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AUGUST 2018



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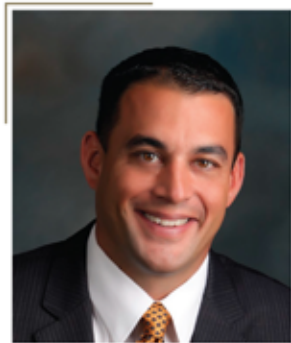


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If you are interested in contributing or nominating Realtors® for certain stories, please email the publisher at Kristin.Brindley@realproducersmag.com.

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Summer Fling 2018, held June 14, 2018, in Bethesda

Dear DC Metro REAL Producers,

Our Summer Fling was a great time, and we donated all proceeds to Habitat for Humanity. Check out the pictures of your friends and colleagues in the event section beginning on page 46! It is an honor to be part of creating space for this amazing community to connect, and form/strengthen relationships. Mark your calendar on Nov. 8 for our annual Mastermind!

A reminder of what we are and our mission:

We are a local, Realtor®-centric publication and platform covering lifestyle, growth, and development for the top producing Realtors® by providing exclusively curated content for what you, the best and brightest agents, demand.

Our mission is to inform and inspire industry professionals such as yourselves all over the D.C. Metro area. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top .05 percent of your industry.

Our podcasts have been inspiring, with great insights. Check them out on our Facebook page. If you aren't part of the

private group, get in there. Our partner spotlights have been informative and have great business insights.

Our Real Producers are wonderful people who do great work in real estate and in their communities. We are taking nominations for the rest of this year right now! Nominate your fellow Realtors® and yourself to be featured. You can nominate for a cover story, rising star, making a difference, and cool life story. I love hearing ideas from the community on other stories that are of interest to you and ideas you have — including on where you'd like to see events held. We are also adding a question section and calendar section next month! We post on Facebook and send the questions to this group from our email info@realproducersmag.com. We will publish stories and quick answers from our Real Producers!!

With gratitude,

Kristin Brindley

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Jim Bass

Real Estate Teams

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“I’m adamant about time blocking and am a master delegator. I have an operations mindset and prioritize my activities. It allows me to balance my personal life and be extremely productive in business.”



Liz Brent

Keller Williams Capital Properties

“Whether you are looking to donate items, donate funds, or donate time, Silver Spring Cares is a one-stop destination for information on the community’s needs and opportunities for service. It’s a great tool to learn more about the robust network of nonprofits in our area. By engaging

these diverse needs and resources of our neighbors, we can create a community in which all have the opportunity to thrive.”

“I’m not one for slogans, but ‘Just Do It’ is a phrase that fits me well. I’m a quick decision-maker. I make things happen, and everything that needs to happen should have happened yesterday. Patience is a virtue, but it’s not one of mine!”



John Coleman

RLAH Real Estate

Favorite quote: “Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent.

The slogan ‘Press On’ has solved and always will solve the problems of the human race.” —Calvin Coolidge



Claudia Cornejo

Fairfax Realty

“I fight for my clients so they can give stability to their families and build beautiful memories.”

“Seeing my kids grow into smart, respectful and loving kids as a single mom while building my business has been one of the most important

successes of my life.”



Collin Wheeler

123JUNK

“The effect I have on others is the most valuable currency I have. I strive to live a life so people present their best selves to me wherever I go. I know that if I’m grateful for what I have, I’ll end up having more. But if I concentrate on what I don’t have, I’ll never have enough.”

“When the job is complete, there is a tangible, measurable outcome, and the client always has a smile on their face. We give people their space back and allow them to live a more organized, clutter-free life.”



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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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Photos by Ryan Corvello Photography

Collin Wheeler & 123JUNK

When taking on new projects, most people know it is best to start with a clean slate, but for Collin Wheeler, owner and founder of 123JUNK, a clean slate is his end goal.

123JUNK is a full-service junk removal company that has grown to be the premier provider for the Washington, D.C., metro area, including Northern Virginia and Maryland. However, the company does more than merely clear out garages, basements, and attics and haul off truckloads of debris. Their commitment to social responsibility and the environment is what sets them apart. Their name is a nod to the three-step approach they use when getting rid of items: 1. Donate, 2. Recycle, 3. Dispose: 123JUNK.

“By virtue of being in the disposal business, it’s just a fact that we generate waste, which, unfortunately, contributes to the staggering amount of trash going into landfills each year. However, we feel we have an obligation to keep as much out of the landfill as possible. We do this by donating or recycling through a network of charities and recycling centers.”

This collaboration serves a higher purpose than simply getting rid of unwanted clutter. 123JUNK was the first company to emphasize repurposing items. Collin said many people might not realize just how much charitable organizations rely on donations to both fund their operations, as well as provide household furniture, goods, and other items to the underserved community.

“A large portion of what 123JUNK currently picks up from homeowners can be repurposed,” said Collin. He has partnered with more than a dozen local charitable organizations



to ensure items end up at the appropriate location, providing the most benefit to the end user. 123JUNK is familiar with the unique niche each charity fills and what they are willing to accept. Collin added that they also provide clients a tax-deductible receipt for items that make it to one of their charity partners.

In addition to items suitable for donation, 123JUNK comes across many things which can be recycled, such as broken or outdated electronics, unusable metal pieces, and other recyclable goods. These are typically items their charity partners have little to no interest in receiving. They have built up another network of third-party disposal options, which allows them to keep things like computers and televisions from going into the landfill.

Items that don’t qualify for the first two categories will inevitably make it to their final stop — the dump floor. “Let’s be honest, we can’t salvage everything. But even at this stage, we



Collin Wheeler and Kevin Wheeler accept the 2017 Bea Malone Small Business Award for 123JUNK at the Fairfax County Vendor Forum.

are able to divert a significant amount of trash over to Covanta Energy, where it is converted into usable energy through a combustion process,” Collin added.

Collin has tailored his business toward the real estate industry, even though many similar companies often cater to professions such as property managers, professional organizers, general contractors, and senior living communities.

“Real estate is our niche. We’re a referral business, and we know how important it is for an agent to put

...

their reputation on the line when steering clients in our direction. We appreciate the opportunity to exceed the clients’ expectations and make the Realtor® look good. It’s extremely rewarding when Realtors® give testimony about their clients’ positive experiences,” said Collin.

Collin points out that real estate and junk removal are not as different as some people may think. “Both industries are about providing a solution for a problem, marketing that solution through relationships and quality services, and providing an abundance of value to your clients,” he said.

Realtors® understand that an uncluttered and organized home will sell more quickly. When clients must face the daunting task of sifting through years of accumulation, it is reassuring to know that one phone call will make that process painless and worry-free. It is a welcomed sight when a bright red 123JUNK truck pulls into the driveway. “The only finger you have to lift is the one that points us to the junk!” Collin jokes.

Collin says he is proud to be in an industry that doesn’t have to convince clients they need their services by creating a perceived “pain point,” coercing them into making a buying decision. “In other words, people choose us because they truly need us. They have a problem that we’re eager to help them solve — not because we’ve tricked them into making that decision. They’re as happy for us to come out to their property as we are to provide our services to them. When the job is complete, there is a tangible, measurable outcome and the client always has a smile on their face. We give people their space back and allow them to live a more organized, clutter-free life,” he added.

To Collin, success is waking up in the morning looking forward to coming to work. He is proud of the conscientious, upbeat team he has assembled at 123JUNK who share his corporate values and never settle for average.

Collin says there are several quotes he has heard over the years and has adapted to form his mantra for daily living, one of which is ‘The effect you have on others is the most valuable currency there is’ (Jim Carrey). “I strive to live a life so people present their best selves to me wherever I go. I know that if I’m grateful for what I have, I’ll end up having more. But if I concentrate on what I don’t have, I’ll never have enough.”

And although Collin strives to leave a clean slate wherever he goes, the one thing he always manages to leave behind is a positive impression.



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"I find great satisfaction in guiding and teaching my clients about the loan process, closing successfully, creating a genuine relationship during the loan process. I pride myself on customer service, professionalism, and integrity. I want to create a customer for life." –Derek Harman



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-Sarah Yelton from Gainesville, VA

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"My husband and I spent years looking at buying a house but were always nervous about the financial part and never thought we were quite in the right place. We were fortunate enough to get in contact with Derek who effortlessly guided us through the process. If I had known that we could have gone through this process earlier, we definitely would have!"
-Meaghan Tuttle from Fort Washington, MD

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GET SEEN IN 2018

Growing Your Email List

By Christina Daves



I'm sure you've heard this a thousand times: "The money is in the list." Mark Zuckerberg could shut down Facebook tomorrow, and you would lose all of your followers, but if they are also on your email list, it wouldn't really matter. Your list is yours, and those people are all warm leads.

I've worked with thousands of real estate agents, and I still see on most websites a box that says "Sign up for my newsletter" or "Join my list." The days of people randomly giving away their email address are gone. People don't sign up for newsletters anymore unless it's something they are really interested in — fitness, cooking, gardening, etc. Not many people want a newsletter about a real estate agent. These are the cold, hard facts, but the good news is that if you provide something of value in exchange for that email address, people are more likely to give it to you.

Creating an opt-in/"freebie." (This is something of value that you are giving away to collect someone's name and email address.)

Step 1 — What's your offer? Right now, people aren't opting in much for eBooks, but they love checklists. Examples could be a list for first-time homebuyers, a checklist on how to stage a home before selling, a downsizing guide, or an estate sale checklist.

Step 2 — Create your offer. If you aren't good with graphics, check out www.Fiverr.com and find someone who can design it for you.

Step 3 — Get a custom domain. Make it easy for people you meet to get your free offer. Find a custom domain, such as www.free-giftfromname.com, www.namesstagingguide.com, www.what-tosell.com. You see how easy these are to remember, so when you are speaking with someone, on a podcast, on television, or quoted in an article, you can easily say this custom domain, and people will remember the name.

Step 4 — Create a custom landing page on your website that has just this offer. This is not on the homepage of your website. This is a separate page that has nothing but the invitation to receive your checklist. If you aren't technical, this is a common and inexpensive request for an IT person.

Check out my real estate offer to use as an example, and feel free to download the guide — www.GetPressToday.com. You'll see I used video on my landing page, which is very important now. If you read my earlier article on video, you'll remember that 80 percent of all content consumed in 2019 will be via video. People want to be comfortable with you and want reassurance that you aren't going to spam them but just give them good information. A video allows them to see and get to know who they might be working with.

Step 5 — Create an email funnel that gives them the document in email number one and continues to warm them up, and then leads them to a call with you.

That's it. It's really that simple to start growing your email list. Then, you put this out on social media and make sure it's on everything you have: your website, your social media headers, pinned posts, etc. Grow your list by offering something of value in exchange for someone's email address.

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Christina Daves is the founder of PR For Anyone®. She has trained thousands of real estate agents in gaining visibility by using traditional and social media together for maximum effectiveness. Agents she has worked with have appeared in national magazines, newspapers, radio, television and blogs. Book your free Business Strategy Session with her at www.ChatwithChristina.com, and learn more about her at www.ChristinaDaves.com.



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Liz Brent/Go Brent, Inc.

Connecting The Community With Silver Spring Cares



Heather Foley, Director of Silver Spring Cares (left), with founder Liz Brent

Liz Brent, Principal Broker of Go Brent, Inc., knows how to make connections. In her more than 20 years in business, Liz has built a dynamic real estate business and cultivated strong, long-term relationships with local contractors and community resources to serve her clients. She's a people connector and knew she could use these same skills to make a difference in her own community.

Liz founded Silver Spring Cares in 2017. It serves as a conduit for connecting donors and volunteers to charitable opportunities specific to their interests. The idea came to Liz after she saw how the community came together to help victims of the tragic explosion and fire which leveled an apartment complex in Silver Spring in 2016.

"I am constantly amazed at the generosity of people to rise up and support each other in times of need. This tragedy illustrated how powerful the generosity of Silver Spring residents could be," Liz says.

She created the Silver Spring Cares organization to provide access to creative and accessible ways for serving others in the Silver Spring community. The site lists charitable organizations, along with direct links to their websites, to make it easier for individuals who wish to donate, volunteer or serve. It also offers sound advice and tips for becoming involved. The "Donating with Dignity" and "Guide to Volunteering 101" are useful tools when making decisions about how best to give. The Kids Page lists fun and imaginative ways to engage children in volunteer work and spark a lifetime devotion to community service.

"Whether you are looking to donate items, donate funds, or donate time, Silver Spring Cares is a one-stop destination for information on the

community's needs and opportunities for service. It's a great tool to learn more about the robust network of non-profits in our area. By engaging these diverse needs and resources of our neighbors, we can create a community in which all have the opportunity to thrive," says Liz.

She says her role models are the everyday people who come to this country with nothing and ask for nothing except the opportunity to work extremely hard at jobs in which most Americans have no interest. It is often people in these positions who just need a reassuring hand up to get them back on their feet in difficult times.

Silver Spring Cares brings a wide array of unique charities to the forefront in order to address the needs of the diverse social, racial and economic landscape of the area. For example, the "Casseroles for a Cause" project provided more than 3,000 meals last year, and the "Little Drops" drive, which collects small donations of \$5 to create a larger collective donation to local non-profits, has raised more than \$4,000 since January.

For motivation, Liz takes the Nike approach to most challenges and doesn't waste much time before she jumps in and starts solving problems. "I'm not one for slogans, but 'Just Do It' is a phrase that

fits me well,” she says. “I’m a quick decision maker. I make things happen and everything that needs to happen should have happened yesterday. Patience is a virtue but it’s not one of mine!” she laughs.

Silver Spring Cares is an example of how Liz meets challenges head on with out-of-the-box and innovative solutions. She uses this approach in running her business, as well. From the start of her business, she has embraced cutting-edge marketing and technology. “There’s no off-the-shelf look for me. I’ve had my own website, domain and branding for 18 years. My website is custom, as are all of my marketing materials,” she says.

Liz adds that she has always had a long-term outlook for her business, and from day one has treated it as her own — separate from her broker. “I’ve always been willing to spend money, serious money, on my business. I’m meticulous in presentation and obsess over every aspect of the transaction down to the last detail.”

Liz hired her first assistant 20 years ago and by the time she opened her own brokerage, her team included a marketing manager, financial manager, transaction coordinator, runner, and an hourly showing and open house agent — all in her own office space. She also began staging 12 years ago and handles all of the coordination herself. She considers house prep the most important piece of marketing and now has enough furniture and decor in her inventory to stage at least ten homes at once. Go Brent also offers agents transaction coordination, marketing support, open-house scheduling, assistance with vacation coverage, and staging.

Liz believes in supporting the local community by hiring contractors who live or work close to Silver Spring and prefers to work with small business owners whenever possible. “My local support ‘family’ includes a plumber, two general contractors, a cleaner, window washer, mover, landscaper, hauler, and printer. My contractors are very loyal to me and to my clients, as my brokerage handles about 80 listings a year in about a six-mile radius,” she says. “We are an extremely tight group and very supportive of each other’s businesses.”

Liz is also proud that her three children enjoy giving their time to charities and community projects alongside her. “They are very supportive of my work in the community and are proud of me —



Heather Foley and Liz Brent

Photos by Howard Lansat Photography

which is a nice bonus for a mom! It gives me tremendous joy to be raising happy, healthy, independent kids who see the benefits of working hard and giving back to the community.”

Silver Spring Cares is a natural outgrowth of how Liz uses her talents to create meaningful connections. “Watching a community come together to serve each other is such a gift. And Silver Spring residents do it every day with grace and dignity. It is an honor to be able to help these busy families and individuals find even deeper and more meaningful ways to give back.”



For more information about Silver Spring Cares visit silverspringcares.org or contact Executive Director Heather Foley at heather@silverspringcares.org.



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JOHN COLEMAN



Jason Martin Group (from left: Jason Martin, John Coleman, Charles View, and Chelsey Pedley)



John and Julia Coleman

John Coleman grew up in Detroit, Michigan, and graduated from the University of Michigan with a degree in sports management and a minor in history. After graduating in 2007, he spent the summer in his hometown of Detroit, coaching a junior sailing team.

John moved to D.C. that fall and took a position with Corporate Executive Board (now Gartner), where he consulted C-suite level executives in best practices for human resources. From there, he accepted a position with the Washington Kastles, D.C.'s professional tennis team. He quickly moved to a leadership position, focusing on ticket sales, assisting with sponsorship opportunities for local companies and acting as the head liaison for season ticket holders.

At the end of 2014, John had the opportunity to partner with Jason Martin to help a mutual friend launch a media business. While working together, it became apparent to both of them that they shared many of the same

business philosophies. One evening, after grabbing a quick bite at Tippy's Tacos, Jason asked John if he'd ever thought about working in real estate. John was feeling uninspired at his current job and saw Jason's suggestion as an exciting opportunity to do something new and make a huge change in his life.

Encouraged by his fiancée (now wife), John decided to take the plunge into real estate. "Julia is my center. Without her support, I would have never taken the chance to try something so new and with so much risk attached. She continues to encourage me every day, which makes it so much easier to go out and really believe in what my team and I can accomplish," says John.

John's total sales volume for 2017 was \$26.4 million. Since he joined the Jason Martin Group, they have been a "Best of" in the Washingtonian every year. Over the past two years, John has served on the Agent Leadership Council for Keller Williams as a leader within the brokerage and has also been a top-producing buyer specialist. This month, John and the Jason Martin Group have made a move to RLAH Real Estate | Real Living at Home.

The game changer in John's business has been the consistent accountability he receives from his team to achieve more and more each year, and the feeling of being united in striving towards the same goals. "Everyone on the team is pointed in the same direction, aiming to improve in whatever we can for the betterment of the team," he says.

Looking to the future, John wants to build a buyer division within the Jason Martin Group to further enrich the lives of both his fellow agents and their clients. His financial goals are to give \$1 million to charity, ensure that his extended family and friends are always secure, and to invest in a start-up business around D.C.

John's favorite quote is by Calvin Coolidge, and it speaks to the value of perseverance: "Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. The slogan 'Press On' has solved and always will solve the problems of the human race."





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JIM BASS

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For dynamic real estate veteran Jim Bass, being a successful agent would mean nothing without his faith, family and commitment to strong core values. Jim has built the Jim Bass Group of Real Estate Teams, LLC, into an award-winning company by adhering to his fundamental principles of respecting others and prioritizing his work-life balance.



“Real estate is a vehicle which allows me to achieve my personal goals by achieving my professional goals,” says Jim. “I’m a grinder — I work hard and play harder. But in order to maintain a balanced life, I surround myself with talented people who constantly challenge me to be a better man.”

Jim’s career as an agent began 25 years ago, in 1993. In 2002, he co-launched Real Estate Teams in Frederick, Maryland, and brokered in Maryland, Pennsylvania, West Virginia, Virginia and Washington, D.C. Total career volume of his personal production team, Jim Bass Group, is just under \$1 billion, and last year’s total volume was just under \$69 million. He is also a commercial developer/partner of a 112,000 ft.² professional office building, Creekside Plaza. Jim and his team have sold more than 2,000 homes in his career.

Jim attributes a lot of his success to a never-ceasing desire to learn, and from day one has always treated his profession as a business. This includes meticulous record keeping, analyzing ROI and P&L reports — knowing exactly where his money comes from and where it goes. He is extremely disciplined, especially with time management. “I’m adamant about time blocking and am a master delegator. I have an operations mindset and prioritize my activities. It allows me to balance my personal life and be extremely productive in business.”

Not only is Jim constantly striving to enrich his own knowledge, he also encourages other agents through mentoring and coaching. He is a senior national real estate coach with The CORE Training, Inc., and a sought-after speaker.

Jim is generous with his advice for new agents. “After serving on the MLS board of directors for several years, I learned that the majority of new licensees fail to obtain their second-year renewal. The most difficult part is that you

...

“

I’m a grinder — I work hard and play harder. But in order to maintain a balanced life, I surround myself with talented people who constantly challenge me to be a better man.

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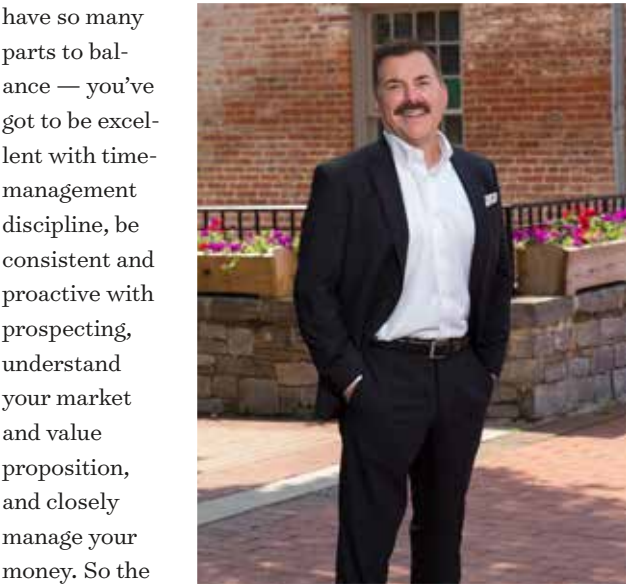


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have so many parts to balance — you’ve got to be excellent with time-management discipline, be consistent and proactive with prospecting, understand your market and value proposition, and closely manage your money. So the most important advice I can give to a new agent is to start out with a team. I truly believe the day of the individual agent is coming to an end.”

He emphasizes the importance of ensuring that the team has tenured members and a proper training program. He also suggests that even if new agents chose to go out on their own, then, at a minimum, they should hire a coach — a *real* coach — someone actually working in the business who can relate to real-time challenges versus a theory-based real estate coach.”

The foundation of Jim’s real estate philosophy is his personal motto: “When you treat people right, word gets around.” This is evident in the lifelong relationships he has cultivated with his clients over the years, which earn him continued referrals. “We help our clients achieve the American dream by not only meeting, but exceeding their expectations.”

Jim understands his team is an extension of how he is able to maintain this high standard. “Take great care of the team, and they will take great care of the client. We are specialists. We all have our individual team roles. Through teamwork, our agents are able to accomplish their own personal and professional goals while maintaining life balance, which is extremely rare in the real estate industry.”

“I have assembled one of the most tenured real estate teams in the nation — with many members ranging between 12 to 22 years with our team and my number one sales agent just began her 22nd year,” he says. He adds that the Jim Bass Group is currently looking for “A’ players” who are interested in earning an excellent income while enjoying a healthy life balance. “If those are your career goals, my team is the place for you to be successful. I have team members averaging at least \$100,000 annually, and one team member has been paid more than \$2 million with zero expense.” He says they also have systems in place for retiring agents, enabling them to keep their database alive and remain financially productive.



The Bass family (From left: Mariah, Christian, Brittany, Cheryl and Jim)

Jim’s philosophy of taking care of others carries over into the charitable organizations he and his team support. In 2017, the Jim Bass Group contributed to and participated in 33 charities, either monetarily or by donating time. They work the soup kitchen each quarter, distribute food with Mission of Mercy, and partnered with Frederick Action Agency for a cold-weather coat drive. They are also a corporate sponsor for the Fellowship of Christian Athletes and Anti-Bullying Campaign.

When asked if Jim has any tips for the top 500 agents, he offered, “As successful agents, they really don’t need tips from me. However, I will always remind my fellow real estate colleagues that even though we can always buy first place, we’re measured by the amount of positive experiences we create for our clients and team — and, most importantly, by not leaving our loved ones behind. I also think our industry has done a horrible job of educating the general public as to what we do. We use glamour photos, drive fancy cars, and talk about multimillion-dollar sales clubs, yet there are far too many real estate professionals who are leaving a trail of fractured relationships, divorce, and alienated children behind. Therefore, I would challenge our fellow top agents to win the game of life in those areas.”

Jim has been married to his high school sweetheart, Cheryl, for 31 years. They have three children, daughters Brittany (27, living and working in New York City), Mariah (23, living and working in California), and their son, Christian (12, enjoying all things lacrosse, basketball and scouting related). All three have benefitted from the love and support of both parents at all their academic and athletic endeavors, and, most importantly, at family mealtimes.

For Jim, balancing spiritual, family and business priorities is the ultimate definition of success.



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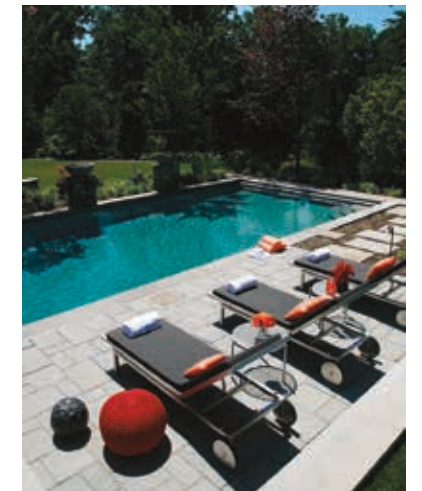


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Photos by Howard Lansat Photography

Claudia Cornejo learned the importance of home at a young age. Originally from Lima, Peru, Claudia was orphaned at 11, when her parents suddenly passed away.

A few years later, her childhood home had to be sold. “That’s one of the reasons why I fight for my clients,” says Claudia. “So they can give stability to their families and build beautiful memories.”

Forced into independence early, Claudia looked up to her aunts. Her Aunt Gloria taught her to be strong and that she could get anything she wanted through hard work, and her Aunts Lily and Juana taught her to love, help and care about others.



Patricia Lambert, Claudia Cornejo, and Shirley Connors



Claudia Cornejo with her sister, Shirley Connors

When Claudia’s sister, Shirley, moved to America, it pushed Claudia to move, as well. She had already graduated from college and she wanted to be close to Shirley. However, when she arrived, Claudia had to start from nothing.

After becoming a single mother, Claudia needed to find a job with a flexible schedule. She decided to become a Realtor® and graduated first in her real estate class without even speaking English. “I was a Realtor® for years, but when I became a citizen, I got the stability and solid foundation to start my team and grow my business,” says Claudia.

Claudia’s team, Claudia and Associates, is composed of her sister, Shirley Connors, and Patricia Lambert. *Northern Virginia Magazine* named them Top Real Estate Agents in 2017. Claudia is currently passionate about helping her community and first-time homebuyers achieve their real estate dreams. “We care very much for our clients. We put their interests first and make sure the sales process is as easy and smooth as possible,” says Claudia.

Out of all her successes, Claudia is most proud of her two children — Rebecca and Alejandro. “Seeing my kids grow into smart, respectful and loving kids as a single mom while building my business has been one of the most important successes of my life,” says Claudia. When Claudia is not working, she enjoys traveling with her family and learning about other cultures.

Despite the many challenges Claudia has had to face in her life, she has no regrets. She has been able to learn from every experience and truly believes that everything happens for a reason. “In the long term, you will understand why you went through some things in life, and it will always be for the better,” says Claudia.

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Borrower must have 5% own funds; maximum seller contribution not to exceed 3% on 95% LTV; 6% - below 90% LTV



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THE LINK BETWEEN MINDSET AND ACHIEVEMENT

THE RELATIONSHIP CHOICE OF CHAMPIONS (PART 3)



Our three-part series introduction to this Personal Development column was intentionally designed to inspire you to think bigger and take purpose-driven action to light the path on your journey of living to the fullest potential, both professionally and personally. The final key that unlocks the link between mindset and achievement is also the deal-closer as it relates to securing your success: **Accountability**.

My favorite definition of success is: Success is 10 percent clarity of the goal, 10 percent specificity of action plan, and 80 percent accountability. This definition reveals both a recipe to follow, showing the ingredients required for success, and a formula that relays the significance of the main ingredient, accountability. World-renowned speaker, trainer, and expert on human potential, Bob Proctor, describes accountability as “the glue that ties commitment to the result.”

When you are willing to be held accountable to doing everything you can to accomplish your goals, you will find yourself with relationships that force you to break through to the next level of achievement. It is imperative to define what successful account-

ability relationships look like, as well as recognize the opportunity for accountability in all areas of life, not just in business.

Accountability can come in an individual format with a coach or mentor, or in a group format by way of a mastermind tribe of peers who coordinate knowledge and efforts in the spirit of harmony toward a defined purpose. Which one, or both, may be missing now in a specific area of life that could help break through current achievement ceilings?

Proper accountability forces you to be conscious of your decisions and prompt you to follow through. The most effective measures of accountability create changes in behavior and support you to stay

loyal to what you said you were going to do long after the mood that you said it in has left you. Without accountability, your journey of living life to the fullest potential will be dim and ultimately fall short the moment you encounter any difficulties or challenges.

The relationship choice of champions, accountability, allows the development of a habit to be formed where there is a recurring cycle of accounting for past performance and planning strategies to execute to move forward toward stated goals. I know, confidently, that as a top-producing Realtor® in the D.C. metro area, you are aware of what’s needed to experience extraordinary

levels of success in business. What about in other gardens of life, such as personal finances, family, or health and wellness?

There is a proverb which declares, “If you want to go fast, go alone. If you want to go far, go with others.” I encourage you to explore and implement relationships in all areas of your life, not just business, that support you in staying true to the actions necessary to be the best version of yourself, encourage you throughout the process en route to your goals, and challenge you to never give up on reaching your full potential.



Jayson Stone is the founder of YOUNiversity, an educational movement to inspire consciousness in personal development. He is a graduate of the University of Maryland College Park. Professionally, Jayson is most excited about rallying people to a better future. Frequently recognized as a “Quote Machine,” one of Jayson’s favorite quotes is from James Allen “As a man thinketh, so he is. As he continues to think, so he remains.”

0123

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We would like to sincerely thank you all for coming out to the beautiful, contemporary property in Bethesda. Thank you, Lindsay Clark, of Wydler Brothers Real Estate, for this amazing property!

We had over 150 people in attendance; the food was awesome (thank you, Kia's Catering!), the networking exceptional, and U.S. Casino Rentals made our event entertaining and exciting!

Shout out to Habitat for Humanity, a charity close to our hearts and the beneficiary of our silent auction. A big thank you to our phenomenal partners: Wade Vander Molen of Stewart

Title, Donofrio and Associates Inspections, and Strategic Gifting. We could not have done it without your support.

A special thank you to our leadership team — Dan Cumberland Jr., thanks for the wonderful house music, and we truly appreciate Yasmin Hamandi and Adele Branthover, who helped us with registration.

For more information regarding DC Metro Real Producers events, email us at events@dcmetrorealproducers.com — and don't forget to like and join us on Facebook!

Kia's Touch Catering: (301) 249-7891



Nancy Itteilag and Kristin Brindley



Keith James and Kristin Brindley



Kristin Brindley and Luis Cardenas



Kristin Brindley and Rocky Bowers



Keith James, Kristin Brindley and Jayson Stone



Kristin Brindley and Dana Scanlon



DC Metro Real Producers' Hall of Fame



Kristin Brindley, Snezhana Conway and Viacheslav (Slava) Mordehaev



John Young, Jeff Lim-Sharpe and Scott Story



Hans Wydler and Kristin Brindley



Allison Carle, Jenna Haley, Donna Kerr, Mia Payne, Melissa Hill and Susan Kirn



Buffy Foster and Karen Briscoe



Ronni Harris, Elaine Koch, Derek Harman and Hans Wydler



Adele Branthover and Allison Carle



Chris Leary, Scott Ruprecht and Tina Del Casale



Dan Cumberland Jr. and Bobby Cockerille



Yasmin Hamandi and Chanin Wisler



Donna Seeker, PJ Moore and Kyle Richards



U.S. Casino Rentals



Bobby Cockerille, Rose Buckley and Tim Shelton



Dan Cumberland Jr. and Donna Kerr



Drew Richards, John Young and Jeff Lim-Sharpe



John Coleman, Ryan Butler, Sam Joyce, Sonia Manah, Aaron Browning, Jeff Mosely



Dan Diest and Melissa Hill



Heather Dire and Angela Clemons



Lindsay Clark, CJ Rader, Allison Carle and Christina Miller



Todd Greenbaum and friend networking



Liz Brent and Kristin Brindley



Lexy Krause and Michelle Hopkin



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Kristin Brindley and Joan Reimann



Leslie Freidman and James Parascand



Lynda Rothschild and Eva Robinson



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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018–June 30, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	24.5	17	41.5	\$92,632,500
2	David Getson	Compass	16.5	77	93.5	\$64,072,663
3	John Kirk	Tower Hill Realty	137	2	139	\$63,165,176
4	Wendy Banner	Long & Foster Real Estate	27	21	48	\$56,591,560
5	James Coley	Long & Foster Real Estate, Inc	27	20	47	\$55,338,425
6	Michael Rankin	TTR Sotheby's International Realty	13.5	8	21.5	\$49,592,995
7	Nurit Coombe	RE/MAX Elite Services	20.5	33	53.5	\$47,726,378
8	Jennifer Smira	Compass	30.5	31	61.5	\$45,256,219
9	Jay Day	Real Estate Teams, LLC	84	29	113	\$44,963,857
10	Alejandro Luis Martinez	RE/MAX Elite Services	41.5	86	127.5	\$43,082,950
11	Tyler Jeffrey	Washington Fine Properties	7	38	45	\$37,570,874
12	Marc Fleisher	TTR Sotheby's International Realty	13	6	19	\$37,493,055
13	Christine Reeder	Long & Foster Real Estate	60	48	108	\$36,185,631
14	Barak Sky	Long & Foster Real Estate	21.5	28	49.5	\$33,797,100
15	Russell Firestone	TTR Sotheby's International Realty	8	10	18	\$33,470,900
16	Nathan Guggenheim	Washington Fine Properties	14.5	22	36.5	\$32,993,700
17	Dana Rice	Compass	15.5	14	29.5	\$31,717,836
18	Michelle Yu	RE/MAX Town Center	29	16	45	\$31,536,599
19	Eric Stewart	Long & Foster Real Estate	34	9	43	\$30,029,400
20	Melinda Estridge	Long & Foster Real Estate	14	21	35	\$29,961,811
21	Nathan Dart	RE/MAX Realty Services	35	27	62	\$29,792,268
22	Jane Fairweather	Coldwell Banker Residential Brokerage	26	9	35	\$29,333,900
23	Kimberly Cestari	Long & Foster Real Estate	21	9	30	\$29,112,820
24	James Bass	Real Estate Teams	43	38	81	\$28,006,819
25	Trent Heminger	Compass	36.5	6	42.5	\$27,844,300
26	Antonia Ketabchi	Redfin Corp	4	33	37	\$27,640,200
27	Christopher Ritzert	TTR Sotheby's International Realty	3	2	5	\$27,292,500
28	Lauren Davis	Washington Fine Properties	11	9	20	\$26,499,400
29	Roby Thompson	Long & Foster Real Estate	14	12	26	\$26,262,900
30	Marjorie Halem	Long & Foster Real Estate	15.5	9	24.5	\$26,258,900
31	Hans Wydler	Wydler Brothers Real Estate	17	2	19	\$26,003,138
32	Bradley Rozansky	Long & Foster Real Estate	23.5	8	31.5	\$25,718,650
33	Daryl Judy	Washington Fine Properties ,LLC	8	7	15	\$24,688,795
34	Louis Chauvin	Compass	4.5	5	9.5	\$24,337,050

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018–June 30, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
35	Anne Killeen	Washington Fine Properties	20	4	24	\$24,271,000
36	Robert Hryniewicki	Washington Fine Properties	7.5	5	12.5	\$23,643,000
37	Tamara Kucik	Tower Hill Realty	24.5	17	41.5	\$23,292,050
38	James C. Peva	Washington Fine Properties	5	4	9	\$22,905,000
39	Alex Edwards	Urban Pace, a Long & Foster Company	24.5	2	26.5	\$22,790,250
40	Margaret Babbington	Compass	10.5	25	35.5	\$22,706,302
41	Erich Cabe	Compass	14.5	17	31.5	\$22,613,150
42	Jeremy Lichtenstein	RE/MAX Realty Services	11	4	15	\$22,468,700
43	Michael Brennan	TTR Sotheby's International Realty	15	7	22	\$22,196,000
44	Carolyn Sappenfield	RE/MAX Realty Services	12.5	6	18.5	\$22,193,500
45	Mehrnaz Bazargan	Redfin Corp	36	2	38	\$22,178,499
46	Margot Wilson	Washington Fine Properties	5.5	6	11.5	\$22,132,500
47	Elaine Koch	Long & Foster Real Estate	22.5	12	34.5	\$21,523,575
48	Sheena Saydam	Keller Williams Capital Properties	13	29	42	\$21,419,534
49	Kira Epstein Begal	Washington Fine Properties	12	11	23	\$21,342,115
50	Joshua Ross	RE/MAX Realty Services	6	16	22	\$21,290,331
51	Michael Lederman	Keller Williams Capital Properties	33	0	33	\$20,793,408
52	Avi Galanti	Compass	8.5	10	18.5	\$20,651,300
53	Cheryl Leahy	Long & Foster Real Estate	13.5	5	18.5	\$20,527,425
54	Dana Scanlon	Keller Williams Capital Properties	9	18	27	\$20,364,056
55	Frederick Roth	Washington Fine Properties	6.5	5	11.5	\$20,077,000
56	Judy Cranford	Cranford & Associates	8	11	19	\$19,904,023
57	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	9.5	18	27.5	\$19,732,497
58	Chelsea Traylor	Redfin Corp	33	1	34	\$19,501,800
59	Thomas Reishman	Compass	15	1	16	\$19,373,900
60	Lisa Sabelhaus	RE/MAX Town Center	26	22	48	\$19,333,690
61	Carlos Garcia	Keller Williams Capital Properties	15.5	10	25.5	\$19,021,650
62	Robert Sanders	TTR Sotheby's International Realty	17.5	6	23.5	\$19,008,229
63	James Brown	Turning Point Real Estate	18	15	33	\$18,200,099
64	Tim Barley	RE/MAX Allegiance	8.5	15	23.5	\$18,094,402
65	Robert Crawford	Washington Fine Properties	12.5	4	16.5	\$18,041,328
66	Marshall Carey	Redfin Corp	25	4	29	\$17,993,999
67	Elizabeth D'Angio	Washington Fine Properties	6	6	12	\$17,965,000
68	Jason Townsend	Keller Williams Capital Properties	8	14	22	\$17,561,250
69	Thomas Paolini	Redfin Corp	7	18	25	\$17,516,077
70	Victor Llewellyn	Long & Foster Real Estate	14.5	21	35.5	\$17,359,963
71	Elysia Casaday	Compass	9.5	11	20.5	\$17,338,650

Rank	Agent	Office	List #	Sell #	Total #	Total \$
72	Michael Aubrey	Long & Foster Real Estate	18	8	26	\$17,299,390
73	Juan Umanzor	Long & Foster Real Estate	21	36	57	\$17,181,800
74	Kara Sheehan	Washington Fine Properties	5	4	9	\$16,851,500
75	Brent Jackson	TTR Sotheby's International Realty	18	3	21	\$16,715,102
76	Susan Van Nostrand	Long & Foster Real Estate	7	6	13	\$16,658,033
77	Kate Hanley	Urban Pace, a Long & Foster Company	27	3	30	\$16,569,250
78	Corey Burr	TTR Sotheby's International Realty	9	8	17	\$16,554,000
79	Meredith Margolis	Compass	3	11	14	\$16,522,824
80	Carmen Fontecilla	Compass	21.5	15	36.5	\$16,485,403
81	Andrew Riguzzi	Compass	7.5	9	16.5	\$16,432,350
82	Jonathan Lahey	RE/MAX Fine Living	19	25	44	\$16,420,500
83	Cynthia Howar	Washington Fine Properties	5	5	10	\$16,391,000
84	Margaret Percesepe	Washington Fine Properties	8	9	17	\$16,389,000
85	Kimberly Casey	Washington Fine Properties	8	4	12	\$16,384,507
86	Joel Nelson	Keller Williams Capital Properties	12	9	21	\$16,301,900
87	James (Kevin) Grolig	RE/MAX Fine Living	21.5	10	31.5	\$16,204,650
88	Thomas Buerger	Compass	10	14	24	\$16,090,502

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
89	Karen Rollings	Berkshire Hathaway HomeServices PenFed Realty	30.5	5	35.5	\$16,080,000
90	Anslie Stokes Milligan	McEneaney Associates, Inc.	9.5	15	24.5	\$15,997,249
91	Jeffrey Wilson	TTR Sotheby's International Realty	6	6	12	\$15,995,750
92	Lisa Stransky Brown	Washington Fine Properties	8.5	7	15.5	\$15,734,503
93	Norman Domingo	XRealty.NET	25	2	27	\$15,723,349
94	Nancy Itteilag	Washington Fine Properties	7.5	4	11.5	\$15,597,000
95	Eileen McGrath	Washington Fine Properties	2.5	3	5.5	\$15,555,000
96	Thomas Hennerty	NetRealtyNow.com	51	0	51	\$15,473,492
97	Leslie Friedson	Compass	11	8	19	\$15,462,518
98	Mark McFadden	Washington Fine Properties	1.5	3	4.5	\$15,318,000
99	Eric Murtagh	Evers & Co. Real Estate, A Long & Foster Company	8	2	10	\$15,090,107
100	Barbara Ciment	Long & Foster Real Estate	15	17	32	\$15,014,200
101	Mandy Kaur	Redfin Corp	27	4	31	\$14,991,541
102	Edward Carp	Continental Properties	2	20	22	\$14,838,200
103	Gregory Gaddy	TTR Sotheby's International Realty	4.5	2	6.5	\$14,803,650
104	Brad House	Compass	3	2	5	\$14,761,400
105	Thomas Faison	RE/MAX Allegiance	15.5	3	18.5	\$14,755,902

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
106	D'Ann Lanning	Compass	21.5	1	22.5	\$14,733,900
107	Eva Davis	Compass	4	12	16	\$14,729,267
108	Leslie White	Redfin Corp	0	20	20	\$14,699,900
109	Douglas Gardiner	Long & Foster Real Estate	25	17	42	\$14,653,758
110	Elizabeth Brent	GO BRENT, INC.	22	0	22	\$14,580,500
111	Sharif Ibrahim	Keller Williams Capital Properties	1	24	25	\$14,574,050
112	Timothy Brooks	Keller Williams Realty Centre	28	13	41	\$14,422,848
113	Tammy Thomas	Go Brent	5.5	17	22.5	\$14,276,133
114	Casey Aboulafia	Compass	3.5	13	16.5	\$14,162,171
115	Sebastien Courret	Compass	6	16	22	\$14,078,999
116	Ellen Morrell	Washington Fine Properties	3	3	6	\$14,062,500
117	Robert Carter	Century 21 Redwood Realty	6.5	12	18.5	\$14,058,750
118	Xuri Wang	Hometown Elite Realty	6	9	15	\$13,953,400
119	Ryan Tyndall	Evers & Co. Real Estate, A Long & Foster Company	3	8	11	\$13,918,500
120	Damian Buckley	Long & Foster Real Estate	4	13	17	\$13,901,400
121	Katherine Buckley	TTR Sotheby's International Realty	6	6	12	\$13,851,323
122	Loic Pritchett	TTR Sotheby's International Realty	4	9	13	\$13,831,250
123	Elizabeth Lavette	Washington Fine Properties	2	5	7	\$13,669,000
124	James Kastner	Real Living At Home	14.5	7	21.5	\$13,593,000
125	Eric Steinhoff	EXP Realty, LLC	21	8	29	\$13,552,300
126	Ruby Styslinger	Redfin Corp	0	18	18	\$13,531,055
127	Charles Dudley	RE/MAX Realty Services	7	9	16	\$13,498,500
128	Kevin Gray	Compass	8.5	11	19.5	\$13,452,350
129	Barbara Nalls	TTR Sotheby's International Realty	12.5	4	16.5	\$13,450,100
130	Jennifer Myers	Dwell Residential, A Real Living at Home Company	12	9	21	\$13,387,749
131	Lisa Giuliani	RE/MAX Results	16	10	26	\$13,371,315
132	Lee Murphy	Washington Fine Properties	2	9	11	\$13,328,900
133	Marsha Schuman	Washington Fine Properties	8	3	11	\$13,262,500
134	Maxwell Rabin	TTR Sotheby's International Realty	9	6	15	\$13,226,600
135	Seth Turner	Compass	8	10	18	\$13,015,400
136	Daniel Heider	TTR Sotheby's International Realty	2.5	8	10.5	\$13,013,959
137	Jill Coleman	RE/MAX Realty Centre	22	13	35	\$12,971,600
138	Koki Adasi	Compass	18	7	25	\$12,957,149
139	Michael Rose	Rory S. Coakley Realty	4	10	14	\$12,909,000
140	Daniel Register	RE/MAX 2000	31	10	41	\$12,875,964
141	Daniel Metcalf	Long & Foster Real Estate	18.5	2	20.5	\$12,853,475
142	David DeSantis	TTR Sotheby's International Realty	6	7	13	\$12,825,450

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018–June 30, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
143	Claudia Donovan	Compass	6.5	6	12.5	\$12,784,888
144	Kornelia Stuphan	Long & Foster Real Estate	6	5	11	\$12,759,000
145	Joseph Himali	TTR Sotheby's International Realty	7	11	18	\$12,621,750
146	Judith Seiden	Berkshire Hathaway HomeServices PenFed Realty	6	6	12	\$12,619,020
147	Stephen Carpenter-Israel	Buyers Edge Co.	0	10	10	\$12,559,100
148	Vincent Hurteau	Continental Properties	6	6	12	\$12,497,861
149	Leyla Phelan	Coldwell Banker Residential Brokerage	6	7	13	\$12,446,000
150	Adam Rackliffe	Washington Fine Properties	5	3	8	\$12,388,749
151	Patricia Mills	RE/MAX Achievers	32	12	44	\$12,373,662
152	Cara Pearlman	Compass	14.5	6	20.5	\$12,347,934
153	Justin Kitsch	TTR Sotheby's International Realty	6	7	13	\$12,342,500
154	Delilah Dane	Redfin Corp	22	0	22	\$12,329,930
155	James Roy	Luxmanor Real Estate	18.5	6	24.5	\$12,315,822
156	Joseph Mascio	Redfin Corp	21	2	23	\$12,295,539
157	Keene Taylor	Compass	8	3	11	\$12,216,000
158	Matthew McCormick	TTR Sotheby's International Realty	2.5	3	5.5	\$12,132,000
159	Jean Bourne-Pirovic	Long & Foster Real Estate	17.5	9	26.5	\$12,094,700
160	David Bediz	Keller Williams Capital Properties	11	5	16	\$12,028,388
161	Joan Cromwell	McEneaney Associates	10	10	20	\$12,008,000
162	Marjorie Dick Stuart	Long & Foster Real Estate	7	3	10	\$11,998,799

Rank	Agent	Office	List #	Sell #	Total #	Total \$
163	Samer Kuraishi	The ONE Street Company	6	11	17	\$11,957,500
164	John Monen	Redfin Corp	27	0	27	\$11,924,350
165	Daniel Hynes	Compass	7.5	3	10.5	\$11,858,350
166	Meredith Fogle	Old Line Properties	15.5	4	19.5	\$11,783,550
167	Anne Weir	Washington Fine Properties	2.5	1	3.5	\$11,740,000
168	Chukwuemeka Mokwunye	Redfin Corp	0.5	20	20.5	\$11,726,690
169	Peter Grimm	Berkshire Hathaway HomeServices PenFed Realty	4.5	8	12.5	\$11,715,250
170	Itamar Simhony	RE/MAX Elite Services	12.5	3	15.5	\$11,712,350
171	John Barry	Keller Williams Capital Properties	7	6	13	\$11,682,900
172	Russell Chandler	Redfin Corp	29	0	29	\$11,664,199
173	Joanne Pinover	Washington Fine Properties	1.5	3	4.5	\$11,644,500
174	Noble Davis	RE/MAX Supreme	3	2	5	\$11,599,000
175	Ronald Sitrin	Long & Foster Real Estate	15	4	19	\$11,582,750
176	Alexander Heitkemper	Long & Foster Real Estate	12	15	27	\$11,576,850
177	Anne-Marie Finnell	TTR Sotheby's International Realty	5	3	8	\$11,568,500
178	Robert Spicer	Spicer Real Estate	7.5	6	13.5	\$11,435,500
179	David Thomas	Keller Williams Capital Properties	8	8	16	\$11,306,745

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018–June 30, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
180	Christie-Anne Weiss	TTR Sotheby's International Realty	3	0	3	\$11,292,500
181	Lucy Fraser	Redfin Corp	8.5	11	19.5	\$11,221,249
182	Mynor Herrera	Keller Williams Capital Properties	11	10	21	\$11,214,250
183	Jessica Evans	RLAH Real Estate	5	11	16	\$11,204,500
184	Pamela Wye	Compass	6.5	7	13.5	\$11,167,415
185	John Lesniewski	RE/MAX United Real Estate	26	6	32	\$11,123,995
186	Traudel Lange	Washington Fine Properties	7	2	9	\$11,067,500
187	Andres Serafini	RLAH Real Estate	10.5	4	14.5	\$11,067,008
188	Jennifer Chow	Long & Foster Real Estate	7.5	2	9.5	\$11,029,900
189	Lee Arrowood	TTR Sotheby's International Realty	2.5	2	4.5	\$10,995,000
190	Sarah Howard	Washington Fine Properties	3	6	9	\$10,982,000
191	Mary Ehrgood	Washington Fine Properties	4	2	6	\$10,956,500
192	Anthony Mason	Keller Williams Preferred Properties	14	11	25	\$10,904,244
193	Alecia Scott	Long & Foster Real Estate	12	16	28	\$10,877,400
194	Kimberly Gibson	Washington Fine Properties	2	4	6	\$10,842,500
195	Julie Roberts	Long & Foster Real Estate	4	4	8	\$10,838,999
196	Jennifer Knoll	TTR Sotheby's International Realty	5	4	9	\$10,838,651
197	Michael Gailey	Compass	3	16	19	\$10,838,000
198	Lalita Dunn	Redfin Corp	0	19	19	\$10,834,500
199	Alana Aschenbach	Wydler Brothers	3.5	6	9.5	\$10,803,500
200	Stacy Allwein	Century 21 Redwood Realty	19.5	12	31.5	\$10,770,640
201	Bryan Kerrigan	Redfin Corp	23	0	23	\$10,658,600
202	Christopher Polhemus	Long & Foster Real Estate	5	5	10	\$10,640,500
203	Robert Kerxton	RE/MAX Realty Centre	11	8	19	\$10,600,000
204	Richard Prigal	RE/MAX Realty Group	14	8	22	\$10,514,125
205	Todd Vassar	Compass	7	7	14	\$10,491,000
206	Delia McCormick	Washington Fine Properties	9	3	12	\$10,483,006
207	Rebecca Love	Redfin Corp	0	17	17	\$10,474,400
208	Charles Jamison	Charles H. Jamison	6.5	3	9.5	\$10,407,795
209	Laura McCaffrey	Evers & Co. Real Estate, A Long & Foster Company	6	3	9	\$10,407,000
210	Rory Obletz	Redfin Corp	0	18	18	\$10,344,200
211	Donna Kerr	Donna Kerr Group	15.5	2	17.5	\$10,330,250
212	Kymber Lovett-Menkiti	Keller Williams Capital Properties	12.5	2	14.5	\$10,302,675
213	Matthew Zanolli	Compass	4	10	14	\$10,282,099
214	Troyce Gatewood	RE/MAX Plus	11	13	24	\$10,277,640
215	Carline Moraes	Independent Realty	14.5	1	15.5	\$10,266,500
216	Amanda Lasko	Redfin Corp	14	5	19	\$10,251,980

Rank	Agent	Office	List #	Sell #	Total #	Total \$
217	Kathleen King	Washington Fine Properties	6.5	4	10.5	\$10,227,300
218	Katie Nicholson	RE/MAX Results	16	8	24	\$10,213,272
219	Corey Lancaster	EXIT Right Realty	17	13	30	\$10,195,980
220	Brian O Hora	Keller Williams Capital Properties	0	12	12	\$10,168,500
221	Amy Levin	Long & Foster Real Estate	3	9	12	\$10,127,000
222	Douglas Wood	RE/MAX Realty Services	5	2	7	\$10,120,000
223	Michael Muren	Long & Foster Real Estate	26	4	30	\$10,092,002
224	Lori Leasure	Washington Fine Properties	1	7	8	\$10,056,750
225	Maria Kolick	RE/MAX Realty Centre	13	11	24	\$10,039,300
226	Dennis Horner	Coldwell Banker Residential Brokerage	8	5	13	\$10,026,900
227	Marco Stilli	TTR Sotheby's International Realty	2.5	10	12.5	\$9,967,750
228	Todd Bissey	Compass	3.5	6	9.5	\$9,966,802
229	Marin Hagen	Coldwell Banker Residential Brokerage	4	4	8	\$9,965,000
230	Andrew Essreg	RLAH Real Estate	7	12	19	\$9,948,102
231	Debra Singleton	DC Living Real Estate	2.5	6	8.5	\$9,907,500
232	Robert Myers	RE/MAX Realty Services	11.5	10	21.5	\$9,902,500
233	Ellie Shorb	Compass	3	4	7	\$9,830,000

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018–June 30, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
234	Tina Cheung	RE/MAX Realty Centre	4	23	27	\$9,820,900
235	Joseph Poduslo	TTR Sotheby's International Realty	7.5	4	11.5	\$9,787,800
236	Matthew Modesitt	Redfin Corp	5	15	20	\$9,765,745
237	Cheryl Kurss	Compass	3.5	6	9.5	\$9,753,499
238	Louis Cardenas	TTR Sotheby's International Realty	4	4	8	\$9,701,850
239	Kathryn Schwartz	Wydler Brothers	5	2	7	\$9,700,000
240	Katri Hunter	Compass	4	12	16	\$9,695,300
241	H. Joe Faraji	Long & Foster Real Estate	3.5	5	8.5	\$9,688,276
242	Kenneth Grant	RE/MAX Plus	4	20	24	\$9,661,201
243	Robert Jenets	Stuart & Maury	7	4	11	\$9,653,000
244	Jeff Lockard	TTR Sotheby's International Realty	8	1	9	\$9,634,050
245	Sylvia Bergstrom	Coldwell Banker Residential Brokerage	3	3	6	\$9,619,500
246	Christopher Chambers	The ONE Street Company	8	14	22	\$9,582,570
247	Elizabeth Hitt	RE/MAX Town Center	10	8	18	\$9,581,200
248	Kirsten Williams	TTR Sotheby's International Realty	3.5	7	10.5	\$9,562,590
249	Monica Boyd	Coldwell Banker Residential Brokerage	2	4	6	\$9,536,000
250	Lawrence Lessin	Save 6, Incorporated	25	0	25	\$9,532,200

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Rank

Agent

Office

List #

Sell #

Total #

Total \$

76

William Walker

RE/MAX Realty Centre

4

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27

\$9,820,900

77

Joseph Poduslo

TTR Sotheby's International Realty

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Matthew Modesitt

Redfin Corp

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Cheryl Kurss

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Louis Cardenas

TTR Sotheby's International Realty

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Kathryn Schwartz

Wydler Brothers

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Katri Hunter

Compass

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H. Joe Faraji

Long & Foster Real Estate

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\$9,688,276

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Kenneth Grant

RE/MAX Plus

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Robert Jenets

Stuart & Maury

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\$9,653,000

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Jeff Lockard

TTR Sotheby's International Realty

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Sylvia Bergstrom

Coldwell Banker Residential Brokerage

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Christopher Chambers

The ONE Street Company

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Elizabeth Hitt

RE/MAX Town Center

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Kirsten Williams

TTR Sotheby's International Realty

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Monica Boyd

Coldwell Banker Residential Brokerage

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Lawrence Lessin

Save 6, Incorporated

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\$9,532,200

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