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TOP
100
STANDINGS

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Lending issues turning up the heat on solar leases



Solar leases are a great way for homeowners to capitalize on rooftop solar panels without the hefty upfront expense of buying a home solar system. But those leases can cause lending issues with Fannie Mae when it comes time to sell the property.

Issues only arise with third-party ownership of the panels. If the solar panels are owned by the homeowner, either purchased outright or through a purchase loan program, then they are treated like any other property feature. Appraisers should include the value of the solar system when evaluating the property and some national studies have shown that the panels can add up to \$15,000 to a home's value.

Things start to get sticky with solar leases and power purchase agreements (PPAs), which are driving much of the current rooftop solar installation boom. With these programs, a third-party owns the rooftop system and the homeowner either pays a monthly lease fee and keeps the energy produced (for leased systems) or buys the energy produced at a lower rate than what they would pay the local electric company (PPAs).

While these arrangements make solar energy more affordable, there are some strings attached when selling. Here are the Fannie Mae requirements for solar leases and PPAs.

- The solar panels may not be included in the appraised value of the property.
- The property must maintain access to

an alternate source of electric power that meets community standards.

- The monthly lease payment must be included in the debt-to-income (DTI) ratio calculation unless the lease is structured to provide delivery of a specific amount of energy at a fixed payment and has a production guarantee.
- Payments under power purchase agreements where the payment is calculated solely based on the energy produced may be excluded from the DTI ratio.
- The owner of the equipment must be responsible for any damage and is obligated to repair the damage.
- The owner of the equipment cannot be named as a loss payee on the homeowner's property insurance.
- In the event of foreclosure, the lender must have the right to terminate the lease, require the owner to remove the equipment or become the beneficiary of the lease without payment of a transfer fee.

Solar panel leases and PPAs can add an extra layer of complexity to a home purchase. Listing agents and buyers agents should contact their Loan Officer to review any solar lease to insure there are no issues that could impede the sale or that could hamper the title transfer to the new owner.

Tina can be reached at any of the contact information here:



Tina DelCasale
Sr. Loan Officer, NMLS ID # 191852
301.523.1893 Cell
301.921.0070 x3801
tdelcasale@embracehomeloans.com
www.embracehomeloans.com/tina-delcasale

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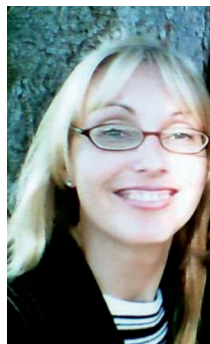






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MEET THE DC METRO REAL PRODUCERS TEAM

					
Kristin Brindley, Publisher Kristin.Brindley@RealProducersMag.com (313) 971-8312	Ellen Buchanan, Publisher's Assistant	Chris Menezes, Writer	Ryan Corvello, Photography	Howard Lansat, Photography	Barry Katz, Videography

RP If you are interested in contributing or nominating Realtors for certain stories, please email us at Kristin.Brindley@RealProducersMag.com.

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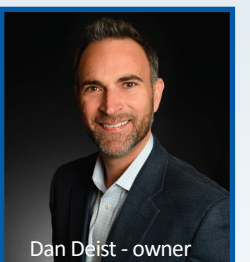
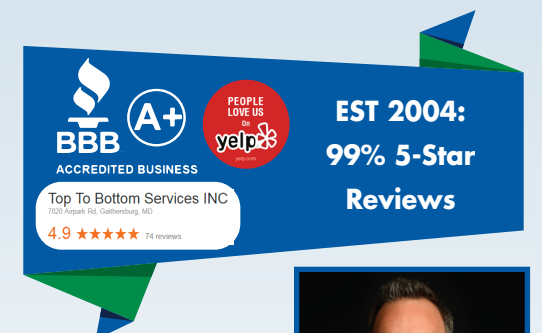
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Paul Coroneos is a Senior Associate at Foresters Financial Services, Inc., serving the DC-Maryland-Virginia area. Paul graduated from Roger Williams University with a BS in Financial Services.

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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Here at *DC Metro REAL Producers*, it is our mission to inform and inspire Realtors in the D.C. metro area. The publication has both a social side and a business side. It will highlight top producing agents and give you an inside look at their lives as well as their businesses.



This publication is being provided free of charge to you as a top producer in real estate, as the cost of the publication is covered by our advertising partners that you see in each issue. We do our best to screen our advertisers to ensure that they can provide the types of services that you may need or want as a Realtor and serve you and your clients with high professional standards. Please consider them when you or your clients have a need for one of their services.

Each publication you will see is unique to the D.C. metro real estate market. The publication will also reflect who you are as a community of Realtors. A typical publication will include social event information specific to D.C. metro, upcoming meeting information, fun and free social events put on by *DC Metro Real Producers*, upcoming developments, top standings, business information, pictures, personal stories, and articles, as well as other information specifically tailored to the D.C. metro market.

Along with the magazine, we will host various free events to bring the Realtor community together. This will include social events – free lunches, wine tastings, dinners out and more. We will communicate to you the various events we are hosting through this newsletter, social media, and emails. If you wish to be included, please email us at info@demetrorealproducers.com.

The events and publications are designed to increase social connections between top Realtors and affiliates so the best of the best can grow their businesses together. It is our goal that

the events create a culture where there is no “hard selling,” but a culture of relationship building on a more intimate level. If I have not connected with you yet, please send me an email – I would love to hear your story! We will be looking to add new articles in the months to come and have already heard a few stories of a feature in the publication leading to a new listing. Our goal is to help grow the businesses of everyone we work with and we know that *DC Metro Real Producers* is an incredible platform that will enable us all to do just that in 2017. Let’s make it a record year!

I’d like to personally thank all of our business sponsors who partnered with us making the magazine free to all top producers, as well as the many Realtors who contributed to the first few issues and upcoming issues. Please know that *DC Metro Real Producers* would not exist without you. Feel free to send me feedback, content ideas, potential stories, and local businesses that may consider being involved in this publication to info@demetrorealproducers.com.

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



Yours in success,
Kristin Brindley
[Kristin Brindley](#)
[Publisher of DC Metro Real Producers](#)
[\(313\) 971-8312](#)
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LUKE ROZANSKY



Photos by
Ryan Corvello Photography



You could say that Luke Rozansky was destined to be a realtor.

A native of Bethesda, Maryland, Luke grew up in a real estate family. His father, Brad Rozansky, has been in the business since 1977 and is the team leader of The Rozansky Group. Luke's sister sells residential real estate in Denver, and his brother, Eli, works with JCR Capital, a Denver-based real estate finance company. "Growing up, my dad would constantly be on the phone with clients, and from just riding with him in the car over the years, I realized a lot of those conversations stuck in my head, which has definitely been an asset today," says Luke.

Upon graduating from George Washington University with a degree in business administration, Luke activated his real estate license and began working full-time as a realtor. He joined his father's team but made it a point to not take a single lead from the team his very first year. "I wanted to do it all on my own to prove to myself and to others I was not just the son of a successful agent," he says.

After only two years in the business, Luke has definitely proven himself. His total volume is over \$20 million, and his volume last year was \$7,527,000. He was Rookie of the Year for Long & Foster Bethesda Gateway – the top office in the company.

Luke brings a ton of creativity to his business, which is largely

due to his love of interior design and event planning. In fact, he considered entering into one of those careers while in college but ultimately realized that real estate incorporated both of those passions.

Luke combines the proven, old-school methods he's learned from his father with staying ahead of the curve on the latest real estate trends. "I love coming up with creative ways to market myself and my listings, whether that is unique direct pieces, Facebook posts, or a fun open house. There is so much room for creativity in real estate marketing, and sellers always appreciate when you go the extra mile," he says. This year he will be filming short videos to post on Facebook to update his friends on the local market.

Social media has worked well for Luke. A majority of his business now comes from friends or friends of friends responding to his real estate posts on Facebook and Instagram. "I balance posts between my actual business page versus my personal Facebook page, depending on who the client is. I will often boost my posts as well, which is an extremely inexpensive way to reach a huge audience. There is no need to brag about your success online ... make it about the client or an interesting feature in the home," he says. Because of Facebook, Luke has assisted several of his child-

hood friends with real estate and even helped his 9th-grade Spanish teacher.

One of the best pieces of advice that Luke has received from his father was: if there is a problem that arises with another agent, don't be afraid to pick up the phone and call them. "So many issues can be resolved with a simple phone call instead of a back-and-forth email exchange that gets misinterpreted," he says. "Often times, people hide behind email. Your reputation is everything in this business; don't do anything to tarnish it."

When Luke isn't working as a realtor, he is a huge Soul Cycle addict. Last year, he even organized an office Soul Cycle class. He also plays on a bocce team and is co-captain of a kickball team that picks a charity every season to fundraise for. This last season they supported Casa Ruby, which is the only bilingual, multi-cultural LGBT safe space in Washington, D.C. that provides services like hot meals, legal council, a clothing exchange, and housing referrals. You can also find Luke most nights shamelessly watching reality shows on Bravo.

Most of all, though, it is real estate that is in Luke's blood. For him, it's a conduit to help others through an emotionally-charged time of their lives. "This is much more than a job to me; it is a lifestyle I have been accustomed to since I was little. I thrive under pressure. I am a firm believer that educating clients and setting expectations are key to a successful transaction," he says.



▶ partner spotlight

Dan Deist



Photos by Ryan Corvello Photography



Dan Deist is a prolific entrepreneur and a damn good business owner.

After graduating from the University of Maryland in business management (he is also a business coach and mentor for the university's graduate business program), Dan worked as an executive for Fiserv Securities, a Fortune 500 company. For over a decade, Dan worked long hours, traveling all over the United States as vice president and director of operations for Fiserv Securities. However, when they asked him to relocate to Philadelphia, he decided it was time to hang up his suits for an opportunity to own his own business.

He was sitting in a dentist's office, flipping through an entrepreneur magazine, when he came across an article on upcoming industries for 2003. Home Inspections was on that list, and since he put himself through college building decks and finishing basements for Worthy Construction, he figured he could learn. He decided to attend an inspection school in Manassas, Virginia.

Dan opened Top To Bottom Services in September 2003, a residential and commercial inspection company with a complete suite of complementary inspection services, like radon testing, mold sampling, lead testing, water quality, and septic inspection. However, about a year into his new endeavor, Dan was struggling to find enough business. He learned that

great realtors already had their "guy," and it was difficult to gain trust.

A close friend and realtor, David Nichols, suggested he start installing real estate signposts for realtors because there wasn't real loyalty in the sign business, and he would have access to tons of agents. The idea was that once a realtor learned of Dan and tried him out for signs, then they would like him and trust him to complete an inspection. The plan worked perfectly. Dan and one of his older brothers, Doug, worked to create SignTracker Technologies.

SignTracker Technologies is a full-service real estate signpost and realtor panel/rider inventory management company. They store realtor panel/rider inventory and install and remove real estate posts. Realtors use their proprietary software to build custom installation requests, order removals, and manage their inventory. SignTracker, in turn, physically installs the posts as built online, eliminating errors and increasing efficiency. They make over two thousand stops a month and have 26 other companies sprinkled around the United States that use their propriety software to manage and run their sign businesses. They are also working with companies to move into Canada in 2018.

Dan has now built his inspection business to ten full-time inspectors and a full support staff. He's also built the

sign business to nine full-time installers and several sub-contractors. Three years ago, the owner of the Green Home Solutions franchise approached Dan and wanted him to accept a position as an area rep for the state of Maryland. After declining, he happily accepted the challenge to open the first franchise in the DMV, and thus Green Home Solutions of Maryland was born.

Green Home Solutions of Maryland provides safe, fast, effective, and affordable mold remediation and odor-treatment services. They use a proprietary enzyme product that is applied using a fine mist (or fogger) and kills mold within seconds, often without having to remove or replace uncompromised substrate (drywall, cabinets, and trim), like in the more out-of-date and familiar remediation method of removal and disposal, which saves time and money.

Dan jumped at the opportunity to provide his existing realtor customers with a low cost and extremely effective mold-remediation solution. Over the years, he learned of overpriced mold-remediation solutions that required extensive demolition and rebuild. He hired Jenn Sherwood to run the business, who moved down from Connecticut to take the helm. They have since created strategic partnerships with property managers, commercial and residential realtors, and general contractors to provide a low-cost mold-remediation solution.

"I've been blessed throughout my career," says Dan. "I've had tremendous success in three businesses, and I'm thankful for great mentors, excellent coaches, supportive peers, and exceptional employees." As of February of this year, Dan has accepted a coaching opportunity to help others in the home-inspection industry build multimillion-dollar inspection firms. ● ● ●



Dan governs his business by three basic rules: always tell the truth, do what you say you will, and don't do drugs. "I like to keep it simple," says Dan. "It's all about the people. Get great, trustworthy people with high empathy, teach them how to do their jobs well, and you will find success."

To maintain their successes, they've integrated unique selling points into their companies. For example, they fund home warranties for all their clients, and provide a 200% guarantee — if a client isn't satisfied and they hire another company that finds something significant that was missed, Dan will not only refund their fee but also pay 100% of the other company's charge. One of the most important things Dan's company offers is a \$1 million referral insurance to protect agents against a client suing for referring them. They also provide free lifetime consultations, free subscriptions to leading industry service providers, and a year's guarantee of radon testing and other related services.

When Dan isn't running one of his three businesses, he decompresses by serving at Church of the Redeemer in Gaithersburg. He loves hanging out with close friends, enjoying a glass of red

wine, and watching the big games on TV. He has been married to his wife, Mariken, since 1993. They have two children, Harrison and Chase. Harrison will be attending college this coming semester. Chase is a student at Watkins Mill High School and plans to become an interior designer. As a family, they love traveling, shopping for antiques, and watching movies together as well as having their kids' friends over because they are the "cool" parents.

Dan says he wants to be remembered as a great father, a loving and supportive husband, and a wonderful brother and for all the good deeds he's done throughout his life to help others. His business ethic is guided by knowing how hard realtors work and that they need partners who understand their role in the transaction. "We know our role clearly, work hard for our clients, and appreciate the opportunity to serve."



You can check out Dan's businesses at www.TTBServices.com; www.RealEstateSignTracker.com; and www.GreenHomeSolutions.com. All three companies are located at 7820E Airpark Road, Gaithersburg, Maryland 20879.

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IMPLEMENT A VIDEO MARKETING STRATEGY IN 2017!

by Wade Vander Molen

Are you looking to implement a successful video marketing strategy in 2017?

Perhaps you are just getting started using video in your real estate business? I'm sure by now you have (*if you are a Realtor/Lender/Title*) been asked to write or give your quarterly and yearly goals. One of those "goals" might be trying to figure out video, shoot a few, and post to social media and YouTube. I want you to meet and surpass this goal. I started using video in my business over four years ago, and it changed not only my business but the entire way I look at real estate marketing in general. You have the Realtors/Lenders that "get it" and see the vast opportunity that video creates, and then you have the other 90% of Realtors/Lenders. Where do you fall?

Get Past Yourself and Have a Plan

The #1 issue I see with Realtors is the upfront "camera anxiety" they incur within themselves. That mental block is the reason many agents don't go through with shooting videos. You MUST get past this and realize that as the keeper of useful and educational real estate information, your audience wants to watch your videos. They really do.

Have a plan before shooting your videos. Who is your target audience? What are they interested in learning? What should they know regarding the real estate market, your listings, and other helpful information? Implementing a video marketing strategy

without a plan for who to target and with what information will lead you down a road to mediocre success. Create a list of the top 15-20 videos that are relevant, educational to your target audience, and have a goal of 1-2 videos a week. That will give you at least 3-4 months of content and you will start to accumulate a nice portfolio of video information. Think baby steps.

Equipment Needed

Feel free to start simple. If you have a smart phone, you also have a camera that shoots videos. If you want something more, check out the Cannon Powershot series or Nikon. These are good cameras that are around \$250-\$350. Tripods are not expensive and can be found on Amazon. Lighting might be important as well, depending where you are shooting your videos, so investing \$30-\$50 in that might be important but not something you must do.



Have a plan before shooting your videos. Who is your target audience? What are they interested in learning? What should they know regarding the real estate market, your listings, and other helpful information?

Other Helpful Tips

Once you are shooting videos, here are things to consider:

- Speak with energy. Be the thought leader. Show authority over your topic.
- Break down your videos into talking points. 1 minute for each one.
- Don't look down on the camera. People hate watching a video where it seems someone is looking down at them. Be eye level.
- Have "calls to action." Tell people to call, email, follow, subscribe, opt-in, and more. Get them to do something else that brings them closer to you.
- Listing Videos — Hire a Professional. End of story.
- Pretend that your target audience is on the other side of the camera. What would you say to them?
- Want quick editing capabilities? Download iMovie (Mac, iPad) or check out Adobe Spark.
- Make 2017 the year you do what many agents don't ... and that is implement video into your real estate marketing strategy! Use these tips to get started and convey your value messages!



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 DCTitleGuy.com.

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PAT KILNER



photos by Ryan Corvello Photography

Pat Kilner is passionate about building opportunities for leaders to grow. This mission permeates his personal life with his children, and it is the leading why of his business. His aim surpasses taking excellent care of his clients, which he does, and extends to positively affecting the entire industry as a whole.

Pat became a Realtor straight out of grad school after completing a master's degree in economics from La Universidad, in Pamplona, Spain. Thirteen years later, Pat has a career volume of just over \$250 million. The Kilner Group generated a volume of \$60 million last year. Although they've earned the "Best Of" in *Washington Magazine* in 2015 and 2016 and other production awards, "It's not something we pursue or give any weight to," says Pat. "It's not in our DNA to get excited about this stuff." Instead, their sights are focused on creating a bigger impact.

At the end of 2016, The Kilner Group realized they needed a bigger platform to live out their vision of influencing the entire industry by being a conduit for growth for more agents. "Because I have some fantastic leaders in the Kilner Group, I was able to allow them to take the reins of the group so that I could run with the project of founding TowerHill Realty in order to make our vision a reality," says Pat.

Pat notes that he could not pursue such an undertaking without his amazing team joining him, as well as his wife, for her eternal and complete support. For Pat, the most rewarding part of his business is found in being surrounded by amazing people. "It's all about who you are in business with," he says.

Finding these talented people — people who want to push the limits of their abilities — was the biggest

challenge for Pat. "You have to spend an enormous amount of time and focused effort to connect with talented people who share your vision, but the right folks change your life when the business is the right vehicle for their development," he says.

Perseverance is the number one quality that Pat attributes his current success to. "I think I've had the incredible blessing of relationships, mentors, and early formative situations that have allowed me to happily jump into otherwise very difficult and stressful situations and to persevere," he says. Pat also makes it a point to consistently wake up early. "It orders everything else in my day. Win the morning, and you typically win the day," he says.

The advice he offers to up-and-coming REAL Producers is to "stay humble and habitually put others first. Be accountable in every aspect of your life and own your mistakes completely. Leadership is a function of virtue, not position. Don't believe you are a leader just because you have an assistant, a big team, or more money than others. Put in the time to be excellent. This business and any business is about acquiring skills that are invaluable to the client, to other agents, and to the world. Persevere. Don't quit."

Pat married his wife, Elena, right as he got into real estate. They are the proud parents of six children. Being a dad is, by far, Pat's number one hobby. He loves working with his kids, especially through sports, to teach them about life. Pat is also an avid reader and enjoys being a Crossfitter so that he can stay in shape and keep up with his kids. "My family is my number-one priority, and the business is only as valuable as its ability to provide for them," he says. Pat views real estate as a means to an end — it's a great means to build wealth, it's a means to find great people to invest in, and it's a means to provide an environment for his kids to learn the virtues necessary to take on their particular callings in life.





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- D. Griffin, October 2016

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MORTGAGE Advantage

TOP 100 STANDINGS

Teams and Individuals Closed date from January 1 through March 31

Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	9.5	5	14.5	\$50,964,150
2	Marc Fleisher	TTR Sotheby's International Realty	11.5	6	17.5	\$48,243,583
3	Jay Day	Real Estate Teams	82.5	26	108.5	\$47,121,207
4	Keri Shull	Optime Realty	29	33	62	\$40,881,993
5	Creig Northrop	Long & Foster Real Estate	79.5	2	81.5	\$40,308,450
6	James Coley	Long & Foster Real Estate	15.5	20	35.5	\$35,100,921
7	Michael Rankin	TTR Sotheby's International Realty	5	7	12	\$29,842,999
8	Mark McFadden	Washington Fine Properties	6.5	3	9.5	\$29,100,000
9	David Getson	Compass	8	27	35	\$27,617,428
10	Jennifer Smira	Compass	20.5	11	31.5	\$23,436,449
11	Robert Hryniewicki	Washington Fine Properties	2.5	4	6.5	\$22,325,000
12	Brian Wilson	Wilson Realty Group	38	4	42	\$21,137,970
13	Trent Heminger	Compass	20.5	6	26.5	\$17,272,925
14	Nurit Coombe	RE/MAX Elite Services	11	16	27	\$17,029,000
15	Wendy Banner	Long & Foster Real Estate	9	4	13	\$16,520,116
16	Sue Goodhart	McEnearney Associates	10.5	9	19.5	\$16,171,442
17	Cynthia Schneider	Long & Foster Real Estate	27	7	34	\$16,114,700
18	Nelson Marban	Washington Fine Properties	5	1	6	\$15,626,999
19	Lauren Davis	Washington Fine Properties	6	2	8	\$15,226,000
20	Alejandro Luis Martinez	RE/MAX Elite Services	15.5	30	45.5	\$15,054,600
21	Jane Fairweather	Coldwell Banker Residential Brokerage	11.5	3	14.5	\$14,695,000
22	Jeffrey Wilson	TTR Sotheby's International Realty	5	4	9	\$14,493,000
23	Kimberly Cestari	W.C. & A.N. Miller, Realtors	7	5	12	\$14,305,000
24	Phyllis Patterson	TTR Sotheby's International Realty	12.5	3	15.5	\$14,147,900
25	Melinda Estridge	Long & Foster Real Estate	10	7	17	\$14,145,750
26	Andrew Riguzzi	Compass	7	8	15	\$14,116,000
27	Louis Chauvin	Compass	2	5	7	\$13,809,000
28	Kara Sheehan	Washington Fine Properties	2.5	3	5.5	\$13,590,000
29	Lilian Jorgenson	Long & Foster Real Estate	10	2	12	\$13,450,000
30	Nathan Guggenheim	Washington Fine Properties	11.5	10	21.5	\$13,184,300
31	Jeremy Lichtenstein	RE/MAX Realty Services	10	2	12	\$13,032,750
32	Jennifer Walker	McEnearney Associates	7.5	11	18.5	\$12,708,900
33	John Coplen	Evers & Company Real Estate	1	5	6	\$12,602,900
34	Anne DiBenedetto	Washington Fine Properties	7	2	9	\$12,536,984

Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
35	Christopher White	Long & Foster Real Estate	11	9	20	\$12,245,000
36	Daryl Judy	Washington Fine Properties	3	5	8	\$11,742,500
37	Michael Brennan	TTR Sotheby's International Realty	10	1	11	\$11,496,500
38	Jonathan Taylor	TTR Sotheby's International Realty	3	4	7	\$11,427,000
39	Carlos Garcia	Keller Williams Capital Properties	9	3	12	\$11,312,517
40	Nina Koeppen	Long & Foster Real Estate	6	2	8	\$11,297,700
41	Paul Newton	Washington Fine Properties	3	3	6	\$11,236,100
42	Janet Callander	Weichert, REALTORS	10	3	13	\$11,224,000
43	Christine Reeder	Long & Foster Real Estate	17	21	38	\$11,211,101
44	Russell Firestone	TTR Sotheby's International Realty	4	4	8	\$11,053,500
45	Bradley Rozansky	Long & Foster Real Estate	9	2	11	\$10,945,850
46	Michelle Yu	RE/MAX Town Center	10.5	5	15.5	\$10,427,130
47	Marsha Schuman	Washington Fine Properties	5.5	1	6.5	\$10,421,500
48	Anne Weir	Washington Fine Properties	2	3	5	\$10,180,750
49	Dean Yeonas	Yeonas & Shafran Real Estate	4.5	4	8.5	\$10,138,105
50	Thomas Faison	RE/MAX Allegiance	7	4	11	\$10,100,423
51	Nancy Itteilag	Washington Fine Properties	3	3	6	\$10,092,099

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TOP 100 STANDINGS

Teams and Individuals Closed date from January 1 through March 31

Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
52	Samuel Dweck	Evers & Company Real Estate	2	4	6	\$10,050,333
53	Chelsea Traylor	Redfin Corp	15	0	15	\$10,035,000
54	Kenn Blagburn	DC Real Property	6	1	7	\$9,830,000
55	Zelda Heller	Long & Foster Real Estate	3	2	5	\$9,825,000
56	Casey Aboulafia	Compass	2	11	13	\$9,807,800
57	Elizabeth Lavette	Washington Fine Properties	2.5	2	4.5	\$9,790,000
58	D'Ann Lanning	Compass	15	1	16	\$9,697,675
59	Carolyn Sappenfield	RE/MAX Realty Services	4	4	8	\$9,626,000
60	Elizabeth Conroy	Keller Williams Realty	6	7	13	\$9,593,608
61	Brittany Patterson	TTR Sotheby's International Realty	0.5	10	10.5	\$9,557,500
62	Lisa Dubois-Headley	RE/MAX By Invitation	4.5	7	11.5	\$9,473,000
63	Laura Mensing	Long & Foster Real Estate	6	2	8	\$9,465,300
64	Cheryl Leahy	Long & Foster Real Estate	7	0	7	\$9,436,615
65	Tracy Dillard	Compass	4.5	3	7.5	\$9,356,900
66	Jason Townsend	Keller Williams Capital Properties	12	7	19	\$9,331,800
67	Daniel Heider	TTR Sotheby's International Realty	1.5	6	7.5	\$9,260,250
68	Erich Cabe	Compass	8.5	6	14.5	\$9,196,800
69	Terry Belt	Keller Williams Realty	2.5	9	11.5	\$9,076,730
70	Peggy Lyn Speicher	Long & Foster Real Estate	4	20	24	\$9,021,950

Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
71	Lan Yin	Luxmanor Real Estate	14	3	17	\$9,002,100
72	Daniel Register	RE/MAX 2000, REALTORS	36	5	41	\$8,998,453
73	Joan Cromwell	McEneaney Associates	2	7	9	\$8,978,600
74	Jennifer Knoll	TTR Sotheby's International Realty	4	3	7	\$8,947,000
75	Norman Domingo	XRealty.NET	25	1	26	\$8,941,700
76	William Hoffman	Keller Williams Realty	3	2	5	\$8,689,900
77	Ginette R. Winston	Winston Real Estate	6	3	9	\$8,619,000
78	Barak Sky	Long & Foster Real Estate	7	7	14	\$8,590,540
79	Dana Rice	Compass	5.5	3	8.5	\$8,569,000
80	Anne Killeen	Washington Fine Properties	5	2	7	\$8,464,000
81	Christine Rich	Long & Foster Real Estate	3	6	9	\$8,445,000
82	Traudel Lange	Washington Fine Properties	3	3	6	\$8,436,000
83	Elaine Koch	RE/MAX Metropolitan Realty	10	5	15	\$8,431,700
84	Alyssa Crilley	Washington Fine Properties	2	3	5	\$8,380,000
85	Stephanie White	Compass	3.5	2	5.5	\$8,326,500
86	Philip DiRuggiero	GreenLine Real Estate	11.5	0	11.5	\$8,294,190
87	Marina Krapiva	Evers & Company Real Estate	2	2	4	\$8,279,000
88	Irina Babb	RE/MAX Allegiance	11	4	15	\$8,242,900
89	Brent Jackson	TTR Sotheby's International Realty	7	4	11	\$8,222,400

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TOP 100 STANDINGS

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Rank No.	Agent Name	Office	List #	Sell #	Total #	Total \$
90	Susan Ellis	RE/MAX Realty Centre	6.5	6	12.5	\$8,190,864
91	Thomas Buerger	RE/MAX Allegiance	6	6	12	\$8,123,031
92	Timothy Brooks	Keller Williams Realty Centre	14	14	28	\$8,079,500
93	Barbara Beckwith	McEneaney Associates	5.5	1	6.5	\$7,924,000
94	Faith Rosselle	Rosselle Realty Services	22	1	23	\$7,912,050
95	Kate Hanley	Urban Pace	13	0	13	\$7,896,700
96	Karen Close	Century 21 New Millennium	6.5	1	7.5	\$7,893,500
97	Ross Vann	Compass	3	8	11	\$7,871,300
98	Mansour Abu-Rahme	TTR Sotheby's International Realty	3.5	9	12.5	\$7,863,000
99	Christina O'Donnell	RE/MAX By Invitation	3	5	8	\$7,861,800
100	Raymond Gernhart	RE/MAX Allegiance	7	10	17	\$7,826,150

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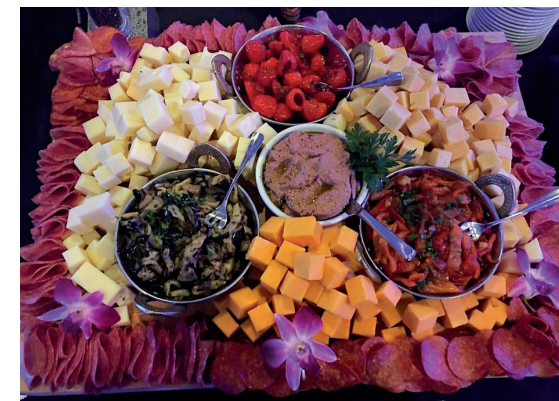


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We had an unbelievable time at our launch party on April 21st! Thanks to everyone who attended. If you missed it, be sure to join us at our next event this summer!

Pictures and video from the launch party will be in the next issue of *DC Metro Real Producers*. In the meantime, check them out at **LansatPhoto.com**. Click on "View Your Photos" to get to our *DC Metro Real Producers* gallery.

Be sure to look for our upcoming summer 2017 events and put them on your calendar!

June and July events to be announced soon!

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