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NOVEMBER 2017

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Mo Choumil
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Embrace the reasons Millennials are buying homes!

Now that yesterday's kids are growing up, more and more millennials are starting to join the house hunt. But what drives this generation to consider the benefits of taking on a mortgage? A recent survey conducted by the Harris Poll provided some interesting intel into what might prompt millennials' decision to buy.

1) More Living Space (66%):

With so many millennials opting to save money by living at their parents' house or with a roommate, it's no surprise that when they do feel ready to take that leap, space ranks high on the list of reasons to buy a home. Whether the need for more space means a 2-car garage, a big backyard, or an extra room to host guests (or event rent out), the money they've been saving means they'll be able to afford the extra space.

2) Build Equity (36%):

Whether they're buying fixer-uppers in order to afford that dream neighborhood, or looking for a starter home that fits their current lifestyle until their salary or family situation expands, millennials recognize that owning a home is an investment. And given the choice between paying someone else rent that increases annually versus paying down a flat mortgage... it's becoming a no-brainer.

3) Yard or Better Space for a Dog (33%):

Furry friends indeed have many millennials forgoing a lease agreement in favor of a mortgage, whether buyers

currently own a pet or hope to get one in the near future. After all, monthly pet fees and security deposits are a common added expense for renters. Plus, if there's any concern that a pet might accidentally escape every time the groceries get carried in, finding a home with a mudroom or fenced-in yard can be particularly compelling.

4) Marriage (25%):

Life events can typically trigger the urge to buy a home, though more and more millennials are putting marriage on hold in favor of simply living together. This could explain why only a quarter of the millennials polled listed marriage as a reason to buy a home. And with an increasing number of registries trending toward couples asking for cash geared toward a specific cause, those who are getting married just might rely on their wedding guests to help with a down payment on a home.

5) Birth of a Child (19%):

It might surprise you that a growing family rounds out the bottom of the list of reasons millennials might consider buying their first home – after all, an extra mouth also needs and extra bedroom. Many millennials in the younger half of the generation are putting their career ambitions or travel goals ahead of starting a family.

Call Tina today to make your millennial clients' dreams come true!

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TABLE OF CONTENTS

	8 Publisher's Note		10 Rising Star: Nicole McCullar		12 Steps Realtors Can Take To Grow Their Online Presence		14 Partner Spotlight: Wade Vander Molen of Stewart Title
	18 Cover Story: Creig Northrop		24 Special Events		30 Making A Difference KIND		35 Top 150 Standings

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FAQ

About This Magazine



►► publisher's note

Ever since we launched *DC Metro Real Producers* in March, I have heard some of the same questions from many of you. I figured it would be most efficient to publish the answers here in case more of you had the same questions. Remember, my door is always open to discuss anything regarding this community -- this publication is 100 percent designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in the D.C. Metro area. We pulled 2016 MLS numbers (by volume) in the Greater D.C. Metro Area: Washington, D.C.; Montgomery County, Maryland; FCAAR; PGCAAR; McLean, Arlington, and Alexandria, in Fairfax County, Virginia. We cut off the list at #500, and the distribution was born. Based on the list, the minimum production level is \$16 million. The list will reset at the end of 2017 for next year and continue to update annually.

Q: WHY AM I NOT LISTED ON THE STANDINGS?

A: There are a number of reasons why that could be the case. First, be sure to read the disclaimer in its entirety. The Standings are only based on data pulled from the counties listed, which can cause confusion when a Realtor® has closed business in other counties. Also, we pull the data on the exact date listed, so if the closed transaction is not submitted by that date, it will not be included. I've also found that some teams report their data under one MLS ID, and other teams report each agent individually, which of course alters the ranking. There are a few other factors at play, so if you have a question about the Standings, please contact me at Kristin.Brindley@RealProducersMag.com and we can take a look. We all want the same thing: for the Standings to be as accurate as possible.

Q: WHERE DO THE STANDINGS COME FROM?

A: We have a few brokers from different brokerages email us the Standings every single month. They obtain the data from Broker Metrics, email the data to us, and we submit. We do not manipulate the data at all.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple—every feature you see has first been nominated. You can nominate other Realtors® (or yourselves!), or affiliates, brokers, owners, and office leaders can nominate Realtors®, as

well. We will consider anyone brought to our attention because we don't know everyone's stories, so we need your help to learn about them. A nomination currently looks like this: you email us at Info@DCMetroRealProducers.com with the subject "Nomination: (Name of Nominee)". Please explain WHY you are nominating them to be featured. It could be that they have an amazing story that needs to be told, perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion for our writer to conduct an interview and write the article, and for our photographers to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, My Friends, so nominate away! This is NOT a pay-to-play model whatsoever.

Q: HOW CAN I WRITE AN ARTICLE TO BE PRINTED?

A: If you are interested in writing an article for the D.C. Real Producers community, please email me at Kristin.Brindley@RealProducersMag.com. Even if you don't consider yourself a prolific writer, but have great ideas to share, let's talk!

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have personally referred every single preferred partner you see in here. We won't even take a meeting with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network not only of the best Realtors® in the area, but the best affiliates, as well, so we can all grow stronger together.

Q: HOW CAN I REFER A PREFERRED PARTNER?

A: If you know and want to recommend a local business that works with top Realtors®, please feel free to email us at Info@DCMetroRealProducers.com, and let us know!



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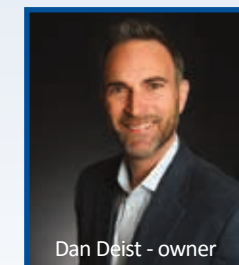
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NICOLE MCCULLAR

& The Commonwealth Team



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With mentor, Jim Lyons



With husband, Shane McCullar, and beloved pups Winston and Patton

Building on Firm Foundations

In the summer of 2012, Nicole M. McCullar, of Keller Williams Realty's The Commonwealth Team, took a leap of faith. Encouraged by her REALTOR® husband, Shane McCullar, she transitioned from a 25-year career in luxury retail management to a career in real estate.

It has proven to be an advantageous decision. Within five years, McCullar has amassed an impressive \$42,380,930 in sales volume. The industry is taking notice of her aptitude, as well: McCullar has been awarded the Washingtonian Best of The Best 2016 and 2017, and has been made a member of the NVAR Multi-Million Dollar Sales Club.

Firm Foundations

The daughter of Greek-American parents, McCullar was raised to “work hard, never give up, and always do the right thing.” Her father, her hero, instilled in her the belief that one should “do it right or don’t do it at all.” She describes him as “a man who was precise in his actions and had very high standards for the way things should be done.” McCullar was given this firm foundation and has built her life upon it.

She tries to live by “The Three P’s: Persistence, Perseverance, and Perfection.” In fact, it’s this tenacity which has contributed to her success. “I’m very determined. I never give up,” she declares.

Foundations for Success

McCullar takes excellent care of her clients. “Knowing that I’m making a difference in their lives and helping them reach their goals is so rewarding. I create relationships with my clients; they’re not a business transaction. In fact, most of my business is referral-based, which I consider a huge honor.”

For others wishing to replicate her model, she advises, “Be consistent, have systems, stay focused and do the right thing even when it’s painful. Also, be purposeful and create leverage as you build your business, and have a mentor.” Hers is Jim Lyons, who has helped her “reach higher goals and hit higher numbers than I thought possible.”

McCullar realizes that to grow, many can accomplish more than just one. Early on, she began partnering with fellow REALTOR® Catherine Jouet. Recently, to keep up with increased growth, she’s hired an executive assistant, Marisela Cordovani, and a personal assistant, Jeremy Hodgson.

“Attaining the freedom to do the things I love, having new experiences, spending quality time with family and friends,

and giving back to my community is what success means to me,” McCullar says. “It’s real estate that has allowed me to reach this success, accomplish my goals, and live a fulfilled life while enjoying what I do.”

The enjoyable pursuits include “spending time with each other and with our dogs, Winston and Patton,” says McCullar. In the fast-paced business of real estate, it’s sometimes hard to find work-life balance and time for relaxation. Therefore, she and her family go away on vacation every quarter to “get away from the craziness of work, regroup, refocus on our priorities, recap what’s going well, and redirect and set new goals.”

Foundations for the Future

As she reflects on the success she’s achieved thus far and continuing to grow her business, McCullar shares, “I’m still trying to figure out what my legacy is going to be. I’m just starting to hit the part of my career that’s giving me the ability to slow down a little and really think about what’s important in life and how I can give back.”

“I fully believe that ‘to whom much is given, much will be required’ (Luke 12:48).”



From left: Jeremy Hodgson, Catherine Jouet, Nicole McCullar, Marisela Cordovani

STEPS REALTORS® CAN TAKE TO GROW THEIR ONLINE PRESENCE

By Wade Vander Molen

One big question I get from Realtors® is: "How can I grow my online presence?" I want to break it down into a few simple steps and additions that are easy to implement. These steps will also assist you with your current marketing systems and get more eyes to your business and brand. Some of these items you may be already doing, and some may seem foreign, but implementation is the key!

Set up your YouTube Channel — and Use it

Casting a much larger net, growing an audience, and keeping your clients close to you is important. Setting up a YouTube channel for real estate and posting videos can make that happen. That said, many Realtors tend to have anxiety about implementing video into their business. Expanding your footprint in a market area can be difficult, but a fast and effective way to do so is by using video. Such as:

- ▶ Marketing information videos
- ▶ Property listing videos
- ▶ "Why You Should List With Me" videos (win every listing presentation)
- ▶ Talking Head videos (videos of you talking)
- ▶ "Why You Should" and "How To" videos
- ▶ Client Testimonial videos
- ▶ Real estate "Tip Of The Week" videos

Be consistent when it comes to the frequency of posting your videos. Aim for a video a week—or maybe two. They don't have to be long (2-3 minutes) and, at most, will take up 30-45 minutes of your time. Do you have a lot of helpful real estate knowledge? Share it!



Use Social Media Video Features

There are several social media platforms that have video features. Some of these features allow you to livestream video and allow people to jump right in and create engagement. Imagine 20 to 30 to 100+ people asking questions and interacting with you at an open house, heading to a listing, or just a Q&A about real estate?

Facebook Live, Instagram Live, SnapChat Stories, Periscope and more all contain these features. You don't need to be active on all of these platforms, but there is a good chance your past clients and prospects do spend time on them. Find out which platforms they use most—then be there!

Re-think the Company Website

For one, you don't own it—your company does. The SEO (search engine optimization) capabilities are also fairly limited on these sites. If you have the budget, invest in a good website (I prefer WordPress) and fill it with your valuable content. Take the time to add your listings, blogs, market information, videos, calls to action, etc., and drive as much traffic as you can to the site. Think of it as the online "hub" for your business. The more traffic to your own website, the faster someone can get to know you and discover your value. This leads to people reaching out to do business.

Owning your market area offline is great, but can be expensive. Owning it online is even better, as most people go to the internet, not their mailbox, for information. Using offline marketing collateral to drive clients and prospects to your social media channels, videos, and website will help create business and retention for your business moving forward.



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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WADE VANDER MOLEN

of Stewart Title



Photos by Howard Lansat Photography

“The story as to ‘how’ I got started in the Title Insurance business and ultimately landed in the Northern Virginia/Washington D.C. market is not conventional.”

After graduating from college, Wade Vander Molen moved to Phoenix, Arizona, and worked for Child Protective Services. Removing children from battered homes and spending half of his

week in courtrooms had its rewards, but also its pitfalls. After working in the social work field for three years, Wade transitioned, at the urging of a friend, to selling FHA refinance mortgages. During this time, he would see nicely dressed people come to his office and provide lunch and ask for their business. These were the sales reps from the Title Company. He says he wasn’t sure what these people actually did, but it looked better than sitting in an office all day.

After doing some homework on Title Company “marketing” jobs available in the Phoenix area, Wade was hired to work for a local



President Elizabeth Brantley



Vice President Mark Fitzgerald



company, named Capital Title Agency—a Title Company that was later transitioned into Lawyers Title of Arizona, through acquisition, after the downturn of 2008. When the downturn came, it hit the Phoenix market very hard. Realtors® and Lenders had to learn new skills to market properties or identify clients. With a large inventory of short sales and foreclosures, things were challenging. During this time, many people left the business and cuts were made. Only the most valuable people in each industry stayed and fought through the rough market.

At this time and thereafter, the role of the Title Company sales rep changed. Wade went from bringing bagels to bringing real value. He helped his clients target short sale candidates, receive introductions to asset managers, and learn how to use the internet to get “found” online. His mission was to find more innovative ways to help his clients market their offline real estate business online. As the market recovered, Wade honed his skills to help his clients with social media marketing, website training, and more.

After seven years in the Phoenix market, he met his wife, Valerie, on a spring trip to Las Vegas in 2010. There was one issue however. Valerie lived in Washington D.C., which was 2000 miles away! Despite the distance, a relationship grew. In May of 2012, after lots of traveling back and forth across the country, a decision was made. Wade moved to the Washington D.C. area and started his career over in the Title Insurance business at Stewart Title—with one big difference: he was in a brand new market with zero clients.

Starting over in anything can be scary, but Wade knew with hard work and innovation, he could be successful. The first thing he did was build a website: DCTitleGuy.com. Since most people search for information online, Wade wanted to be that resource for all things real estate marketing, technology, and Title Insurance for his clients. The next thing he did was start a YouTube channel and start shooting educational and marketing videos. Video is one of

the best conduits to convey a value message and he wanted to cast a large net. Wade felt that having places where his clients could go to get educational content 24/7 was and still is important.

As business started to expand and grow, Wade got engaged to Valerie and they were married in October of 2014. In May of 2016, their daughter, Isla, was born. Wade says that Valerie and Isla are the best things that ever happened to his life—and that joining Stewart Title was the best thing that could have happened for his business.

Under the leadership of President Elizabeth Brantley and Vice President Mark Fitzgerald, Wade was put in a great position to succeed. Wade knows that once he brings in a client, they are going to be well taken care of by long-term employees of Stewart Title who have perfected their craft. In addition, working for a National Title Insurance Underwriter, the title policies Stewart Title provides to home buyers is ultimate protection.

After five years in the Washington D.C. area and 12 years in the Title Insurance business, Wade has learned that leading with value and helping your clients is a must. Having a top-notch Realtor®/Lender marketing department is great, but having the processing and closing staff that makes clients shine and creates a great customer experience is even more important. Stewart Title knows they are literally nothing without their clients, so they do all they can to help them grow their real estate business.

With a loving and supportive family at home, and another supportive family at work, Wade is happy to call both Northern Virginia and Stewart Title his home.

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CREIG NORTHROP

THE IMPORTANCE OF
GETTING ALONG

The Golden Rule is Northrop's simple formula for improving relationships with fellow agents. "I always want to treat other agents with the same respect that I would want from them."

"I love Real Estate. I really do," says Creig Northrop.

He should. He's running the nation's number one Real Estate Team.

As a matter of fact, so is his wife, numerous other family members, and his own mother, who has been a real estate agent for more than 40 years.

Northrop says his team runs like a family. Based on his idea of how real estate should work, one gets the impression that even if no one on his team was related, he would nonetheless work to build a team that operated like a family.

"We trust each other. We get along," Northrop says of his team, which is comprised of more than 125 people, 85 of whom are real estate agents.

photo: Creig Northrop Team



This trust and camaraderie have led the Creig Northrop Team to numerous prestigious awards, including being named the 2017 No. One Team in the United States by The Wall Street Journal and REAL Trends. (The team was recognized for a sales volume of over \$765 million.)

Getting Along

The concept of "getting along" frames his philosophy on the whole industry. Northrop insists, "We would all do more business if we got along better. Together, we can all achieve more."

The Golden Rule is Northrop's simple formula for improving relationships with fellow agents. "I always want to treat other agents with the same respect that I would want from them," he says. "I answer their questions, I present their offers quickly, and get back to them quickly. Really, my goal is their goal: to keep the real estate momentum moving. I want to do whatever I can to help the real estate community do more business."

...

...

He adds a piece of practical advice for rookies, saying, “In real estate, the challenge is dealing with people and their personalities. You have to adapt well, find what clients want, and get it for them. That’s really the secret to success in real estate.”

Small Beginnings to a Big Team

When asked why he became an agent, Northrop quips, “I knew I’d be here. Whether it chose me, or I chose it, is the question.” Whichever it is, today he wakes up, “loving this job.”

After entering real estate 25 years ago, his business was small and facing the challenge of growth. Encouraged by his wife, Carla, who told him, “Stop saying ‘never,’” he overcame that challenge.

He began by building a small team of people who shared his passion. “Passion can give you the competitive edge because it gives you stamina,” says Northrop. This passion was key to the growth of his team, which, consequently, happened almost naturally. “The team wanted success as much as I did, so they worked hard.”

As the team grew, so did its unity of purpose. “Today,” he says, “we set ourselves apart. Everything we do, we do first class. We constantly look at what’s next in real estate, and try to be on the front edge of things, trained and ready to go before some of the trends even start.” For example, Northrop says he’s been using home stagers for over 20 years—an offering whose benefits other agents are only now recognizing.

Despite its large size, Northrop relies on his team’s “togetherness,” as he calls it.

“Everyone has a role,” he explains. “We each do our roles well, and we all come together and operate as a business.”

His team’s dedication landed 89 of them in Aruba last year for a company retreat to celebrate reaching their very sizable sales goals. “You have to have fun; you have to love it. It was important to bond, and spend time together.”

Making His Mark

The Northrop Team has contributed to and participated in more than 50 local charities. “We believe in our community, and we invest in it,” says Northrop.

“My goal is to make a difference in the communities we serve, making an impact that will transcend outside of Real Estate.”



From Left to Right: Jake Northrop, Victoria Northrop, Carla Northrop, Creig Northrop, Kristin Atkins, William Miller

Creig Northrop loves Real Estate and driving the Northrop Team’s success, and it shows, as he makes his mark coaching them.

He reminds veteran agents to ‘stay hungry’ and eager, like rookies. He suggests rookies join a team. He emphasizes that marketing is a vital tool to creating opportunity. He tells agents they should love what they do. “You’ve got to love your business. Without passion, nothing you do is going to bring amazing results.”

Where does this advice come from, besides experience? “I always wanted to be a coach. I realized I am a coach when I teach people to use their unused potential. I want to bring it out in everyone on my team,” Northrop says. “Helping people tap into that potential in themselves is the difference between being a man who is out there for himself and someone who’s remembered.”



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Thank you so much to all our partners who made our September Social possible and to all our wonderful attendees. We had a fabulous time celebrating with you and are excited about Mastermind!

Congratulations to all our raffle winners—we hope you enjoy the prizes that were graciously provided by our wonderful partners. A big Thank You to our event sponsors, Troy Toureau, of McLean Mortgage, and Mo Choumil, of ATG Title, without whom this event would not have been possible!

Thank you to Jenny McClintock and the HBC team for providing such a fantastic venue for our event! Thanks, too, to Gray Mosby and Mosby Wine Services for the wonderful wine tasting and to our chef, Steve Lawson and Gabriela Ushinski, of Out of Thyme Meals.

Please look for your pictures on these pages—and if you missed this event, be sure you make the next one!

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Photos by **Howard Lansat Photography**



Troy Toureau and Janet Raedels



Left to right: Angela Hoyos, Andres Serafini, Troy Toureau, Mo Choumil



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Left to right: Jessica Stanley, Dilyana Mazur, Nicole Canole, Will Lawrence, Chanin Wisler



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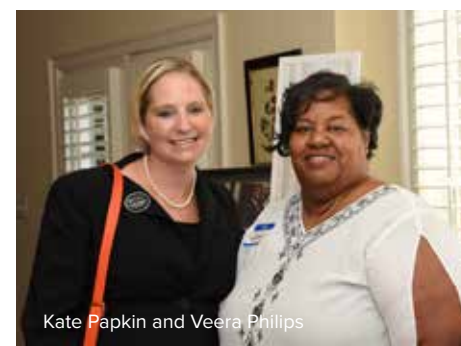
Left to right: Michelle Hopkin, Nicole Canole, Will Lawrence, Gail Belt, Eric Steinhoff



Left to right: Jonathan Lahey, Anne Nouri, Kristin Brindley, Arturo Cruz



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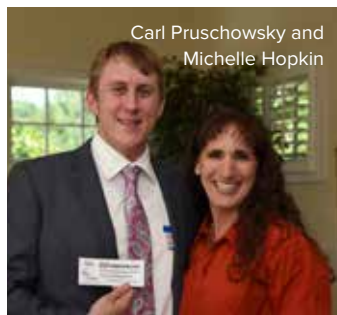
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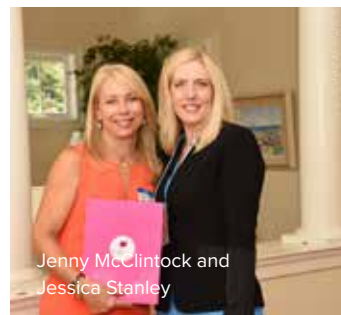
Eric and Amy Steinhoff



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Left to right: Shirley Connors, James Wilkins and Claudia Cornejo



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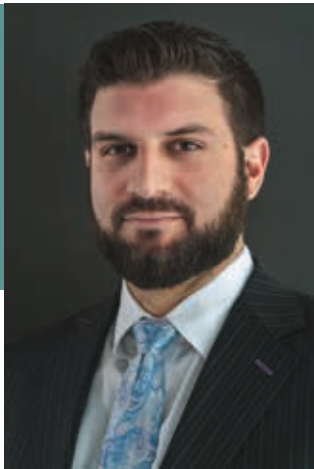
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Paul Coroneos is a Senior Associate at Foresters Financial Services, Inc., serving the DC-Maryland-Virginia area. Paul graduated from Roger Williams University with a BS in Financial Services.

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Kids In Need Distributors (KIND) Putting A Dent In Child Hunger



Most fathers support with quiet strength and infinite encouragement, often in the background, letting their progeny take center stage. Such is the case with Jeremy Lichtenstein, founder of Kids In Need Distributors (KIND).

“I’d rather fly under the radar, because I don’t want the notoriety, but if publicity brings more people to KIND, I’m willing to do it,” admits Lichtenstein.

KIND is a charity in Montgomery County, Maryland, that is making a positive impact on the community, and it all started by happenstance.

Six years ago, Lichtenstein decided to help a friend deliver food for a charity. That day, he was introduced to the cold, hard truth that around 50,000 children in Montgomery County go hungry on weekends when they’re not receiving meals at school. He remem-

bers, “I discovered that there are more than 150,000 students in the Montgomery County Public Schools system and, according to the county, more than one-third receive Free And Reduced Meal (FARM) program meals.”

This struck a chord with Lichtenstein, who believes that child hunger is intolerable. “We live in one of the wealthiest counties in the U.S., yet 33 percent of our kids are food insecure,” he reflects.

Lichtenstein decided he wanted to do something about it. “I wanted to help these children and show my own kids and my community that we can do something to make a difference.”

Without realizing it at that moment, this father of two would become the “founding father” of a charity that serves many.

Lichtenstein started with one school, his own children’s elementary school, where he helped 37 food-insecure students. Today,



he reports, “KIND has grown to service 24 schools, feeding nearly 2,000 students over 200,000 meals each school year. We have close to 100 volunteers, of which about 25 are Realtors®, plus two grant writers, and, at this point, no paid staff members.”

KIND, a 501(c)(3), receives funding from grants and donations from individuals and over 35 corporate sponsors. In addition to donation options via its website, KINDinMD.org, the charity holds two fundraisers per year—the Crab & Fajita Feast and Silent Auction fundraiser each fall, and a Cocktail Party fundraiser in the spring.

Funding is incredibly important to continually expand KIND’s service reach. “Soon,” says Lichtenstein, “we may need to add our first part-time, paid employee to support our growth, which is happening at a rate of approximately 350 additional students per year.”

How does KIND serve so many students in so many schools all across the county? According to the website, “Throughout the school year, KIND delivers food to schools across Montgomery County, Maryland. Each Friday, school staff members discretely slip those items—sustenance for the weekend—into the backpacks of needy students. It’s a simple mission, based on the belief that one of America’s wealthiest communities must not tolerate child hunger.”

As KIND has grown, it has also evolved. Currently, volunteers mobilize every six weeks. Lichtenstein explains, “We deliver six weekends-worth of food every six weeks. We buy our food from Costco in Wheaton, and they organize it into carts according to the schools we service. Volunteers come and pack the supplies into their vehicles and are on their way to the schools within 30 minutes.”

The children of Montgomery County are benefiting and the community is taking notice. Over the years, KIND has received numerous awards, including most recently, the Montgomery Serves 2016 Individual Award, as well as the Montgomery County Board of Education Distinguished Service to Public Education Award.

Lichtenstein is proud of the awards bestowed upon KIND, but desires no personal accolades. His wish is simply to come together as a community to do something worthwhile that impacts the lives of kids in need. KIND thrives thanks to volunteers, and to Lichtenstein’s passion, drive, and experience as a business owner.

A self-proclaimed “landscaper with a real estate license,” Lichtenstein started with a career in his first passion—landscaping. In fact, he owned and ran a landscape company for 20 years before pursuing a career in real estate, which began 22 years ago. He’s with RE/MAX Realty Services in Bethesda, Maryland, and is one of the highest ranking RE/MAX agents in the country.

A brief look at his real estate website shows multiple awards and recognitions, including: Real Estate Executive 100 Most Influential Real Estate Agents in Maryland 2016; Ranked by Real Trends/Wall Street Journal as one of the best among all individual agents in the country and number six in Maryland; and number one individual RE/MAX agent in Maryland for nine years.

His success as a Realtor® is clear, and as a man of principle, Lichtenstein donates a portion of his earnings from each sale to KIND—putting his profit where his heart is. It’s what a father does.



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TOP 150 STANDINGS						
Teams and Individuals Closed Date From Jan. 1 Through Sept. 30						
Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	41	27	68	\$165,835,050
2	Creig Northrop	Long & Foster Real Estate	255.5	11	266.5	\$159,419,819
3	Debbie Dogrul	Long & Foster Real Estate	179	97	276	\$152,032,736
4	Keri Shull	Optime Realty	87	122	209	\$148,439,049
5	James Coley	Long & Foster Real Estate	74	69	143	\$140,330,218
6	David Getson	Compass	45	105	150	\$110,353,824
7	Marc Fleisher	TTR Sotheby's International Realty	29.5	11	40.5	\$102,000,778
8	Phyllis Patterson	TTR Sotheby's International Realty	46	46	92	\$88,022,842
9	Michael Rankin	TTR Sotheby's International Realty	23.5	13	36.5	\$86,742,399
10	Brian Wilson	Wilson Realty Group, Inc.	126	17	143	\$78,565,692
11	Sue Goodhart	McEneaney Associates	54.5	41	95.5	\$75,647,542
12	Jennifer Smira	Compass	55.5	34	89.5	\$68,211,316
13	Cynthia Schneider	Long & Foster Real Estate	90	35	125	\$62,658,848
14	John Kirk	Tower Hill Realty	123.5	3	126.5	\$61,682,444
15	Nathan Guggenheim	Washington Fine Properties	39	46	85	\$60,213,235
16	Jay Day	Real Estate Teams	95.5	38	133.5	\$59,161,612
17	Jennifer Walker	McEneaney Associates	43	45	88	\$58,672,938
18	Nurit Coombe	RE/MAX Elite Services	45.5	42	87.5	\$58,394,340
19	Daryl Judy	Washington Fine Properties	22	17	39	\$55,280,314
20	Eric Stewart	Long & Foster Real Estate	56	18	74	\$54,192,586
21	Wendy Banner	Long & Foster Real Estate	29	21	50	\$53,182,136
22	Mark McFadden	Washington Fine Properties	13.5	5	18.5	\$52,844,100
23	Lilian Jorgenson	Long & Foster Real Estate	37	9	46	\$52,322,000
24	Kimberly Cestari	W.C. & A.N. Miller, Realtors	25	20	45	\$50,259,500
25	Robert Hryniewicki	Washington Fine Properties	11	8	19	\$49,136,200
26	Michelle Yu	RE/MAX Town Center	48	20	68	\$48,384,494
27	Michael Brennan	TTR Sotheby's International Realty	27	14	41	\$46,639,900
28	Christine Reeder	Long & Foster Real Estate	69	80	149	\$46,617,229
29	Hans Wydler	Wydler Brothers Real Estate	22	12	34	\$46,607,664
30	Elizabeth Lucchesi	Long & Foster Real Estate	35.5	29	64.5	\$46,394,388

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TOP 150 STANDINGS

Teams and Individuals Closed Date From Jan. 1 Through Sept. 30

Rank	Agent	Office	List #	Sell #	Total #	Total \$
31	Erich Cabe	Compass	26	25	51	\$46,321,300
32	Alejandro Luis Martinez	RE/MAX Elite Services	41.5	107	148.5	\$45,951,982
33	Tamara Kucik	W.C. & A.N. Miller, Realtors	60.5	29	89.5	\$45,330,902
34	Barak Sky	Long & Foster Real Estate	34	31	65	\$44,305,639
35	Jane Fairweather	Coldwell Banker Residential Brokerage	40	14	54	\$43,994,290
36	Daniel Heider	TTR Sotheby's International Realty	11	22	33	\$43,922,400
37	Jennifer Thornett	Washington Fine Properties	8.5	7	15.5	\$43,787,500
38	Piper Gioia	TTR Sothebys International Realty	12.5	9	21.5	\$43,779,900
39	Melinda Estridge	Long & Foster Real Estate	26	34	60	\$43,543,600
40	Dianne Van Volkenburg	Long & Foster Real Estate	17	11	28	\$42,839,450
41	Russell Firestone	TTR Sotheby's International Realty	14	15	29	\$42,358,450
42	Janet Callander	Weichert, REALTORS	31	13	44	\$42,299,147
43	Irina Babb	RE/MAX Allegiance	50	18	68	\$41,285,800
44	Terry Belt	Keller Williams Realty	19.5	30	49.5	\$40,813,098
45	Koki Adasi	Long & Foster Real Estate	31	42	73	\$40,388,401
46	Christopher White	Long & Foster Real Estate	35	17	52	\$39,913,798
47	Trent Heminger	Compass	45	12	57	\$39,366,875
48	Lauren Davis	Washington Fine Properties	13	9	22	\$39,348,500
49	Barbara Beckwith	McEneaney Associates	19	7	26	\$38,989,900
50	Elaine Koch	RE/MAX Metropolitan Realty	43.5	18	61.5	\$38,492,549
51	Kira Epstein Begal	Washington Fine Properties	17	27	44	\$37,945,350
52	Kara Sheehan	Washington Fine Properties	8.5	7	15.5	\$37,937,687
53	Brent Jackson	TTR Sotheby's International Realty	26.5	15	41.5	\$37,704,935
54	Kimberly Casey	Washington Fine Properties	22	6	28	\$36,891,314
55	Dana Rice	Compass	15.5	25	40.5	\$36,517,369
56	Jeffrey Wilson	TTR Sotheby's International Realty	15	16	31	\$35,924,550
57	Carlos Garcia	Keller Williams Capital Properties	28	16	44	\$35,747,767
58	Thomas Faison	RE/MAX Allegiance	30	9	39	\$35,644,558
59	Tom Francis	Keller Williams Realty	19	8	27	\$35,624,500
60	Roby Thompson	Long & Foster Real Estate	21	21	42	\$35,499,150

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
61	Jeremy Lichtenstein	RE/MAX Realty Services	27	4	31	\$35,321,366
62	James C. Peva	Washington Fine Properties	6	6	12	\$35,165,000
63	Marjorie Halem	Long & Foster Real Estate	27	14	41	\$34,957,423
64	Marianne Prendergast	Washington Fine Properties	25	4	29	\$34,937,200
65	Victor Llewellyn	Long & Foster Real Estate	47.5	23	70.5	\$34,165,400
66	Antonia Ketabchi	Redfin Corp	3.5	43	46.5	\$33,533,565
67	Lisa Dubois-Headley	RE/MAX By Invitation	25	19	44	\$33,429,500
68	Margaret Babbington	Compass	20.5	34	54.5	\$33,362,930
69	Elizabeth Twigg	Washington Fine Properties	20	13	33	\$33,339,617
70	Chelsea Traylor	Redfin Corp	55	2	57	\$33,093,204
71	Peggy Lyn Speicher	Long & Foster Real Estate	11.5	61	72.5	\$32,704,899
72	Carolyn Sappenfield	RE/MAX Realty Services	17	14	31	\$32,313,288
73	Laura Mensing	Long & Foster Real Estate	20	13	33	\$32,117,680
74	Thomas Paolini	Redfin Corp	12	35	47	\$31,927,258
75	Joel Nelson	Keller Williams Capital Properties	24	18	42	\$31,722,531

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TOP 150 STANDINGS

Teams and Individuals Closed Date From Jan. 1 Through Sept. 30

Rank	Agent	Office	List #	Sell #	Total #	Total \$
76	Tyler Jeffrey	Washington Fine Properties	10.5	38	48.5	\$31,570,483
77	Norman Domingo	XRealty.NET	67	2	69	\$31,561,410
78	Andrew Riguzzi	Compass	16	19	35	\$30,666,299
79	Lisa Sabelhaus	RE/MAX Town Center	43	34	77	\$30,582,303
80	Jonathan Lahey	RE/MAX Fine Living	35	46	81	\$30,354,195
81	Ginette R. Winston	Winston Real Estate	23	19	42	\$30,202,000
82	Nathan Dart	RE/MAX Realty Services	45	23	68	\$29,910,500
83	Raymond Gernhart	RE/MAX Allegiance	31.5	35	66.5	\$29,887,421
84	Traudel Lange	Washington Fine Properties	13.5	9	22.5	\$29,818,000
85	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	14.5	29	43.5	\$29,452,950
86	Anslie Stokes Milligan	McEneaney Associates	23	23	46	\$29,292,481
87	Elizabeth Conroy	Keller Williams Realty	15	17	32	\$29,258,814
88	Peter Braun	Long & Foster Real Estate	30	22	51.65	\$29,054,050
89	Cynthia Howar	Washington Fine Properties	5	3	8	\$29,032,000
90	Seth Turner	Compass	10.5	33	43.5	\$28,608,438

Rank	Agent	Office	List #	Sell #	Total #	Total \$
91	Alyssa Crilley	Washington Fine Properties	14.5	9	23.5	\$28,563,450
92	James Bass	Real Estate Teams	54	34	88	\$28,518,054
93	Damon Nicholas	Coldwell Banker Residential Brokerage	37	15	52	\$28,412,440
94	Thomas Hennerty	NetRealtyNow.com	70	9	79	\$28,402,492
95	Tina Cheung	RE/MAX Realty Centre	9	53	62	\$28,299,163
96	Anne Killeen	Washington Fine Properties	17.5	5	22.5	\$28,054,850
97	Jennifer Knoll	TTR Sotheby's International Realty	13	8	21	\$27,897,100
98	Todd Vassar	Compass	9	24	33	\$27,815,255
99	Steven Wydler	Wydler Brothers Real Estate	13.5	8	21.5	\$27,065,700
100	Robert Ferguson	RE/MAX Allegiance	17.5	16	33.5	\$26,923,216
101	Loic Pritchett	TTR Sotheby's International Realty	12.5	19	31.5	\$26,915,138
102	Elizabeth Brent	Keller Williams Capital Properties	43.5	2	45.5	\$26,908,459
103	Mehrnaz Bazargan	Redfin Corp	49	2	51	\$26,795,549
104	Dean Yeonas	Yeonas & Shafran Real Estate	10.5	10	20.5	\$26,690,530
105	Joan Cromwell	McEneaney Associates	11	19	30	\$26,500,600

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TOP 150 STANDINGS

Teams and Individuals Closed Date From Jan. 1 Through Sept. 30

Rank	Agent	Office	List #	Sell #	Total #	Total \$
106	Marshall Carey	Redfin Corp	40	3	43	\$26,484,112
107	Karen Close	Century 21 New Millennium	18.5	7	25.5	\$26,437,849
108	Anne DiBenedetto	Washington Fine Properties	13	4	17	\$26,243,984
109	Xuri Wang	Hometown Elite Realty	7.5	19	26.5	\$26,214,413
110	Joshua Ross	RE/MAX Realty Services	17	18	35	\$26,182,785
111	Elizabeth Lavette	Washington Fine Properties	8.5	7	15.5	\$26,153,750
112	Robert Jenets	Stuart & Maury	14.5	10	24.5	\$26,116,100
113	Timothy Brooks	Keller Williams Realty Centre	36	56	92	\$26,017,000
114	Bradley Rozansky	Long & Foster Real Estate	24.5	5	29.5	\$25,986,600
115	Robert Sanders	TTR Sotheby's International Realty	29	6	35	\$25,968,648
116	Susan Ellis	RE/MAX Realty Centre	29.5	18	47.5	\$25,652,909
117	Judy Cranford	Cranford & Associates	8	25	33	\$25,547,400
118	Jonathan Taylor	TTR Sotheby's International Realty	6.5	6	12.5	\$25,511,188
119	Anne Weir	Washington Fine Properties	7	6	13	\$25,247,500
120	Juan Umanzor	Long & Foster Real Estate	25	61	86	\$25,153,312

Rank	Agent	Office	List #	Sell #	Total #	Total \$
121	Susan Maguire	Washington Fine Properties	12	9	21	\$25,087,350
122	Christine Garner	Weichert, REALTORS	20	10	30	\$24,966,300
123	Hanna Wang	Prostage Realty	14.5	31	45.5	\$24,949,260
124	Marjorie Dick Stuart	W.C. & A.N. Miller, Realtors	16	9	25	\$24,651,000
125	Marsha Schuman	Washington Fine Properties	9	3	12	\$24,539,000
126	Frederick Roth	Washington Fine Properties	7.5	7	14.5	\$24,291,100
127	Mynor Herrera	Keller Williams Capital Properties	27	29	56	\$24,248,760
128	Thomas Arehart	RE/MAX Allegiance	31	19	50	\$24,155,500
129	Thomas Buerger	Compass	18	21	39	\$23,906,131
130	Rong Ma	Libra Realty	4.5	30	34.5	\$23,882,900
131	Louis Chauvin	Compass	3.5	9	12.5	\$23,802,750
132	Nelson Marban	Washington Fine Properties	11	7	18	\$23,782,649
133	Delilah Dane	Redfin Corp	34	1	35	\$23,726,800
134	Leslie Friedson	Long & Foster Real Estate	16.5	14	30.5	\$23,695,350
135	Ronald Sitrin	Long & Foster Real Estate	19.5	10	29.5	\$23,603,000

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TOP 150 STANDINGS

Teams and Individuals Closed Date From Jan. 1 Through Sept. 30

Rank	Agent	Office	List #	Sell #	Total #	Total \$
136	Christine Rich	Long & Foster Real Estate	13	14	27	\$23,594,900
137	Kenneth Abramowitz	RE/MAX Town Center	27	28	55	\$23,563,819
138	Ronald Mangas	TTR Sothebys International Realty	5.5	7	12.5	\$23,430,000
139	Bryan Kerrigan	Redfin Corp	48.5	0	48.5	\$23,244,340
140	Kathleen King	Washington Fine Properties	10	10	20	\$23,159,000
141	Heidi Hatfield	Washington Fine Properties	5.5	7	12.5	\$23,105,000
142	John Lee	RE/MAX Success	27.5	12	39.5	\$22,944,692
143	Kevin Gray	Compass	10.5	19	29.5	\$22,932,250
144	Sheena Saydam	Keller Williams Capital Properties	14.5	32	46.5	\$22,925,544
145	Michael Schaeffer	Coldwell Banker Residential Brokerage	6	10	16	\$22,891,500
146	David Lloyd	Weichert, REALTORS	12.5	13	25.5	\$22,711,468
147	Avi Galanti	Compass	13	15	28	\$22,691,976
148	Ross Vann	Compass	14.5	16	30.5	\$22,550,900
149	Nancy Itteilag	Washington Fine Properties	8.5	9	17.5	\$22,373,099
150	Karen Rollings	Berkshire Hathaway HomeServices PenFed Realty	42	10	52	\$22,360,412

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