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TOM FRANCIS

In The Business Of Serving

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100
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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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MEET THE REAL PRODUCERS NOVA TEAM



Kristin Brindley
Publisher
Kristin.Brindley@RealProducersMag.com
(313) 971-8312



Ellen Buchanan
Editor



Mark Celeste
Publishing Assistant



Angela Clemons
Events Manager



Chris Menezes
Staff Writer



Karla Bowling
Staff Writer



Howard Lansat
Photographer



Ryan Corvello
Photographer



Bobby Cockerille
Videographer



Barry Katz
Videographer



FAQ

About This Magazine

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in the Northern Virginia (NOVA) area. We pulled 2017 MLS numbers (by volume) in the NOVA area and cut off the list at number 500, and the distribution was born. Based on 2017's numbers, the minimum production level for our group is \$15 million. The list will reset at the end of 2018 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 for 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. 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 and email the data to us, and we submit. We do not manipulate the data.

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!), affiliates, brokers, and 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@novarealproducers.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, are an exceptional leader, have the best customer service, or 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!

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

A: If you are interested in writing an article to give back to the *NOVA Real Producers* community, please send me an email 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 this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only of the best Realtors® in the area but the best affiliates, as well, so we can all grow stronger together.

Q: HOW CAN I REFER A PREFERRED PARTNER?

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



The Value Of Six Months

Dear Real Producers,

We're pleased to bring you the third issue of *NOVA Real Producers*. I can't believe it's been over six months since we started this journey to create a platform connecting the top 1 percent of agents in the area, and build a strong and unique, top-producers real estate community.

Six months ago, we had no product, no sponsors, no events planned, and no social media presence ... but we had a mission! We had a burning desire to not only create this platform, but also to build it into something significant in the lives of our agents, sponsors, and brokers. Fast forward six months, and we have over 25 sponsor partners, three issues already in print, and just had our big launch party (pictures next issue!!). I want to thank our partners for helping to put on such a great event. Thank you to everyone who attended.

One of my mentors told me, "When you light yourself on fire, people will come to watch you burn."

For the last six months, my team and I have been on fire — vetting dozens of vendors weekly, meeting with brokers, interviewing agents, coordinating photo shoots, planning parties, and designing this publication. We're excited that you're along for the ride and can't wait to see where the next six months take us.

When you look at the next six months, here are three questions to ask yourself: 1. Where would you be six months from now if you KNEW you could not fail? 2. What would your goals be? 3. What level of activity would you have? Oftentimes, we overestimate what we can do in a year but significantly underestimate what can be accomplished in six months. Remember this: "Work expands to the time we allocate to it."

Check out our Special Events on page 12!! Our launch party was July 25, and our first annual Mastermind will be November 9th.

Like the publication, our podcasts and Facebook Lives are to inform and inspire. The Lilian Jorgenson, Sarah Reynolds, and Tom Francis podcasts are inspiring! If you aren't part of our Top 500 NOVA Real Producers secret Facebook group yet, please join us! This is a for-us-by-us publication. Your feedback is always appreciated!

With Gratitude,

Kristin Brindley
Publisher
NOVA Real Producers
(313) 971-8312
Kristin.Brindley@realproducersmag.com



Presents

Golden Nuggets



Tom Francis

"Once you figure out that being a Realtor® means you own your own business, all you have to do is consistently apply yourself, and it can be a business without limits. The only limits are those you place on yourself. What other business can you start without much more than the desire to win that has unlimited growth potential?"

"I finally realized that when you find talented people to work with you, they will do many things better than you. But don't just hire anyone — take your time and find someone with talent."

"It's most important to remember to 'come from contribution.' It's about always keeping in mind what's best for your client ... and offering to help."



Maggie Hatfield

"My corporate experience building teams, products, partnerships and strategies gives me the business mindset and tools to build my business. I genuinely care about people. I want to understand them, what's important to them, and how I can help."

"A good CRM is critical. I was familiar with them from the business world, so I knew that was a crucial element of getting started in real estate. I really like BoomTown as my CRM, and I am just getting started on Referral Maker from Buffini. I want to make sure I can super-serve both new clients and my sphere equally well, and those tools help me do that."



Scott Silverstein

"My greatest asset is my availability. I'm as competitive as they come, and I will fight for your clients and hold their hand all the way to the closing table."



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SCOTT SILVERSTEIN

NMLS ID: 1445513
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Please send all nominations to
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Scott

» partner spotlight

SILVERSTEIN

& Caliber Home Loans

Scott Silverstein developed a mentality of hard work, perseverance, and finding a way to beat all odds as a baseball player. Scott grew up in Maryland, and for 25 years, his life was baseball. Going into his senior year of high school, Scott was one of the top 10 left-handed pitchers in the country. He was projected to be an early-round pick in the 2008 Major League draft and had scholarship offers from several colleges. Then, halfway through the year, he developed a pain in his throwing shoulder. The trajectory of his career changed.

Scott wasn't allowed to pitch that spring, though he played in the field and batted for St. John's High School. He was accepted to the University of Virginia, and the Washington Nationals drafted him in the 32nd round, but the injury had damaged his stock. On June 11, 2008, Dr. Ben Shaffer, the Nationals' team physician, operated on Scott's shoulder, but the procedure didn't take.

About a year later, while at University of Virginia, Scott underwent another surgery, but this time with renowned orthopedic surgeon, Dr. James Andrew, whose patients include Roger Clemens, Peyton Manning, Drew Brees, Bo Jackson and Troy Aikman. After the surgery, Dr. Andrews told Scott he'd never throw again.



Steven Linane & Scott Silverstein



Back row from left to right. Craig Westacott & Mike Morris
Sitting from left to right. Steven Linane, Scott Silverstein, & Cory Woolard



Photos by Howard Lansat Photography

Despite the doctor's ominous prediction, Scott didn't give up. He did three years in rehab, came back and started playing again. Upon obtaining his bachelor's in American history and his master's in education, Scott was drafted by the Blue Jays in the 25th round. He played in the minor leagues for a few years and was proud to have overcome such great obstacles to achieve his goals.

After being released from the Blue Jays in 2015, Scott knew that he had developed a certain way of thinking and a particular skillset, having trained and competed at a high level, but he didn't know what he should do next. One day, he was giving pitching lessons to a friend's son, who told Scott he should talk to his brother-in-law, who was in mortgages. After sitting down with him and his branch manager at Caliber Home Loans, Scott knew he could translate his skills into mortgages.

While playing baseball, Scott never took a day off. He brings that same work ethic to mortgages. As a team player, being the guy in the locker room that brought the team together, he loves being a part of Caliber Home Loans, pulling everyone together in the same direction so that big things can happen. He truly believes that he has the team he needs to be successful.

"My greatest asset is my availability. We all offer the same rates. Caliber has a long list of advantages, from online processing to the team culture, and with me, you get someone who is available and accountable. I'm as competitive as they come, and I will

fight for your clients and hold their hand all the way to the closing table," says Scott.

When Scott isn't working, he enjoys spending time with his girlfriend, Anne, and his dog, Clyde. He loves living in the city, hanging out with friends and playing intramural sports. His old teammates and coaches still reach out to him and catch up from time to time.

You can reach Scott at 301-254-9547, scott.silverstein@caliberhomeloans.com, and at www.caliberhomeloans.com/ssilverstein.

NOVA Real Producers SUMMER LAUNCH PARTY

July 25, 2018



Pictures from our big Launch Party will be available in the next issue! Thank you, Jason Mandel, of Washington Fine Properties, for this beautiful property. Visit us on www.facebook.com/novarealproducers to see more pictures and a video taken at the event.

If you couldn't make it to the launch party, be sure you don't miss our next event! Mark your calendar for our upcoming Mastermind, to be held Nov. 9, and be on the lookout for your exclusive invitation by email.

For more information regarding all NOVA Real Producers events, email us at events@novarealproducers.com.



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Maggie Hatfield

Maggie Hatfield, of Pearson Smith Realty in Loudoun, is reinventing herself. Her transition from the corporate world to real estate has been gradual, but she finally took the plunge to commit full-time last spring.

With a B.S. in accounting from Miami University, in Ohio, and an M.B.A. from Antioch University, the majority of Maggie's professional career has been in marketing and business operations. She was a marketing executive working with corporate giants such as AOL, LexisNexis and Home Shopping Network. She also owned a marketing consulting firm, working in senior advisory roles with small companies and several early-stage start-ups.

"I have spent many years, prior to real estate, working with companies and building strong partnerships based on win-win strategies. Working hard to ensure my clients' best interests were understood and supported was critical to my career. Being genuinely interested in people and taking the time to understand what's important to them helped me build strong teams and partnerships and exceed expectations. I was ready to take that passion and combine it with another one — my love for homes and design. I have always loved looking at homes and getting inspired by architecture and design. I am the type of person who will go to model homes just to see how a home was built and designed, much to my husband's chagrin," she laughed.



Photos by Ryan Corvello Photography



The Hatfield Family. From left to right: Ethan, Charlie, Maggie, and William with their dogs from left to right - Kali and Finnegan.

Maggie looks at her real estate practice as a business and uses the tools and strategies she's learned to understand customer needs and develop the right solutions to support them. "My corporate experience building teams, products, partnerships, and strategies gives me the business mindset and tools to build my business. I genuinely care about people. I want to understand them, what's important to them, and how I can help."

Maggie's success in the corporate world is already carrying over to her real estate career. She won the Pearson Smith Realty "Rookie of the Year" award and became a first-time member of the Multi-Million Dollar Sales Club for NVAR in 2017. Last year, she closed on nine homes and had 11 homes under con-

tract. Her total volume for that eight months was just under \$3.5 million.

Maggie embraces technology as she grows her business. "A good CRM is critical. I was familiar with them from the business world, so I knew that was a crucial element of getting started in real estate. I really like BoomTown as my CRM, and I am just getting started on Referral Maker from Buffini. I want to make sure I can super-serve both new clients and my sphere equally well, and those tools help me do that. In addition, Listings-To-Leads is a powerful platform that

I use to drive lead generation through Facebook ads. Lastly, I am super excited about Remine and am just getting trained on that tool. It's a very efficient way to do targeted prospecting using predictive data and analytics," she said.

"All the new technology available to agents these days can really help supercharge your business, but I also think some of the more basic tactics can help build your business, too. For example, handwriting notes to customers, partners, and fellow agents helps build strong relationships and reinforces what I am grateful for every day," she added.

"On the other hand, while the real estate industry is changing, it hasn't been fully disrupted by technology — face-to-face interaction is still very important. That means our roles as real estate agents are critical to the overall process. Because I really enjoy working with people, that is what keeps me fired up every day."

Maggie continues to build on her solid business foundation and has set a goal to reach \$10 million in sales by the end of summer. Eventually, she wants to hone her procedures so she can build out a team and extend her brand to offer other real estate services and products.

Maggie lives in Leesburg, Virginia, with her husband, Charlie, two sons, Ethan and William, two dogs and a cat. In her spare time, which she confesses isn't often, she enjoys hiking with her husband and dogs, working out, painting, and pouring through pages on Houzz designing future projects for their home. You will also see her on the sidelines at Tuscarora High School, taking pictures for her son's football team. Maggie loves to ride horses and is vice president of the board of Loudoun Therapeutic Riding, a nonprofit that helps children, adults, and veterans with mental and physical challenges through equine therapy.

WHAT REALTORS® CAN LEARN BY DOWNLOADING THEIR FACEBOOK DATA

By Wade Vander Molen



Facebook has been in the news as of late regarding the amount of data they have collected on their users and, in turn, have given to an analytics company, which was later used to possibly influence Facebook users, based on their affiliations and “likes.”

In the real estate field, we know that the use of social media to interact, engage, and educate is very important. Many Realtors® generate business and get clients using platforms like Facebook and Instagram (owned by Facebook). What we may not realize is the more we use platforms like Facebook, the more information they obtain about us.

How to Download Your Data

To download your Facebook data is simple. Go to Settings>>Your Facebook Information>>Download Your Information.

Once you click this the types of data you want, the “Create File” link will send an email letting you know it is downloading, then

another email once it is complete. It may take a while, depending on how long you have had a Facebook account and your activity level. When you receive your Facebook data history, you might be overwhelmed with what you find.

What You Will Find

Everything you have ever done on Facebook is recorded. The data you receive is broken up into 10 sections. The first section is the other companies that have your personal information and are “re-targeting” you. This is stored under your “Ads” — the ads have you liked, clicked on, or bought something through. Every single interest you have demonstrated with your activity is listed. If you didn’t know someone but read their Ads page, you would have a pretty good idea what they were all about within a few minutes.

Every contact you have ever had on Facebook or on your cell phone(s) is listed. Even people that are no longer Facebook friends or whose contact information you have deleted from your

phone are listed — ex-girlfriends or boyfriends, acquaintances, former co-workers, and others ... they’re all there. As a Realtor®, if you are looking to recapture your database, you can do so by going to this section.

Facebook Messages Live Forever

It will list every “Friend” you have ever added on Facebook, people who you unfriended and vice versa, and people who received friend requests but never accepted. It will also provide every Facebook messenger conversation since your “joint date.”

Takeaway

At the end of your Facebook download journey, you will see that any content added to the platform has been and is going to be recorded. It can be viewed as a massive CRM for your social media life. Scary as it may be, if a Realtor® needs to fetch past information thought gone forever, know that it sits in your Facebook download.

In the real estate space, we leverage social media platforms like Facebook to help expand our reach and grow relationships. This is now done knowing our every conversation, click and interaction is tracked. Take a moment and download your Facebook data history. I think what you find will be surprising.



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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From left to right: Jackie Do, Chris Audino, Tom Francis, and Claire Wright.

Tom FRANCIS

In the Business Of Serving

cover story

For Tom Francis, the most rewarding part of real estate is building lifetime relationships with clients who are treated like family, and the opportunity to actually involve his own family in the business. You could say Tom is a big family man. Literally. He and his wife, Ann, have 10 children, two sons-in-law, and a granddaughter. “Growing up in a large family, and now having one of my own, has taught me so many life lessons — teamwork, love, compassion, generous giving, hard work, how to have fun, and that there is more to life than material wealth,” he said.

When it comes to running a successful real estate business, Tom is clear on his priorities and what motivates him to reach his goals. “My family supports me, encourages me and depends on me. They’re my true motivation and an integral part of my drive to achieve at a high level. If you have your personal life in order and focus on what’s really important, your business goals will fall into place. I have always endeavored to run my business without sacrificing what is most important — my faith and my family. As a result, my growth as a leader has grown along with the growth of my business.”

“Real estate is a perfect fit for my goals because it allows me the opportunity to help others navigate one of the most important financial decisions they will ever make — which is very rewarding.”

Tom got his start in real estate in 2004, and in 14 years has built the Francis Real Estate Group with Keller Williams Realty McLean into an award-winning team. His total volume last year was \$41 million, and his total career volume is in excess of \$225 million. He was ranked #31 of the 50 top-producing, individual Keller Williams agents nationwide in 2014; was ranked #25 of the 50 top-producing, individual Keller Williams agents in 2017; and has been the top-producing individual agent in the Keller Williams McLean office since 2014.

Tom never really intended to be a full-time real estate agent. He initially obtained his license to make it easier to buy and sell homes with his brother-in-law in order to renovate and flip them. Between 2004 and 2006, Tom and his partner bought and sold 17 homes. When the market crashed soon thereafter, he began representing clients in addition to managing his multiple streams of income from real estate ventures. He loved every aspect of the business, and it naturally evolved from there. “Once you figure out that being a Realtor® means you own your own business, all you have to do is consistently apply yourself, and it can be a business without limits. The only limits are those you place on yourself. What other business can you start without much more than the desire to win that has unlimited growth potential?”

Tom does not consider himself a salesman. He believes real estate is about serving rather than selling, and that it is most important to remember to “come from contribution” (a Keller Williams BOLD law). “It’s about always keeping in mind what’s best for your client ... and offering to help,” he says. Currently, he is most passionate about continuing to grow his business by adding talented members and helping them reach their goals.

“Real estate is a perfect fit for my goals because it allows me the opportunity to help others navigate one of the most important financial decisions they will ever make — which is very rewarding. In helping others, your business grows and more doors



Photos by Howard Lansat Photography

open. My dream is to have my business support not only my family but other people’s needs and dreams as well,” Tom said.

He adds that one of the biggest challenges in growing his business was letting other people help, delegating tasks instead of feeling the need to be involved in every detail. Tom recalls that early on in his career, his broker and team leader generously spent time assisting

him when he was stuck and encouraged him to bring others on board. “Don’t be scared. I finally realized that when you find talented people to work with you, they will do many things better than you. But don’t just hire anyone — take your time and find someone with talent. If you find the right person, it will be the best decision you ever made for growing your business and freeing up your time.”

Tom says hiring competent and talented team members is key. “My goal in developing my team has always been to have a highly productive, self-managed team. Tell them what to do, show them how to do it, then have them do it on their own.”

He says he has been fortunate to have his daughter, Claire, working with him for the last six years and keeping him on track. “I’ve also learned that when you focus on helping your team members reach their own personal goals — not just looking at them from the perspective of ‘what can they do for me?’ — then all of your individual and team goals will be met and usually exceeded.”

Hiring a coach is also something he strongly recommends for agents, whether they are new to the business or up-and-coming top producers. He still has a coach who keeps him focused on the most important priorities to reach his goals. He also advises agents to “focus on one thing at a time; master that before going on to something else. Don’t jump from one shiny object to another.”



Photos by Howard Lansat Photography

He emphasizes that agents must spend part of every day getting new business, no matter how busy they think they are, so they always have clients in the pipeline. He also assures them that “you will have plenty of clients if you get people to know, like, and trust you.”

Tom says he “strives to focus on his 20 percent” and concentrate on fewer, more meaningful and productive activities. He has learned that if he continually applies that principle to manage his work–life balance everything naturally falls into place. “No matter how busy things are at work, there are certain personal things that come first no matter what — even if it means losing a deal. I find that when you have balance, clients understand you have a life, too, and will work around your schedule if possible. It’s all how you present yourself.”

Ultimately, Tom says, “success is defined by how many lives you have affected in a positive way. What did you do for others? Not, what did you do for yourself? Most importantly, I hope I am remembered as a loving husband, father, and grandfather who had a lasting, positive impact on the lives of anyone who knew me.”

“ **My goal in developing my team has always been to have a highly productive, self-managed team.** ”

A photograph of a two-story house at dusk with interior lights on. A large tree is in the foreground. A dark banner across the middle contains the text "Real estate marketing made easy." and "Listing photography | Video | 3D modeling | Aerial imaging | 24 hr delivery". The HD Bros logo is in the bottom right. Contact information is at the bottom: "schedule@hdbros.com", "www.hdbros.com", and "540-840-1388".

An advertisement for Town & Country Movers, Inc. The top left features the company logo and tagline "Local, Long Distance & International Specialist". The top right lists services: "DMVs Top Rated Mover for Over 40 Years", "Local, Long Distance, International", "Short/Long-term Storage", and "Free Estimates". The center features a photo of a white moving truck with the company logo. The bottom right has a green box with the text "Ask about your FREE Moving Starter Kit!" and an image of moving boxes. At the bottom are three award logos: "WASHINGTON'S TOP MOVERS", "CITYPAPER BEST OF DC", and "2017 Angie's List SUPER SERVICE AWARD". The contact information "703-560-8600 | 800-683-6683" and "www.townandcountrymovers.com" is at the very bottom.

TOP 100 STANDINGS

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

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Keri Shull	Optime Realty	58.5	38,616,880	106	67,006,746	164.5	105,623,626
2	Debbie Dogrul	Long & Foster Real Estate	130	74,264,965	66	31,307,334	196	105,572,299
3	Sarah Reynolds	Keller Williams Realty	124	63,036,564	47	23,254,459	171	86,291,023
4	Sue Goodhart	Compass	38	34,405,400	32	27,511,650	70	61,917,050
5	Phyllis Patterson	TTR Sotheby's International	38	29,375,500	25	18,575,200	63	47,950,700
6	Brian Wilson	Wilson Realty Group	78	44,374,099	3	2,398,750	81	46,772,849
7	Jennifer Young	Keller Williams Realty	75	35,141,056	19	10,193,900	94	45,334,956
8	Jennifer Walker	McEneaney Associates, Inc.	35	22,739,980	30	19,496,643	65	42,236,623
9	Bruce Tyburski	RE/MAX Executives	34	19,262,725	37	22,935,525	71	42,198,250
10	Cynthia Schneider	Long & Foster Real Estate	49.5	25,916,100	26	13,584,327	75.5	39,500,426
11	Martin Alloy	SMC Real Estate Corp.	54	25,738,178	25	12,421,335	79	38,159,513
12	Tom Francis	Keller Williams Realty	15	21,779,725	12	10,342,650	27	32,122,375
13	Damon Nicholas	Coldwell Banker Residential	36	21,117,650	17	10,906,150	53	32,023,800
14	Marianne Prendergast	Washington Fine Properties	12	15,661,000	10	15,985,000	22	31,646,000
15	Khalil El-Ghoul	Glass House Real Estate	13.5	7,875,300	32	23,708,400	45.5	31,583,700
16	Jean Garrell	Keller Williams Realty	29	20,879,350	15	9,413,939	44	30,293,289
17	Janet Callander	Weichert	20	20,129,500	11	9,984,388	31	30,113,888
18	Scott MacDonald	RE/MAX Gateway	37	25,239,890	8	4,700,750	45	29,940,640
19	Anthony Lam	Redfin Corporation	0	0	38	28,830,190	38	28,830,190
20	Elizabeth Twigg	Washington Fine Properties	19	21,673,279	7	6,319,000	26	27,992,279
21	Christopher White	Long & Foster Real Estate	24	17,420,618	14	8,866,418	38	26,287,036
22	James Nellis	Keller Williams Fairfax Gateway	20	10,569,500	28	15,363,319	48	25,932,819
23	Terry Belt	Keller Williams Realty	15.5	14,419,625	14	11,096,983	29.5	25,516,608
24	Kimberly Spear	Keller Williams Realty	26	14,955,420	20	9,957,790	46	24,913,210
25	Laura Mensing	Long & Foster Real Estate	14.5	15,795,601	12	8,958,800	26.5	24,754,401
26	Roy Kohn	Redfin Corporation	42	24,054,488	1	635,000	43	24,689,488
27	Elizabeth Lucchesi	Long & Foster Real Estate	19	15,155,230	14	9,260,555	33	24,415,785
28	Gregory Wells	Keller Williams Realty	25	16,947,900	8	6,706,000	33	23,653,900
29	John Shafran	Yeonas & Shafran Real Estate	6.5	16,749,273	3	6,849,900	9.5	23,599,173
30	Billy Buck	William G. Buck & Assoc., Inc.	13	9,552,922	14	13,905,717	27	23,458,640
31	Michael Putnam	RE/MAX Executives	28	11,538,400	24	11,008,690	52	22,547,090
32	Irina Babb	RE/MAX Allegiance	28	16,507,900	10	5,845,000	38	22,352,900
33	Alexander Lianos	Compass	19.5	14,716,880	11	7,613,808	30.5	22,330,688
34	Lilian Jorgenson	Long & Foster Real Estate	11.5	15,550,000	8	6,506,455	19.5	22,056,455

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Kay Houghton	Keller Williams Realty	21	9,604,790	22	12,433,001	43	22,037,791
36	Alkesh Tayal	TTR Sothebys International	5	9,610,100	2	12,323,000	7	21,933,100
37	Raymond Gernhart	RE/MAX Allegiance	17.5	8,889,550	23	12,852,344	40.5	21,741,894
38	N. Casey Margenau	CASEY MARGENAU FINE	12.5	18,238,500	4	3,406,000	16.5	21,644,500
39	Dean Yeonas	Yeonas & Shafran Real Estate	8	13,773,400	5	7,272,623	13	21,046,023
40	Bichlan DeCaro	Westgate Realty Group	8	5,019,000	31	15,292,593	39	20,311,593
41	Paramjit Bhamrah	Redfin Corporation	34	18,955,199	1	1,299,999	35	20,255,198
42	Piper Gioia	Washington Fine Properties	3.5	8,382,500	4	11,790,000	7.5	20,172,500
43	Peter Braun	Long & Foster Real Estate	21.5	11,733,933	13	8,362,400	34.5	20,096,333
44	Ahmed Nadim	UpsideDoor	27	15,936,950	5	3,857,500	32	19,794,450
45	Brian MacMahon	Redfin Corporation	5	3,058,900	27	16,448,550	32	19,507,450
46	Eve Weber	Long & Foster Real Estate	20.5	12,836,000	11	6,471,400	31.5	19,307,400
47	Jeremy Browne	TTR Sotheby's International	13.5	9,311,400	11	9,696,005	24.5	19,007,405
48	Paul Thistle	Take 2 Real Estate LLC	19	9,130,400	17	9,809,153	36	18,939,553
49	Patricia Stack	Weichert	12.5	10,628,000	10	8,276,500	22.5	18,904,500
50	Barbara Beckwith	McEneaney Associates, Inc.	10.5	14,439,000	3	4,435,000	13.5	18,874,000

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#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Patricia Ammann	Redfin Corporation	4	2,041,500	28	16,784,300	32	18,825,800
52	Karen Close	Century 21 New Millennium	12	12,409,242	6	6,158,000	18	18,567,242
53	Erin Jones	Keller Williams Realty	19.5	8,719,915	19	9,705,650	38.5	18,425,565
54	Dina Gorrell	Redfin Corporation	35	17,521,828	1	490,000	36	18,011,828
55	Victoria(Tori) McKinney	Keller Williams Realty	8	6,224,500	14	11,538,500	22	17,763,000
56	Carol Hermandorfer	Long & Foster Real Estate	17	12,225,900	9	5,263,450	26	17,489,350
57	Kevin Carter	RE/MAX Select Properties	12	6,341,908	16	11,134,708	28	17,476,616
58	Ashley Leigh	Linton Hall Realtors	27.5	11,781,288	12	5,671,345	39.5	17,452,633
59	Kevin LaRue	Century 21 Redwood Realty	20	10,674,900	10	6,735,982	30	17,410,882
60	Irene deLeon	Redfin Corporation	32.5	16,274,400	2	1,035,000	34.5	17,309,400
61	Carla Brown	Toll Brothers Real Estate Inc.	33	17,302,290	0	0	33	17,302,290
62	Kevin Samson	Samson Properties	18.5	14,826,325	2	2,282,900	20.5	17,109,225
63	Megan Fass	FASS Results, LLC.	6	5,028,150	15	11,929,900	21	16,958,050
64	Lenwood Johnson	Keller Williams Realty	21	8,198,500	26	8,758,330	47	16,956,830
65	Debbie Kent	Cottage Street Realty LLC	30	15,105,499	3	1,785,000	33	16,890,499
66	Diane Schline	Century 21 Redwood Realty	6.5	4,550,050	14	12,213,400	20.5	16,763,450
67	Elizabeth Kovalak	Keller Williams Realty	14	7,430,500	17	9,235,000	31	16,665,500
68	Joan Stansfield	Keller Williams Realty	15	11,398,600	8	5,108,000	23	16,506,600
69	Lisa Dubois-Headley	RE/MAX By Invitation	13.5	8,102,750	14	8,296,500	27.5	16,399,250

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
70	Ahmad Ayub	Redfin Corporation	0	0	33	16,376,622	33	16,376,622
71	Michelle Sagatov	Washington Fine Properties	11	10,079,255	7	6,252,300	18	16,331,555
72	Kim Muffler	Long & Foster Real Estate	15	11,733,758	6	4,452,258	21	16,186,016
73	Dina Azzam	RE/MAX Select Properties	15	8,045,900	14	7,963,375	29	16,009,275
74	Brad Kiger	Keller Williams Realty	16.5	10,692,600	9	5,210,250	25.5	15,902,850
75	Christopher Craddock	Keller Williams Realty	15	6,579,905	20	9,282,100	35	15,862,005
76	Lisa Smith	Pearson Smith Realty, LLC	20	12,806,499	5	2,989,000	25	15,795,499
77	Venugopal Ravva	Maram Realty LLC	3.5	1,031,500	29	14,732,298	32.5	15,763,798
78	George Mrad	Keller Williams Realty	6	6,780,612	10	8,879,050	16	15,659,662
79	John Goodwyn	Keller Williams Realty Falls	2	1,431,250	24	14,218,050	26	15,649,300
80	Marlene Baugh	Long & Foster Real Estate	12	8,446,630	8	7,187,500	20	15,634,130
81	Bradley Wisley	Berkshire Hathaway	27	14,585,100	2	1,046,000	29	15,631,100
82	David Moya	Keller Williams Realty	8	5,420,875	13	10,086,200	21	15,507,075
83	Mickey Glassman	RE/MAX Premier	19	12,305,700	6	3,152,860	25	15,458,560
84	Angela Kaiser	Redfin Corporation	3	1,199,000	25	14,224,550	28	15,423,550
85	Spencer Marker	Long & Foster Real Estate	23	12,328,100	6	3,087,100	29	15,415,200

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TOP 100 STANDINGS

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

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
86	Aaron Podolsky	Keller Williams Realty	14	8,465,500	9	6,929,421	23	15,394,921
87	Laura Schwartz	Keller Williams Realty	11	6,052,250	14	9,338,400	25	15,390,650
88	Robert Ferguson	RE/MAX Allegiance	11.5	8,683,300	8	6,688,500	19.5	15,371,800
89	Jason Mandel	Washington Fine Properties	5.5	10,910,000	3	4,395,000	8.5	15,305,000
90	Cristina Dougherty	Long & Foster Real Estate	17.5	9,079,925	10	6,210,500	27.5	15,290,425
91	Bradley Kintz	Long & Foster Real Estate	28.5	13,545,350	3	1,729,750	31.5	15,275,100
92	Kendell Walker	Redfin Corporation	11	4,464,900	20	10,790,986	31	15,255,886
93	Bhavani Ghanta	Long & Foster Real Estate	1	450,000	24	14,797,927	25	15,247,927
94	Rheema Ziadeh	Redfin Corporation	31.5	14,672,799	1	570,000	32.5	15,242,799
95	Christine Rich	Long & Foster Real Estate	7	6,210,006	8	8,983,500	15	15,193,506
96	Dennis Lee	Douglas Realty of Virginia LLC	7	2,944,000	25	12,174,300	32	15,118,300
97	Dianne Van Volkenburg	Long & Foster Real Estate	11.5	12,269,000	3	2,785,000	14.5	15,054,000
98	Ann Greene	Coldwell Banker Residential	14.5	8,678,996	8	6,303,000	22.5	14,981,996
99	Sean Ragen	Keller Williams Realty Falls	23	13,295,803	3	1,640,000	26	14,935,803
100	Theresa Valencic	Long & Foster Real Estate	6	9,407,000	3	5,502,500	9	14,909,500

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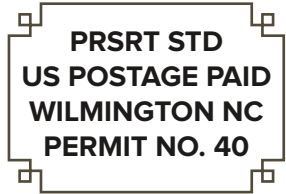
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