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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.

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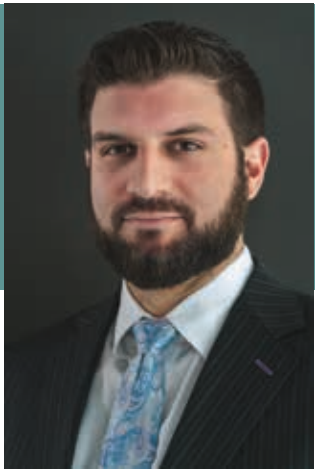
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publisher's
note

FAQ

About This Magazine

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% 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?

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AARON BROWNING:

An Educator at Heart

It was just seven years ago that Aaron Browning started his career as a REALTOR®. His father had been a broker, but Aaron initially went into the field of education. After a close friend re-introduced him to the real estate world, he decided to leave his job as an educator and he threw himself into learning his new trade.

“I fell in love with Keller Williams’ “Recruit Select” class, which teaches that much more can be accomplished through a team approach,” says Browning. “Plus, it’s more fun to collaborate with others. It’s when I’m in my best state.”

Browning admits, “In my first year, I failed often.” However, he soon got into the groove and started learning the secrets to success. “Early on, I realized that first-time home buyers needed guidance, so I’d heavily educate them on the home buying process before even getting in the car with them,” relates Browning.

A big believer in leveraging more business through others and that divisions of specialists can serve



clients at a higher level, Browning started forming his team, which now consists of: Browning, as CEO; his wife, Dora, as COO; Sam Joyce, as Operations Manager; Lamarr Milton in Inside Sales; and Field Agents Sean Macdonald, Carl Pruschowsky, Cathy Sheedfar, and Edward Dumitrache.

Admittedly, Browning couldn’t have built this team without his supportive wife. He asserts, “Dora is the brains and glue behind the organization. She’s an amazing encourager and saw potential in me before I did. The company wouldn’t be here without her.”

Browning is still growing his team and notes, “As we continue to grow in team members and volume of business, we reevaluate our systems and ensure they are able to service at a higher level.” Browning and his team recently moved to the agent-owned cloud brokerage, eXp Realty. “We are extremely excited for the new opportunities that eXp has to offer our team and clients,” says Browning.



Indeed, Browning has big goals for his team and for himself. He says, “Every fall, we have a goal-setting retreat, where we discuss company goals, team goals, and individual goals. What sets us apart from other teams is that we’re highly accountable to each other for these goals. Also, we’re professionals and come into work well-dressed. Roleplay and lead generation are mandatory, five days a week. It’s intense.”

In the high-paced business of real estate, “pushing reset” is extremely important. Says Browning, “For me, it’s my kids: five-year old Noah and two-year

old Luke. Also, on most weekends, you’ll find my family on the Potomac River in our boat. It feels like vacation and I’m rejuvenated for the upcoming week.”

Still an educator at heart, Browning enjoys giving back. He reflects, “Educating others recharges me. So many people poured energy into me early on, that it’s nice to give back and help educate others.” Browning,

likewise, engages in coaching his sales and administrative staff, believing that, “Empowering others and helping them grow is what it’s all about.”

Another key component to Browning’s success is that he’s had a coach since his second year in business. “For the past year and a half, Chris Hart has been my coach, and the big shift for me was when I went from sales and production coaching to leadership and leadership growth coaching,” says Browning.

Additionally, hanging out with big thinkers in the industry led Browning to begin reading empowering books, such as *Grit: The Power of Passion and Perseverance*, by Angela Duckworth, *Fanatical Prospecting*, by Jeb Blount, and anything by Grant Cardone.

With a growing, successful business, people can get lost in work. But Browning is intentional about setting boundaries. He reflects, “I’m very protective of my schedule so I can have time with my family. I make it home for dinner at least three days a week and eat breakfast with them daily. Also, I ensure that if I do have to be away from them, that it’s productive time away. I wish I would’ve learned that early on—that there’s a difference between productive meetings and unproductive ones.”

Last year, Browning and his team sold 78 units, closing \$30 million in sales. He has also earned accolades such as: Washingtonian Best of 2016, and 2017 Top Residential Real Estate Producer; Northern Virginia Magazine 2016 and 2017 Top Real Estate Agent; and Real Trends 2017 America’s Best Real Estate Agents.

Browning continues to apply his special gift of educating himself and others to real estate. It’s remarkable that in seven short years as a REALTOR®, he’s performing like a magna cum laude.



3 WAYS TO INCREASE SEO FOR YOUR REAL ESTATE BLOG

By **Wade Vander Molen**

Better SEO (search engine optimization) means the greater likelihood of being “found” organically by your ideal client in an online search. What’s discouraging is taking time to create amazing blog content, and it gets little to zero online traffic. This would cause someone to stop creating content online pretty quickly. Learning and knowing ways to increase SEO for your real estate blog will get more “qualified eyes” to your business, help you stand out in a crowd, and increase the likelihood of someone reaching out to do business. Here are three ways to increase the SEO for your real estate blog.

1. Have an Effective Blog Post Title and Key Phrases.

I always try to imagine that the box where I create my blog post title says “Google” above it. What would my ideal client look for on Google to find my post? The blog title with a proper keyword or phrase is the number-one SEO trick to help generate exposure. If you do business in a specific demographic area or with a type of client, those words would be great to have inside your blog titles. An example would be: “Arlington Condo Buyers —

Prepping Your Home for A Baby.” Your SEO key phrase is “Arlington Condo Buyers.” People looking for Arlington condos or Arlington buyers will have a greater chance at finding your blog. The title is about a specific area and type of buyer. Now your job is to use those key phrases inside your blog and create easily readable content that educates people looking for this information.

2. Use the Right Meta-Tags and Meta-Description.

Meta-Tags are complementary words to your “key

phrase” that helps you get found online. When writing a blog, come up with your key phrase, and start thinking of good meta-tags to incorporate into your blog. One of the most important items is your meta-description. You may know this as the two lines below the search results that tell you what the site is about. Notice that the keywords in search engine are highlighted here. Use your key phrase when creating your meta-description.

3. Create a Linking Strategy.

A “linking strategy” is important to increase page clicks and time people spend on your real estate website. A link can be created by highlighting a word/phrase in a blog and embedding another website link that takes the reader to another website or page. It is always helpful to create links

to related topics on your website so people can find other valuable content they may not have known was there previously.

Having a more frequently visited website create a link to your real estate website is even better. This is called a “back-link.” By having this happen, a more powerful website is directing its traffic to your site, which tells the search engines your website is not only relevant, but important. This is a great way to get moved up the search page results.

Taking the time to learn basic SEO steps and integrating them into your real estate marketing plan will allow more qualified eyes to discover your website and real estate value proposition.



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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A brick-and-mortar variety store, as well as an eBay Powerseller, Curiosity Consignment directs quality items of all types to where they are most wanted, all over the world. Owner Mike McWilliamson and manager Adele Branthover have facilitated the sale of over 30,000 items in the past five years—equivalent to more than \$3 million dollars in value. They handle volume. As a professional downsizing partner, Curiosity Consignment gets items out of the home and sold fast. Working with them can get things moving when your client has a full house of personal effects holding up the sale.

“Selling a house is stressful enough for your clients; don’t let a bunch of stuff add worry!” says Mike. “Please don’t let your clients turn their homes into weekend flea-markets, giving things

away for pennies on the dollar. We’ll take the time and effort to match nice pieces with buyers who will pay you a fair price.”

As the only child when Mike’s father passed away in 2007, it fell to him to clean out his dad’s home and make it ready for the market. Sitting on a half-million dollar property in a crashing economy, Mike was frustrated by months wasted sorting through and shuffling things around that had no real value compared to the house.

“Don’t get me wrong,” he says, “my dad had nice things, but the few estate-sale vendors and auctioneers I met with either just weren’t interested or wanted me to wait for months. In the end, I sold what I could, but it was literally like working a second job just to sell a few dozen items.”



Mike had to deal with as many (or more) people as items, and ended up getting only half of what he was asking, he says. “I wound up donating most of the contents and even paid to have perfectly good things taken to the dump. All that before the ‘for sale’ sign was even hung! It was just a huge chore, and I sympathize with anyone dealing with this.”

Shortly after his experience with his father’s house, Mike decided to make a career change—and started Curiosity Consignment to offer his hard-won talent at moving personal property and to save others the grief of having to sort and sell things without help.

“I’ve always liked old things, and remember fondly my early ‘treasure-hunting’ days at the thrift stores with Grandma. Today, I am blessed with this growing business and a great team of people with whom I am honored to work.”

Mike says his business is not about selling ‘stuff’, it’s about relationships, and finding creative ways to help customers trim down—even those that “need some hand-holding to let go.”

Knowing what things are worth is one challenging aspect of his job, according to Mike, but actually getting them in position to be sold is where the real work starts. “I wasn’t built for moving furniture,” he laughs, “but it comes with the territory. And I have to do it because most of my clients simply can’t, physically or emotionally.”

Curiosity Consignment visits homes all over the area to do appraisals and inventory assessments. Step one involves taking some pictures and pointing out higher value items. Often times, Mike and his right-hand man, Gerardo, will bring the trailer and get right to work loading consignments or outright buying items on the spot—just like the ‘picker’ shows on TV.

“We’ve even been known to barter the value of the contents of a house against the labor to clear it out,” says Mike. “Sometimes, we just have to be creative to meet everyone’s needs because each client is different—it’s like working a different job every day.



What I love about this job is that every house and its owners are unique, and have interesting, meaningful, valuable things.”

Not everything has monetary value, of course, but from years spent developing an eye for re-sale potential and an intimate knowledge of the market, Mike often finds it where others can’t. And as a hobby, he paints and sketches, including on special finds, saying he would much rather work to transform an old farm window into a piece of art than have it wind up in a landfill.

While Mike and his staff are out doing the heavy lifting and helping customers in their homes, Adele is either running the store or is out and about, meeting with partners and networking in the community. “Adele keeps our showroom looking great, and customers really appreciate seeing their things so nicely displayed,” says Mike.

Curiosity Consignment is a family business, too. “My son is only five, but he is already doing his part. Adele and I have been a great team for nearly five years. We’re two peas in a pod in this—we love finding things a good home.”

Mike and Adele say that who they are is as important to clients as what they do. So they go out of their way to provide concierge-style, expert personal service. Clients appreciate them sharing their expertise and providing guidance at what Adele says is otherwise “a pretty stressful time, honestly. We love working with Realtors® to give mutual customers the best possible experience.”

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Call on Mike and Adele at **240-207-3783**, see them on the web at **www.CuriosityConsignment.com**, or visit the showroom at **9870 Main Street, Damascus, Maryland 20872**

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THE POWER PLAYERS OF METRO D.C.

THE INDUSTRY ELITES

In 1993, a lender named Stan Bergham started a networking group of the top producing agents in the Washington, D.C. area. An unusual idea to gather together successful competitors from different brokerages was met with some skepticism, initially. However, this novel concept soon proved to be ingenious. Thus was born an elite, industry-elevating group – the Power Players of Metro D.C.

Fast forward 24 years. The Power Players is a prestigious group, comprising 32 members and surpassing \$10 billion in sales since its founding. Statistics show that in the D.C. Metro area, fewer than 20% of agents complete 80% of real estate transactions, and members of the Power Players are most assuredly in that top-fifth category.

One of the founding group's members, Melinda Estridge, of Long and Foster Real Estate, Inc., Christie's International Real Estate, reveals that there are certain criteria for being accepted into the group. "Members must have reached a certain sales volume, be aligned with our mission statement, and be approved by a unanimous vote."

Why would people in such a competitive business choose to network with each other? The answer is multi-faceted.

Another of the founding members, Dale Mattison, of Long and Foster, asserts, "We share a common bond. We have problems and issues that new agents don't have, so we can relate to one another and help each other solve the issues. It's through our strong relationships that we're able to share, laugh, have fun, and discuss things that only top producers relate to."

Martin Toews, of Coldwell Banker Real Estate, LLC, echoes many in the group, who point to the Power Players' collaborative nature, "The synergy of the group is amazing. We learn so much from each other," he says.

Gordon Harrison, of Compass Real Estate, agrees. "The group provides an amazing platform for collaboration. To be in a room

with this much talent is incredible, and everyone is willing to share insight and help problem solve."

As an example, Estridge recalls a recent meeting where "we discussed how to price listings, when to reduce prices, and how to improve seller scripts, and everyone around the table had a completely different approach. We all work in our own way, but learn so much from each other."

The group values their natural camaraderie, as well as confidentiality among members. "For people in such a competitive business, we must maintain a high level of trust and continue to uphold the non-competitive nature of the group. Everything shared in the group is private, and we have that sense of trust in each other," says Estridge.

"The camaraderie and trust this group has is amazing. We are willing to share with each other completely, even in a competitive industry, which is in turn advantageous to our real estate community," shares another original member, Jeff Brier, of Coldwell Banker.

Indeed, The Power Players is a tremendous asset to the area's real estate community because it sets the standard for excellence in client service. Founding member Elizabeth Russell, of Long and Foster, says, "This is a group that is honorable, honest, and takes care of our business for the benefit of everyone. Our commitment to quality of service in the real estate industry and to each other is reflected in the unparalleled service our clients receive."

In addition, says Peggy Lyn Speicher, of Long and Foster, "We each have innovative ideas on technology, marketing, and pricing

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strategies. As industry leaders, we create ideas that lead the way for others in the real estate business.” Collaboration within the group is mutually supportive and focused on each member’s business growth and development.

Founding member Jonathan Taylor, of TTR Sotheby’s International Realty, reflects, “It’s been an extraordinary, relationship-focused group. We all get along and share real information with each other as we help problem solve.” Additionally, adds Barak Sky, of Long and Foster, “We share business mod-

els to help each other grow.”

Koki Adasi, of Long and Foster, thinks of The Power Players as “partners in each other’s businesses.”

To ensure an upward trajectory for all, Estridge reveals that “Each year, we review the successes and challenges from previous years and hold one another accountable for growth.”

Soon, The Power Players will celebrate a quarter of a century milestone. The enduring success of the group is bolstered by the influx

of younger, top-producing real estate agents joining its ranks. Founding member Brad Rozansky, of Long and Foster, shares that “the turnover of young people coming in is great to see. We are energized listening to their aspirations.”

Their commitment to constant renewal, both individually and as a group, is a good indication that The Power Players will remain a vital, elite group of D.C. Metro’s best-of-the-best that continues to elevate the real estate industry here for years to come.

THE FOUNDING MEMBERS



Jeff Brier
Coldwell Banker Real Estate



Melinda Estridge
Long & Foster Real Estate | Christie's International Real Estate



Dale Mattison
Long & Foster Real Estate | Christie's International Real Estate



Brad Rozansky
Long & Foster Real Estate | Christie's International Real Estate



Elizabeth Russell
Long & Foster Real Estate | Christie's International Real Estate



Jonathan Taylor
TTR Sotheby's International Realty

THE POWER PLAYERS OF METRO D.C.



Elysia Casaday
Wydler Brothers Real Estate



Patrick Chauvin
Compass Real Estate



Jamie Coley
Long & Foster Real Estate | Christie's International Real Estate



Lauren Davis
Washington Fine Properties



Jane Fairweather
Coldwell Banker Real Estate



Kelly Fairweather
Coldwell Banker Real Estate



Koki Adasi
Long & Foster Real Estate | Christie's International Real Estate



Wendy Banner
Long & Foster Real Estate | Christie's International Real Estate



Marc Fleisher
TTR Sotheby's International Realty



Gordon Harrison
Compass Real Estate



Trent Heminger
Compass Real Estate



Chris Kelley
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Phil Kelley
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Mark McFadden
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Be sure to look for photos of the McLean event in the next issue of *DC Metro Real Producers* and, in the meantime, you can view them at LansatPhoto.com and at DC Metro Real Producers on Facebook!



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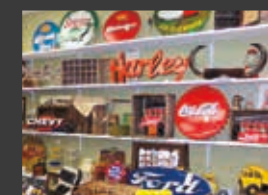
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2	Keri Shull	Optime Realty	81.5	114	195.5	\$142,035,149
3	James Coley	Long & Foster Real Estate	65.5	63	128.5	\$129,267,875
4	David Getson	Compass	39	98	137	\$103,416,494
5	Marc Fleisher	TTR Sotheby's International Realty	27.5	11	38.5	\$97,110,778
6	Michael Rankin	TTR Sotheby's International Realty	23	13	36	\$85,067,399
7	Phyllis Patterson	TTR Sotheby's International Realty	43	41	84	\$79,956,842
8	Sue Goodhart	McEnearney Associates	50.5	38	88.5	\$69,494,642
9	Brian Wilson	Wilson Realty Group	101	17	118	\$68,453,292
10	Jennifer Smira	Compass	50	30	80	\$60,813,316
11	Jennifer Walker	McEnearney Associates	43	43	86	\$57,294,938
12	Cynthia Schneider	Long & Foster Real Estate	84.5	29	113.5	\$56,935,048
13	Nathan Guggenheim	Washington Fine Properties	34	41	75	\$54,419,235
14	Mark McFadden	Washington Fine Properties	12.5	5	17.5	\$50,994,100
15	Nurit Coombe	RE/MAX Elite Services	43	34	77	\$49,816,840
16	Lilian Jorgenson	Long & Foster Real Estate	35	9	44	\$49,052,000
17	Eric Stewart	Long & Foster Real Estate	49.5	17	66.5	\$46,723,086
18	Wendy Banner	Long & Foster Real Estate	26.5	18	44.5	\$46,118,224
19	Michelle Yu	RE/MAX Town Center	44	19	63	\$45,040,994
20	Erich Cabe	Compass	24	25	49	\$45,015,800
21	Kimberly Cestari	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	21	18	39	\$44,525,500
22	Jennifer Thornett	Washington Fine Properties	8.5	7	15.5	\$43,787,500
23	Daryl Judy	Washington Fine Properties	18.5	14	32.5	\$43,733,314
24	Robert Hryniewicki	Washington Fine Properties	10	7	17	\$43,536,700
25	Piper Gioia	TTR Sothebys International Realty	12	9	21	\$42,667,400
26	Hans Wydler	Wydler Brothers	20	10	30	\$42,445,664
27	Tamara Kucik	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	57	25	82	\$42,288,902
28	Elizabeth Lucchesi	Long & Foster Real Estate	33.5	26	59.5	\$41,735,888
29	Daniel Heider	TTR Sotheby's International Realty	11	21	32	\$41,622,400
30	Barak Sky	Long & Foster Real Estate	28	30	58	\$40,278,239

Rank	Agent	Office	List #	Sell #	Total #	Total \$
31	Janet Callander	Weichert, REALTORS®	29.5	11	40.5	\$39,951,647
32	Irina Babb	RE/MAX Allegiance	47	18	65	\$39,798,300
33	Michael Brennan	TTR Sotheby's International Realty	25	9	34	\$39,796,900
34	Jane Fairweather	Coldwell Banker Residential Brokerage	36	11	47	\$39,764,290
35	Melinda Estridge	Long & Foster Real Estate	23.5	30	53.5	\$39,504,100
36	Koki Adasi	Long & Foster Real Estate	33	42	75	\$38,566,401
37	Lauren Davis	Washington Fine Properties	13	8	21	\$38,528,500
38	Russell Firestone	TTR Sotheby's International Realty	11	14	25	\$38,263,000
39	Kara Sheehan	Washington Fine Properties	8.5	7	15.5	\$37,937,687
40	Alejandro Luis Martinez	RE/MAX Elite Services	33.5	89	122.5	\$37,885,833
41	Terry Belt	Keller Williams Realty	18	26	44	\$37,528,105
42	Trent Heminger	Compass	42.5	12	54.5	\$37,490,425
43	Christopher White	Long & Foster Real Estate	32	16	48	\$36,777,800
44	Barbara Beckwith	McEnearney Associates	17	7	24	\$36,109,900
45	James C. Peva	Washington Fine Properties	6	6	12	\$35,165,000
46	Tom Francis	Keller Williams Realty	18	7	25	\$34,374,500
47	Jeffrey Wilson	TTR Sotheby's International Realty	13.5	14	27.5	\$33,590,550

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TOP 150 STANDINGS

Teams and Individuals Closed Date from Jan. 1 Through Aug. 31

Rank	Agent	Office	List #	Sell #	Total #	Total \$
48	Thomas Faison	RE/MAX Allegiance	27	9	36	\$33,315,058
49	Antonia Ketabchi	Redfin Corp	3.5	42	45.5	\$33,194,565
50	Jeremy Lichtenstein	RE/MAX Realty Services	25	4	29	\$33,173,366
51	Dana Rice	Compass	15.5	21	36.5	\$33,041,569
52	Lisa Dubois-Headley	RE/MAX By Invitation	24	19	43	\$32,982,000
53	Victor Llewellyn	Long & Foster Real Estate	44.5	22	66.5	\$32,457,900
54	Kira Epstein	Washington Fine Properties	14	25	39	\$32,398,350
55	Elizabeth Twigg	Washington Fine Properties	19	13	32	\$32,364,617
56	Roby Thompson	Long & Foster Real Estate	20	20	40	\$32,241,650
57	Marianne Prendergast	Washington Fine Properties	23	4	27	\$32,237,200
58	Carlos Garcia	Keller Williams Capital Properties	24	15	39	\$32,074,417
59	Brent Jackson	TTR Sotheby's International Realty	24	13	37	\$31,922,435
60	John kirk	Tower Hill Realty	52.5	3	55.5	\$31,744,616
61	Joel Nelson	Keller Williams Capital Properties	24	18	42	\$31,722,531
62	Elaine Koch	RE/MAX Metropolitan Realty	32.5	13	45.5	\$31,585,000
63	Tyler Jeffrey	Washington Fine Properties	8.5	36	44.5	\$29,790,483
64	Marjorie Halem	Long & Foster Real Estate	23	11	34	\$29,769,523
65	Carolyn Sappenfield	RE/MAX Realty Services	16	12	28	\$29,358,288
66	Kimberly Casey	Washington Fine Properties	17.5	6	23.5	\$29,294,314
67	Chelsea Traylor	Redfin Corp	50	1	51	\$28,762,204
68	Andrew Riguzzi	Compass	14	18	32	\$28,735,399
69	Ginette R. Winston	Winston Real Estate	22	18	40	\$28,552,000
70	Laura Mensing	Long & Foster Real Estate	19	11	30	\$28,544,300
71	Cynthia Howar	Washington Fine Properties	5	2	7	\$28,352,000
72	Anslie Stokes Milligan	McEneaney Associates	21	22	43	\$28,320,001
73	Margaret Babbington	Compass	18.5	27	45.5	\$28,087,555
74	Anne Killeen	Washington Fine Properties	17.5	5	22.5	\$28,054,850
75	Traudel Lange	Washington Fine Properties	12.5	8	20.5	\$27,948,000
76	Jennifer Knoll	TTR Sotheby's International Realty	13	8	21	\$27,897,100

Rank	Agent	Office	List #	Sell #	Total #	Total \$
77	Peter Braun	Long & Foster Real Estate	28	21	49	\$27,226,550
78	Elizabeth Conroy	Keller Williams Realty	13.5	17	30.5	\$27,171,314
79	Anne DiBenedetto	Washington Fine Properties	13	4	17	\$26,243,984
80	Seth Turner	Compass	10.5	28	38.5	\$26,196,438
81	Dianne Van Volkenburg	Long & Foster Real Estate	15.5	10	25.5	\$26,074,450
82	Loic Pritchett	TTR Sotheby's International Realty	12	18	30	\$25,661,638
83	Nathan Dart	RE/MAX Realty Services	40.5	18	58.5	\$25,651,100
84	Todd Vassar	Compass	8	21	29	\$25,594,979
85	Alyssa Crilley	Washington Fine Properties	13.5	8	21.5	\$25,588,450
86	Karen Close	Century 21 New Millennium	18.5	6	24.5	\$25,537,849
87	Marshall Carey	Redfin Corp	39	2	41	\$25,233,877
88	Joan Cromwell	McEneaney Associates	10	18	28	\$25,141,600
89	Raymond Gernhart	RE/MAX Allegiance	26	30	56	\$25,025,000
90	Steven Wydler	Wydler Brothers	11.5	8	19.5	\$24,940,700
91	Bradley Rozansky	Long & Foster Real Estate	22.5	5	27.5	\$24,768,600
92	Judy Cranford	Cranford & Associates	8	24	32	\$24,732,400
93	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	12.5	24	36.5	\$24,652,450
94	Robert Jenets	Stuart & Maury	14.5	8	22.5	\$24,381,100
95	Frederick Roth	Washington Fine Properties	7.5	7	14.5	\$24,291,100

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TOP 150 STANDINGS

Teams and Individuals Closed Date from Jan. 1 Through Aug. 31

Rank	Agent	Office	List #	Sell #	Total #	Total \$
96	Marsha Schuman	Washington Fine Properties	8.5	3	11.5	\$24,206,500
97	Jonathan Lahey	RE/MAX Fine Living	29	37	66	\$24,126,795
98	Thomas Paolini	Redfin Corp	9	26	35	\$23,844,258
99	Anne Weir	Washington Fine Properties	6.5	6	12.5	\$23,822,500
100	Louis Chauvin	Compass	3.5	9	12.5	\$23,802,750
101	Thomas Hennerty	NetRealtyNow.com	57	8	65	\$23,767,092
102	Elizabeth Brent	Keller Williams Capital Properties	37.5	2	39.5	\$23,737,459
103	Nelson Marban	Washington Fine Properties	10	7	17	\$23,732,649
104	Ronald Sitrin	Long & Foster Real Estate	19.5	10	29.5	\$23,603,000
105	Robert Sanders	TTR Sotheby's International Realty	25.5	7	32.5	\$23,566,148
106	Jonathan Taylor	TTR Sotheby's International Realty	5.5	6	11.5	\$23,529,938
107	Ronald Mangas	TTR Sothebys International Realty	5.5	7	12.5	\$23,430,000
108	Leslie Friedson	Long & Foster Real Estate	15.5	14	29.5	\$23,337,850
109	Susan Ellis	RE/MAX Realty Centre	27.5	14	41.5	\$23,051,909
110	Joshua Ross	RE/MAX Realty Services	16	14	30	\$23,031,100
111	Marjorie Dick Stuart	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	14	9	23	\$22,786,000
112	Mehrnaz Bazargan	Redfin Corp	42	2	44	\$22,741,649
113	Christine Rich	Long & Foster Real Estate	12	13	25	\$22,519,900
114	Elizabeth Lavette	Washington Fine Properties	7.5	5	12.5	\$22,494,250
115	Tina Cheung	RE/MAX Realty Centre	8	39	47	\$22,313,664

Rank	Agent	Office	List #	Sell #	Total #	Total \$
116	Lisa Sabelhaus	RE/MAX Town Center	35	18	53	\$22,044,919
117	Peggy Lyn Speicher	Long & Foster Real Estate	8	43	51	\$22,030,224
118	Delilah Dane	Redfin Corp	30.5	1	31.5	\$21,970,800
119	Norman Domingo	XRealty.NET	46	1	47	\$21,964,850
120	Heidi Hatfield	Washington Fine Properties	5	7	12	\$21,680,000
121	Jay Day	Real Estate Teams	35	12	47	\$21,595,587
122	Juan Umanzor	Long & Foster Real Estate	24	51	75	\$21,507,412
123	Debbie Cohen	Long & Foster Real Estate	11.5	12	23.5	\$21,500,363
124	Thomas Arehart	RE/MAX Allegiance	28	16	44	\$21,435,000
125	Kevin Gray	Compass	10.5	17	27.5	\$21,334,750
126	Creig Northrop	Long & Foster Real Estate	43	0	43	\$21,272,478
127	Charles Holzwarth	Washington Fine Properties	5.5	8	13.5	\$21,206,012
128	Hanna Wang	Prostage Realty	12.5	24	36.5	\$21,194,065
129	David Lloyd	Weichert, REALTORS®	10.5	12	22.5	\$21,043,968
130	Dean Yeonas	Yeonas & Shafran Real Estate	10.5	8	18.5	\$21,031,030
131	Avi Galanti	Compass	12	13	25	\$21,000,476
132	Xuri Wang	Hometown Elite Realty	3.5	16	19.5	\$20,998,713
133	Matthew Maury	Stuart & Maury, Inc.	16	7	23	\$20,959,294
134	Ross Vann	Compass	12.5	16	28.5	\$20,941,900
135	Eric Murtagh	Evers & Company Real Estate	13	1	14	\$20,940,260



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TOP 150 STANDINGS

Teams and Individuals Closed Date from Jan. 1 Through Aug. 31

Rank	Agent	Office	List #	Sell #	Total #	Total \$
136	Christine Garner	Weichert, REALTORS®	17	8	25	\$20,903,800
137	Nancy Itteilag	Washington Fine Properties	7.5	9	16.5	\$20,735,599
138	Vincent Hurteau	Continental Properties	12.5	15	27.5	\$20,665,500
139	Robert Ferguson	RE/MAX Allegiance	14.5	12	26.5	\$20,618,954
140	James Bell	TTR Sotheby's International Realty	5	3	8	\$20,599,000
141	Rong Ma	Libra Realty	4.5	25	29.5	\$20,576,500
142	Christie-Anne Weiss	TTR Sotheby's International Realty	5.5	6	11.5	\$20,569,500
143	Jennifer Myers	Dwell Residential Brokerage	14	18	32	\$20,532,052
144	Michael Moore	Compass	9	9	18	\$20,512,000
145	Kathleen King	Washington Fine Properties	9	8	17	\$20,460,000
146	Michael Schaeffer	Coldwell Banker Residential Brokerage	4.5	9	13.5	\$20,306,500
147	Bryan Kerrigan	Redfin Corp	43	0	43	\$20,279,340
148	Donna Kerr	Donna Kerr Group	35	1	36	\$19,975,500
149	Mynor Herrera	Keller Williams Capital Properties	23	24	47	\$19,961,100
150	Samuel Dweck	Evers & Company Real Estate	8	9	17	\$19,940,833

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
16	William Walker					
17	Anthony Kamblich					
18	Elizabeth Cavallaro					
19	Charles Taylor					
20	Wally Thompson					
21	Judy Goodson					
22	Leann Manning					
23						
24						
25						
26						
27						
28						
29	Jonathan Taylor					
30	Shirley E. Wilson					
31	Thomas Wilson	Long &				\$19,000
32	Heidi Hoffman	West				\$18,700,000
33	Lisa Savatone	RE/MAX Team	46.5		46.5	\$18,512,447
34	Brian Sanders	TTR Sotheby's International	5	20.5	25.5	\$18,028,483
35	Jennifer Wood	TTR Sotheby's International Realty	7	15	22	\$18,000,000
36	Karen Chen	Century 21 New Millennium	4	10	14	\$18,000,000
37	William King	Washington Fine Properties	9	15	24	\$18,000,000
38	David Lee	David Lee	27	14	41	\$18,000,000

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