic games. As a family, they love to watch movies and travel together. Apart from his work, J.P. is a long-time indoor cycling (spinning) instructor. He also practices Muay Thai (a form of Thai boxing) and loves to collect wines and cook.

When asked about his legacy, J.P. says he wants to be remembered for giving everything he had to give to everything he did. He adds, “I wouldn’t be where I am today, though, without the people who have pushed me, the people who have hurt me, and the people who have loved me all the way through. I’m grateful to all these people, particularly my family and my teammates.”

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- D. Griffin, October 2016

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For more information on how to get involved or to donate to **GCAAR CARES**, go to gcaar.com or contact Bill Highsmith at bhighsmith@gcaar.com.

All donations to **GCAAR CARES** are 100% tax deductible and go directly to charitable communities.

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PROS & CONS OF OUTSOURCING REAL ESTATE CONTENT MARKETING

by Wade Vander Molen

PROS & CONS OF OUTSOURCING REAL ESTATE CONTENT MARKETING

I get this question often when teaching real estate marketing classes in the Northern Virginia area: *"Is it bad if I'm outsourcing real estate content marketing?"* The answer to that question is YES ... and NO. There are pros and cons to each.

I realize as busy real estate agents that delegation is part of your business. Without proper delegation, it makes it hard to grow year over year. It also becomes impossible to wear all the hats and still keep your sanity. Many Realtor® clients of mine have expressed their interest in expanding their online presence, and with that comes adding content to make it go – just as you would add gas to your car.

PROS OF OUTSOURCING CONTENT MARKETING

There is the obvious positive – it saves time. You don't have to come up with blog topics and spend an hour or so writing. This works well, especially if don't like or want to write. Fair enough, many people feel the same way.

It gives your website fresh content so that it's updated on a regular basis for your followers and blog subscribers. It also allows your audience to read new and informative content that keeps people on your real estate website.

Many content-writing companies also can embed outbound links within the blog content that will drive traffic to other sources, such as your social media accounts and even video content. Also saving you time.

CONS OF OUTSOURCING CONTENT MARKETING

The content put on your website is "canned" and not yours. People can tell when they are reading something that is clearly not yours. There is a good chance that the exact same content on your website is also on hundreds of other real estate websites. Not good for the search engines.

Not optimized for the search engines. Yes, you have content on your site, but it is probably not optimized for the search engines to rank it in the index (search results). Does the content-writing company know your short-tail or long-tail keywords that you wish to rank for online? If not, it can be very difficult for your target audience to discover your blog content on their own.

You lose control by outsourcing. I write ALL of the content on my website ... always have and always will. I can control what content is put on the site and pushed out to my audience/readers. I feel this is important. By outsourcing your blog content, most of that control is gone.

Money. Outsourcing anything means "paying" someone else to do the work. You will have to add this into your monthly marketing budget and, in many instances, freelance content marketers aren't cheap.

WHAT I RECOMMEND

There is no "right answer," as it depends on how each Realtor® runs their business and how their overall goals are aligned. If your goal is to create an effective content marketing strategy, build web authority, and gain an online audience, then I highly recommend posting your own content. Set a goal of a blog/video a week, brainstorm on relevant topics that your target audience wants to know about and go! On the other hand, if those things are not high on your marketing list, but you want some basic information on your website (even if it is canned) so it can point your clients to something helpful, then outsourcing real estate content marketing might be for you.

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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Thank you so much to all our partners who made our big launch party possible and to all our wonderful attendees. We had a fabulous time celebrating with you and are excited for a successful year ahead! A big thank you to 4935 Bar and Kitchen for providing such a fantastic venue and great food and drink for our first major event!

Congratulations to all our raffle winners – we hope you enjoy the prizes that were graciously provided by partners of DC Metro Real Producers.

Please look for your pictures on these pages – you can find all the photos from the event at LansatPhoto.com. Click on "View Your Photos" to get to our DC Metro Real Producers gallery.

If you missed this event, be sure you make the next one! Feel free to text "EVENT" to us at 202-335-1077 to receive updates from us so you'll never miss another event!

Be on the lookout for your invitation to our upcoming summer event and mastermind in the fall!

Finally, thank you to our event sponsors, Chanin Wisler, of First Washington Mortgage, and Dan Deist, of Top To Bottom Services, without whom this event would not have been possible!



Donna Kerr, Chris Gupta



Left to right: Donna Kerr, Kristin Brindley, Jenna Haley



Left to right: Will Williamson, Amina Basic, Barry Katz



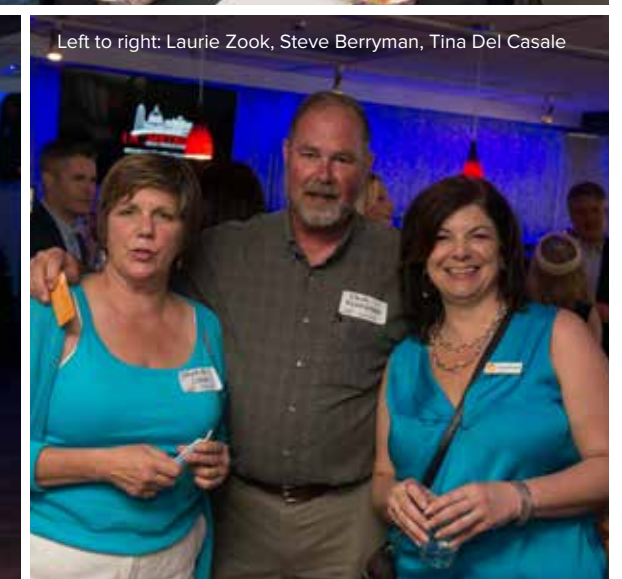
Left to right: Karen Briscoe, Kristin Brindley, Creig & Carla Northrop



Left to right: Josh Ross, William Ferry, Sabrina David, Will Williamson, Pat Kilner



Left to right: Kristin Brindley, Ashish Singh, Jeanne Chapman



Left to right: Laurie Zook, Steve Berryman, Tina Del Casale



Left to right: Amy Steinhoff, Adele Branthover, Sabrina David



Left to right: Mo Choumil, James Vito, Rafie Ansari

“DC Metro Real Producers is a great platform to bring top realtors together, to collaborate and network. This is a great event, great people, and venue.”
— KAREN BRISCOE



Left to right: Daniel Schuler, Karen Briscoe, Melinda Estridge, Juan Umanzor



Left to right: Zelda Heller, Kristin Brindley, Jamie Coley, Melinda Estridge

Photos by Howard Lansat Photography



Buffy Foster, Pat Kilner



Arun Singh, far left, & Ashish Singh, far right (Frame Tech - raffle donors), with Karen Briscoe (winner Custom Framing Gift Certificates), Kristin Brindley

“Ask a pro! The first publication was great, and we can learn from one another so we're not islands.”
— MELINDA ESTRIDGE



Ellie Shorb (winner Antque Mystery Boxes with Soy & Elec Gel Candles Basket), with Adele Branthover (Curiosity Consignments - raffle donor)



Mynor Herrera, Kristin Brindley, Jumoke Akiosi



Left, right: Tina Del Casale, Amy Steinhoff



Anthony & Lashika Mason



Left to right: Steve, Kristin Brindley, Luke Rozansky



Left, right: Carla Northrop, Ellie Shorb



Left to right: Tina Del Casale, Amy Steinhoff, Adrienne Edgell



Left, right: Koki Adasi, Creig Northrop



Left to right: Jamie Coley, Rafie Ansari, Angela Hoyos, Luke Rozansky



Mynor Herrera (winner Tea Lover's Basket), with Chanin Wisler (First Washington Mortgage - raffle donor)



Left to right: Chris Gupta, Liliana Robeson, Bill Iampieri, Rafie Ansari, Creig Northrop.

Photos by Howard Lansat Photography



“I like that the magazine is touching the ins and outs of real estate – tips, brainstorming, best practices. The event couldn't be at a better venue. Look forward to being part of it and growing it.”
— CREIG NORTHROP



Kristin Brindley (DC Metro Real Producers - raffle donor), with Creig Northrop (winner Vinnsulator)

Photos by Howard Lansat Photography



Amy Steinhoff (winner 2 tickets Washington Nationals), Barry Katz (Real Estate Video Company - raffle donor)



Kristin Brindley, Craig Northrop



Jamie Coley, Zella Heller



Ingrid Dallaire, Dan Deist, Josh Ross

“We're excited about the publication and appreciative of this event getting us all together. We tend to work and have our heads to the grindstone and don't get to network with the top 500 agents. This is a highlight – good for the industry.”
– JAMIE COLEY



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Left, right: Kristin Brindley, Carolyn Sappenfield

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Left to right: Laurie Zook & Steve Berryman (EstateMAX - raffle donors), Juan Umanzor (winner Waterford Crystal Vase), Kristin Brindley



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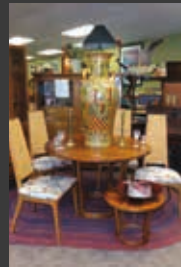
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TOP 100 STANDINGS

Teams and Individuals Closed date from January 1 through April 30

Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	13	8	21	\$62,718,650
2	Keri Shull	Optime Realty	35	40	75	\$52,660,581
3	Marc Fleisher	TTR Sotheby's International Realty	13	6	19	\$47,230,583
4	Creig Northrop	Long & Foster Real Estate	72	3	75	\$43,196,324
5	James Coley	Long & Foster Real Estate	26.5	25	51.5	\$53,609,121
6	David Getson	Compass	11.5	43	54.5	\$40,434,028
7	Michael Rankin	TTR Sotheby's International Realty	8	8	16	\$34,892,899
8	Jennifer Smira	Compass	27	14	41	\$31,134,916
9	Mark McFadden	Washington Fine Properties	6	4	10	\$28,434,600
10	Jay Day	Real Estate Teams	44.5	16	60.5	\$28,129,289
11	Nurit Coombe	RE/MAX Elite Services	22	18	40	\$25,941,490
12	Phyllis Patterson	TTR Sotheby's International Realty	18	8	26	\$24,787,800
13	Janet Callander	Weichert, REALTORS	17	7	24	\$24,510,000
14	Robert Hryniewicki	Washington Fine Properties	3.5	4	7.5	\$23,951,500
15	Trent Heminger	Compass	26	7	33	\$22,229,625
16	Jennifer Walker	McEneaney Associates	15	17	32	\$21,579,150
17	Wendy Banner	Long & Foster Real Estate	12.5	7	19.5	\$21,311,166
18	Cynthia Schneider	Long & Foster Real Estate	34.5	9	43.5	\$20,684,600
19	Brian Wilson	Wilson Realty Group	36	5	41	\$20,665,764
20	Sue Goodhart	McEneaney Associates	16.5	10	26.5	\$20,644,942
21	Lilian Jorgenson	Long & Foster Real Estate	15	2	17	\$18,860,500
22	Anne Killeen	Washington Fine Properties	11	4	15	\$18,482,350
23	Andrew Riguzzi	Compass	10	11	21	\$18,406,599
24	Anne DiBenedetto	Washington Fine Properties	9	3	12	\$18,376,984
25	Jennifer Thornett	Washington Fine Properties	3.5	3	6.5	\$18,362,500
26	Michelle Yu	RE/MAX Town Center	15	10	25	\$17,888,270
27	Nelson Marban	Washington Fine Properties	6	3	9	\$17,650,149
28	Melinda Estridge	Long & Foster Real Estate	11.5	12	23.5	\$17,462,300
29	Daryl Judy	Washington Fine Properties	4.5	8	12.5	\$17,160,965
30	Barak Sky	Long & Foster Real Estate	12.5	13	25.5	\$17,075,135
31	Jane Fairweather	Coldwell Banker Residential Brokerage	13.5	4	17.5	\$16,972,500
32	Russell Firestone	TTR Sotheby's International Realty	5	6	11	\$16,898,500
33	Nathan Guggenheim	Washington Fine Properties	14.5	14	28.5	\$16,800,855
34	Jeffrey Wilson	TTR Sotheby's International Realty	5	6	11	\$16,782,000

TOP 100 STANDINGS

Teams and Individuals Closed date from January 1 through April 30

Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
35	Irina Babb	RE/MAX Allegiance	21	9	30	\$16,724,400
36	Piper Gioia	TTR Sothebys International Realty	4.5	4	8.5	\$16,715,000
37	Hans Wydler	Wydler Brothers	7	4	11	\$16,571,000
38	Lauren Davis	Washington Fine Properties	7	2	9	\$16,231,000
39	Samuel Dweck	Evers & Company Real Estate	3	5	8	\$15,580,333
40	Alejandro Luis Martinez	RE/MAX Elite Services	15.5	31	46.5	\$15,341,600
41	Thomas Faison	RE/MAX Allegiance	10	5	15	\$15,302,423
42	Sepideh Farivar	Keller Williams Realty	3	3	6	\$15,134,000
43	Barbara Beckwith	McEnearney Associates	8.5	3	11.5	\$15,117,000
44	Tamara Kucik	W.C. & A.N. Miller, Realtors	23	8	31	\$14,957,750
45	Kara Sheehan	Washington Fine Properties	3.5	3	6.5	\$14,945,000
46	Terry Belt	Keller Williams Realty	7.5	12	19.5	\$14,801,730
47	Christine Reeder	Long & Foster Real Estate	26	25	51	\$14,752,538
48	Kimberly Cestari	W.C. & A.N. Miller, Realtors	10	4	14	\$14,698,000
49	Jeremy Lichtenstein	RE/MAX Realty Services	11	2	13	\$14,614,366
50	John Kirk	Tower Hill Realty	27.5	0	27.5	\$14,317,140
51	Brent Jackson	TTR Sotheby's International Realty	9	6	15	\$14,142,400

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Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
52	James Bell	TTR Sotheby's International Realty	2	2	4	\$14,065,000
53	Brittany Patterson	TTR Sotheby's International Realty	1	14	15	\$14,037,500
54	Michael Brennan	TTR Sotheby's International Realty	11	2	13	\$13,995,500
55	Elizabeth Lavette	Washington Fine Properties	4.5	3	7.5	\$13,703,750
56	Christina O'Donnell	RE/MAX By Invitation	4	9	13	\$13,620,900
57	Karen Close	Century 21 New Millennium	11	2	13	\$13,456,500
58	Lisa Dubois-Headley	RE/MAX By Invitation	10.5	7	17.5	\$13,234,000
59	Jennifer Knoll	TTR Sotheby's International Realty	6	4	10	\$13,212,000
60	Carlos Garcia	Keller Williams Capital Properties	9	6	15	\$12,937,517
61	Chelsea Traylor	Redfin Corp	21	1	22	\$12,928,804
62	Elizabeth Conroy	Keller Williams Realty	6.5	10	16.5	\$12,822,158
63	Elaine Koch	RE/MAX Metropolitan Realty	13	7	20	\$12,741,500
64	Christopher White	Long & Foster Real Estate	11	9	20	\$12,645,000
65	Nancy Itteilag	Washington Fine Properties	4.5	4	8.5	\$12,557,599
66	Antonia Ketabchi	Redfin Corp	1	16	17	\$12,424,000
67	Dana Rice	Compass	6.5	6	12.5	\$12,404,000
68	Todd Vassar	Compass	3	9	12	\$12,301,000
69	Bradley Rozansky	Long & Foster Real Estate	11	2	13	\$12,242,850
70	Phyllis Young	Coldwell Banker Residential Brokerage	5	2	7	\$12,223,132

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TOP 100 STANDINGS

Teams and Individuals Closed date from January 1 through April 30

Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
71	Timothy Brooks	Keller Williams Realty Centre	16	27	43	\$12,179,900
72	Elizabeth Lucchesi	Long & Foster Real Estate	15	3	18	\$12,164,000
73	Margaret Babbington	Compass	13	10	23	\$12,080,740
74	Joanne Pinover	Washington Fine Properties	3	5	8	\$12,035,250
75	Louis Chauvin	Compass	2	4	6	\$11,859,000
76	Victoria (Tori) McKinney	Keller Williams Realty	5	9	14	\$11,810,600
77	Tracy Dillard	Compass	6.5	3	9.5	\$11,781,900
78	Susan Ellis	RE/MAX Realty Centre	10.5	8	18.5	\$11,764,614
79	D'Ann Lanning	Compass	19	1	20	\$11,677,875
80	Carolyn Sappenfield	RE/MAX Realty Services	6	4	10	\$11,526,000
81	Cheryl Leahy	Long & Foster Real Estate	8	0	8	\$11,521,615
82	Jonathan Lahey	RE/MAX Fine Living	10.5	18	28.5	\$11,415,695
83	Stephanie White	Compass	3.5	3	6.5	\$11,376,500
84	Erich Cabe	Compass	9.5	6	15.5	\$11,336,900
85	Tyler Jeffrey	Washington Fine Properties	1.5	17	18.5	\$11,310,750
86	Nina Koeppen	Long & Foster Real Estate	6	2	8	\$11,297,700
87	Laura Mensing	Long & Foster Real Estate	6	3	9	\$11,134,300
88	Faith Rosselle	Rosselle Realty Services	34	1	35	\$11,042,350
89	Raymond Gernhart	RE/MAX Allegiance	13	12	25	\$10,986,900

Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
90	Heidi Hatfield	Washington Fine Properties	1.5	3	4.5	\$10,968,250
91	Daniel Heider	TTR Sotheby's International Realty	2.5	7	9.5	\$10,962,250
92	Anslie Stokes Milligan	McEneaney Associates	14	4	18	\$10,944,335
93	Kira Epstein	Washington Fine Properties	5	9	14	\$10,824,200
94	Lisa Sabelhaus	RE/MAX Town Center	18	10	28	\$10,762,742
95	Judy Cranford	Cranford & Associates	6	10	16	\$10,737,500
96	Anne Weir	Washington Fine Properties	2	4	6	\$10,531,250
97	Ross Vann	Compass	4	11	15	\$10,428,200
98	John Marcario	Redfin Corp	0	17	17	\$10,350,093
99	Seth Turner	Compass	5.5	10	15.5	\$10,265,600
100	Jason Quimby	Keller Williams Realty	11	5	16	\$10,202,000

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