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RISING STAR

Andrew Essreg

MAKING A DIFFERENCE

Michelle Sagatov
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Women and Families

JANUARY 2018

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Make big changes in 2018 with a Home Renovation or Construction-to-Perm loan.

The new year has many folks resolving to go to the gym more often, but you might also have clients who, after a hectic season of hosting over the holidays, want to upgrade to newer or bigger home.

If your clients are looking for a new home but are having a difficult time finding something in their price range, you can save the day by suggesting they consider building new, bidding on a fixer-upper that needs updates, or even buying a foreclosure property that's in need of repairs.

A 203k home renovation loan can open the doors to listings that buyers can make updates and repairs to without having to expand their budget, because the financing is built in. Maybe the home they love appraised low – with a Renovation loan, they can finance the needed repairs or updates. And if your buyer wants to build a home to their exact specifications, a Construction-to-Perm loan can offer the perfect solution.

Renovation loans are allowed on specific types of properties: Most of your buyers can qualify for Renovation loans on a single-family home or 2-4 unit and mixed-use properties. Just be aware that an FNMA Homestyle loan can be used for second homes or investment properties, but the 203k loan does not allow these types of properties.

Make sure to set expectations with your buyers up front:

- Borrowers have a 60-day timeline and must obtain contractor bids as soon as possible.
- The borrower picks the contractor, but the Loan Officer must vet them.
- The loan is based on after-improved value and can close before repairs begin.
- Work must begin within 30 days be completed in 6 months or less. Borrowers can finance up to 6 months of payments.

A large benefit of a Renovation loan is that there's only one closing, with money being disbursed on a draw basis after, as repairs are needed. Realtor commission is paid at closing, and the seller does not need to make repairs.

As a Realtor® your clients depend on you to find their perfect home. With a Renovation loan, you could be their hero and even stand out from others in their market by increasing your ability to list and sell more properties even when inventory is low, especially if your buyers are interested in a specific area that's otherwise out of their price range

And with that kind of reputation, you'll get more referrals and increase your business.

When the house they love is a fixer-upper, a Renovation loan is the perfect solution for buyers who are looking to fix up a home that needs repairs or upgrades. To review your options for financing, contact Tina, your renovation specialist at Embrace Home Loans.



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MEET THE REAL PRODUCERS - DC METRO TEAM



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Videographer



Bobby Cockerille
Videographer

►► publisher's note

HELLO

REALTORS® OF GREATER D.C.!



We're pleased to bring you the ELEVENTH edition of DC Metro Real Producers. As usual, this magazine is provided free of charge and is distributed exclusively to the top 500 Realtors® in the Greater D.C. Metro area, along with some select brokers. If you're receiving this publication, then congratulations—it means you're the “best of the best” and in the top percent of your field.

For more information about our publication, partners, and future events, please email us at info@dcmetrorealproducers.com or visit us on Facebook.

THANK YOU

A giant THANK YOU to all who came out to our First Annual Mastermind in November at the University of Maryland in College Park. We had a blast seeing everyone and giving away tons of gifts! Photos and highlights are included in this issue. Special thank yous to our sponsors: Curiosity Consignment, Super Home, First Washington Mortgage, Stewart Title, First Washington Mortgage, ATG Title, and Towne Bank Mortgage. If you had a great time at the event, we hope you'll reach out and thank our sponsors and consider giving them a shot on a future deal.

CIRCLE OF INFLUENCE

As top performers, it's always important to be aware of our circle of influence. A good friend of mine, Joseph Diaz, always says that “Your circle is your ceiling.” Isn't that the truth!

When you're surrounded by positive and persistent people, opportunities are endless. Their energy, drive, audacity and vision rubs off on us, inspiring us to become our best and to envision the more empowered possibilities.

On the contrary, when you're surrounded by the wrong people, opportunities are NOWHERE—the economy is terrible, nobody has money, and the world is a horrible place. As the saying goes, “You can't soar with the eagles when you hang out with turkeys.”

Often times, once we reach the top levels in our offices and areas, it becomes increasingly more difficult to be surrounded by people who are on similar “levels,” chasing similar dreams, and holding

themselves to similar standards. The problem is that the higher the standards we begin to hold ourselves and our organizations to, the higher the standards we should be having for our circle of influence.

That's why this D.C. Metro REAL Producers group was born: to help celebrate, inspire, and connect the top performers in Greater D.C.'s real estate industry, and to forge stronger relationships between the people who take the profession seriously.

We hope to see you at our future events, connecting with the other high performers in the area, and in our private Facebook group, “DC Metro Real Producers Top 500.”

THIS MONTH'S ISSUE

This month's edition features the stories of Keri Shull, Andrew Essreg, Michelle Sagatov & Doorways for Women and Families, Jessica Stanley & the HomeFile Transaction Coordination team, as well as “Words by Wade”—our regular tech column for real estate agents. You will also find the photos from our First Annual Mastermind held in November.

We are excited about 2018 and the events we have planned! **Save the Date** for the Sneak Peek Exclusive Review of Classic Cottages' new development, Abingdon Estates, in Arlington. **February 15th** at 497 N. Abingdon St., Arlington, VA 22203. 5-7 p.m. Watch for your invitation by email from Info@dcmetrorealproducers.com. Save it in your contacts—or email us for info.!

If you have suggestions for writers, agents or topics you'd love to see featured, please email me at Kristin.Brindley@realproducersmag.com.



Yours in success,

Kristin Brindley
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Standing Head And Shoulders Above The Rest



Engaged, Efficient, and Local — Practicing An Agent-Centric Philosophy That Helps Agents Excel In-House Underwriting, Processing, & Closing Transactions — Manage Files From Start To Finish LOCAL Veterans Affairs Home Loan Expert - Ask Derek about VA Loans

For most people, the loan process may be one of the most stressful times of their lives. Derek Harman truly loves assisting people through this time of stress, and making the process simple and easy.

"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

"As an advocate for my clients, I am asked for lender recommendations, and I have to be particularly careful and confident with whom I refer. I can't afford to pick the wrong lender, which is why I recommend Derek Harman. He is responsive, works for the best interests of our clients, and shares the same values as our team. I know that when I refer clients to Derek they will be taken care of and he will go that extra mile to ensure a successful settlement." —Nathan Dart

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After closing, I often receive emails from satisfied Realtors. Here are some recent testimonials:

“ It was a smooth transition. Great job by LO! ”
-Cindy L. 5/31/17-

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-Laura E. 6/13/17-



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*Some loan applications are not suited for digital delivery of asset, income, employment and other documentation required for loan approval. Processing and closing times vary depending on the nature and complexity of the transaction. Testimonials are individual experiences, reflecting real life experiences of those who have used our services in some way. However, they are individual responses, and results do vary. The testimonials are not necessarily representative of all of those who will use our services. Caliber Home Loans, Inc., 1525 S. Beltline Rd Coppell, TX 75019 (NMLS #15622). 1-800-401-6587. Copyright © 2017. All Rights Reserved. Equal Housing Lender. For real estate and lending professionals only and not for distribution to consumers. This communication may contain information that is privileged, confidential, legally privileged, and/or exempt from disclosure under applicable law. Distribution to the general public is prohibited. #16893_MD.

ANDREW ESSREG

Relaxing in Andrew Essreg’s Silver Spring living room—with the jazz humming and a glass of espresso, wine or microbrew, depending on the time of day—is where his “client partners” find themselves learning, describing their real estate dreams, and prioritizing “must haves, dislikes and deal breakers.” Essreg finds it quite natural to invite clients, their kids and dogs into this intimate space because he truly considers them family.

Those who know Essreg, of Keller Williams Capital Properties, describe him as “a west coast REALTOR® with east coast sensibilities.” He came here by way of Boulder and Portland, which accounts for his down-to-earth, relaxed style. There are other things, however, that make him quite different.

Different: A Consultant

“I consider myself a consultant and client advocate, not a salesperson,” says Essreg. “Each unique client situation demands personalized attention, strategies, goals, and a clear roadmap to achieve successful results. And that requires more listening than selling.”

With the consultant mentality, Essreg says, “I’ve talked more clients into not buying property than buying it. Trust, goodwill and the clients’ best interests are my cornerstones.”

Different: Old School

Essreg is not on social media. He doesn’t advertise, prospect, lead generate, blog, post or “try competitively to sell as many homes as other REALTORS®.” He’s more old school and extremely authentic.

“REALTORS® have a bad rap of being too focused on themselves and not on their clients,” he says. “I’m part of a new movement to turn that idea upside down, to be a REALTOR® who really takes the time to understand clients, advocate for, guide and support them along the journey.”



Andrew and Hillary Essreg with their son, Weston
Photos by Howard Lansat Photography

It seems clients can feel the difference, as Essreg’s business is 90 percent referral-based and he helps nearly 50 families annually.



Different: Hands-On And Personalized

“Very hands-on” is an understatement when describing Essreg. It’s not unusual to find him on the roof, crawling through an attic, or scrutinizing the energy efficiency of an HVAC system.

While Essreg’s intention is to continue providing uniquely personal service and avoid team building, his production is outpacing his “single shingle” business strategy. Therefore, Essreg shares, “I’ll likely add one or two folks in 2018 to ensure I can keep pace with client expectations, while still maintaining a very unique, hands-on approach.”

A Different Path to Real Estate

For 17 years, before embarking on a real estate career in May 2015, Essreg was a management and strategic consultant focused on guiding and supporting large companies and government agencies around the world in applying environmental sustainability and corporate social responsibility.

He admits, “It was a cool gig in my 20s and 30s, but I didn’t want to end up watching my kid’s sports games or music recitals on FaceTime. I wanted to be local, present, and active in all aspects of my life.”

With his best friend and wife, Hillary’s, unwavering support, Essreg leaped into real estate in 2015. It wasn’t too “off the beaten path” for him, as he’s a second-generation REALTOR® (his parents have a combined 75 years of experience). With real estate in the DNA, his five-year-old son, Weston, may be gearing up for a third generation, as he’s dubbed himself “The Kid Realtor®.” Weston helps Dad put up Open House signs, he entertains kids while the grown-ups tour properties, and he creates “welcome home” cards for families when they settle.



Essreg sets out daily to, “listen, learn, teach, be inspired, inspire others, sweat a ton, drive a lot, connect with interesting people, and do whatever it takes to help my clients be successful.”

Different: Leveraging a Green Background

Leveraging graduate degrees in business and environmental management and with sustainability consulting experience, Essreg helps clients understand and prioritize “green” improvements in their homes—those that save money and have environmental and health benefits.

Making a Difference in His Community

Beyond positively impacting his clients, Essreg is equally passionate about making a difference in his community. He takes on three volunteer real estate projects per year, providing time, a robust contractor network, and materials to support clients who are disabled, elderly, or special-needs veterans.

Different Leads to Success

With his unique approach, Essreg is quickly rising to the top. His 2016 total volume was \$14.8 million, and 2017 shows him tracking toward \$25 million.

Andrew Essreg’s unique approach to real estate and to his clients proves that different is not only good, it’s something quite special.



JESSICA STANLEY

and HomeFile Transaction Coordination



Photos by Howard Lansat Photography

It takes about 19 hours for a real estate agent to process one file from contract to close. Imagine if those hours were spent on revenue-generating activities and lead generation instead of chasing contingencies and paperwork? That's where Jessica Stanley and the HomeFile Team step in, providing help for the modern agent.

HomeFile Transaction Coordination is a full-service, Independent Transaction Management Company. HomeFile provides support services to real estate agents and teams at various brokerages throughout the DMV, streamlining their contract-to-close process. On average, agents using HomeFile services can increase their sales by 30 to 40 percent.

Every HomeFile Transaction Coordinator is a licensed real estate agent. After 1,400 closed transactions, they have seen it all and have developed the instincts to know exactly what to do when a problem arises. Although they do not sell real estate, they keep



Pam Stanley, Jessica Stanley and Mary Frances FitzPatrick



Pam Stanley



Mary Frances FitzPatrick

their license active in order to continue their education and stay in the know about all contract changes and forms updates. They are members of GCAAR, NAR and Jessica is a founding member of the National Association of Transaction Coordinators. By joining the NATC as an Original 100 member, Jessica is committed to providing a high level of excellence, as well as file and documentation knowledge to assist real estate agents in their careers.

Jessica was born and raised in the South. Her southern upbringing has played a massive role in HomeFile's success. "If there is ever a time when a southern woman shines, it is when she is taking care of people," Jessica says. Southern hospitality is not just a catchphrase at HomeFile, it is a way of life with their team. They take great pride in treating everyone involved in each transaction to a "white glove" contract-to-close experience. "We are high-touch at HomeFile. When we start a new file, we call everyone involved in the transaction to introduce ourselves, and usually speak to each one of them multiple times throughout the process."

"In real estate transactions, says Jessica, "the contract-to-close process is the time where buyers and sellers require a large amount of handholding. They want to be kept in the loop every step of the way and have numerous questions about each milestone. We have the answers to questions at our fingertips and can

calm any anxiety within minutes. Grace under pressure is one of the most important qualities you can have in this industry,"

Jessica has played many roles throughout her real estate career, but it was as a transaction coordinator that she thrived and was truly in her element. She knew that managing the contract-to-close process is where she was meant to be and decided to start her own transaction management company. "I wanted to help agents streamline their real estate businesses and become more efficient and productive. All agents should have access to the help they need without having to commit to the time and cost of a full-time hire."

HomeFile does not accept every agent who inquires about their services. "We want to work with agents who are serious about providing excellent customer service and really want to roll out the red carpet for their clients. We start with an exploratory phone call to assess the agent's needs and to ensure that our values are in line. If we both agree to move forward, we can usually complete the onboarding process in as little as two hours," Jessica says.

In her spare time, Jessica can be found drinking sweet tea and searching MLS for homes or exploring the city with her husband, Joel, and her 5-year-old son, Thomas. She is a landlord, a mentor, and regularly teaches Contracts 101 to new agents in the DMV.

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Anel Coss, Christina Cole,
Yuri Sagatov and Michelle Sagatov

Photos by Ryan Corvello Photography

MICHELLE SAGATOV GIVES BACK

to DOORWAYS FOR WOMEN AND FAMILIES

Michelle Sagatov has a long history with Doorways for Women and Families that started well before her career in real estate.

“My first encounter with Doorways was in 2001 and started out like this: ‘Arlington County 911. What is your emergency?’”

I responded to an in-progress domestic violence call when I was an Arlington County police officer on midnight patrol. We ended up transporting a mom and her two kids—one an 8-year-old, the other an infant—in the back of my cruiser to the Doorways Safehouse in the middle of the night. They were ready to leave their abuser.”

Doorways for Women and Families has provided pathways out of violence and homelessness for women, children, and men since 1978. More than a safehouse, Doorways provides a myriad of ser-

vices and support programs designed to see their clients all the way through their crises to stable, healthy, independent living. These services include a 24-hour domestic and sexual violence hotline, hospital accompaniment, trauma-informed goal planning and counseling for adults and children, assistance with seeking legal protection and financial independence education, and a variety of short-term and long-term housing options that can accommodate families, individuals, and even pets.

Ten years after the night Michelle responded to the domestic violence call, several different people approached her in the same year about Doorways. She had already left the force and had become a real estate agent by then. Her husband, Yuri Sagatov, was a homebuilder. Michelle and Yuri were invited to attend a few fundraising events and to be a part of a home tour, where all the proceeds went to Doorways. Having children of their own moti-



vated Michelle and Yuri to become more involved with Doorways. They wanted to be an example to their children of how to give back and help people within their community.

Although at the time Michelle and Yuri didn’t have much money for donations, they had been involved with flipping houses for years and had a particularly useful skillset: home renovations and industry connections. Over the span of a year, Michelle and Yuri raised over \$300,000 to completely renovate Doorways’ safe-house. They were also able to get a group of local interior designers to help create a beautiful, restorative, and respectful interior for Doorways’ clients during their healing journey.

The renovation took place in 2013, and since then, Yuri has served on the board of Doorways. Michelle and Yuri have become co-chairs with another family for a three-year giving campaign aimed at raising \$10 million in funds. They have currently raised \$6.5 million with only one year left to go.

“The need for funding Doorways is real,” says Michelle “We launched the Campaign for Brighter Futures because our current funding streams are not up to the task of fully meeting the rapidly changing needs in our community. The hard truth is that while funders come and go, the number of people who need our services keeps growing and growing. Our family home, safe house, and safe apartments are nearly always full or over capacity.”

Last year, Doorways served 3,625 people across their programs and half of their clients were children. The goal is to get them safe housing and to provide services to help families achieve and maintain stability in homes of their own.

When donors give to Doorways, their gifts go directly to helping Doorways’ clients break cycles of violence and poverty and make a lasting difference in peoples’ lives.

As a former police officer, Michelle knows that the most dangerous call an officer can receive is a domestic violence call. “Anything can happen,” she says. Doorways helps cut down on those calls. Their 24-hour hotline, variety of safe housing options and comprehensive services provide ways for survivors to be able to leave and get help on their own.

“Doorways is one of the most amazing non-profits we have come across,” says Michelle. “Their graduation rates are phenomenal. In situations where people are experiencing homelessness and domestic violence, once they are able to reach Doorways, the success rate for them is huge. It just makes sense for real estate agents to support Doorways,” she continues. “Our job is to find homes for people — and Doorways helps people find safe homes.”

There are many different ways people can help and can volunteer at Doorways for Women and Families. Visit www.doorwaysva.org or call 703-504-9400 for more information.





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

Paul understands that each client's financial needs and goals are unique; that is why he is committed to creating a personalized approach towards investing. When Paul meets with you, he will review your financial needs, identify your long-term goals, gauge your risk tolerance, evaluate appropriate investments and life insurance products, present personalized recommendations, recommend an asset allocation strategy for you, and provide ongoing support. Paul is committed to helping individuals reach their financial goals.

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KERI SHULL

A NEW AND IMPROVED REALTOR® MODEL



Photos by
Howard Lansat Photography

From an early age, Keri Shull became familiar with buying and selling homes, as her family moved 14 times. Unfortunately, the family’s experiences with real estate agents were less than stellar, and thus her opinion of agents was quite low.

However, upon graduating from college in 2003, Shull had the opportunity to sell homes for a new home builder. She

did this for a few years, then switched to selling condos for developers. Along the way, an exemplary female mentor saw Shull’s potential and encouraged her to become a REALTOR®, which she did in 2008. She did so knowing she would not be the traditional kind of real estate agent she had witnessed, but would model a new and improved way of operating.

After a few real estate transactions, Shull was hooked.



The Keri Shull Team

A Model for Results

“Right out of the gate, I hired three ISAs (inside sales associates),” says Shull. Today, with over 50 percent of her business ISA-booked, this early decision has paid off.

Finding the right people for her team is imperative to Shull. “If you have the right, responsive people, who are excellent communicators and strategic thinkers, it makes for a great team,” she says. “The minimum standard in what we look for in an agent on our team is pretty unique because the way we do things is radically different.”

Today, the Keri Shull Team has a 90 percent rate of repeat business and a volume that is four times the amount of their closest competitor. The team’s career volume is over \$1 billion, with a 2016 volume of over \$226 million.

Additionally, she and her team have been recognized each year by REAL Trends “America’s Best Real Estate Agents.” In 2015, they were ranked the #1 Real Estate Team in Virginia by the *Washingtonian*. Most recently, Shull was valedictorian of The CORE Real Estate Training program.

Role Models

In addition to the early mentor who encouraged her to become a REALTOR®, several others have markedly influenced her career. “My first coach was Craig Proctor. It was he and Todd Walters

(both real estate coaches) who taught me about direct response marketing; how to get people to be attracted to you instead of having to hunt for referrals,” she explains. Because of this, she’s been able to generate leads in a very targeted demographic area.

“Targeted” being key, now the Shull Team deals in a higher price point of around \$700 thousand, “which is a better use of our time,” she says.

Studying under Rick Ruby and Todd Scrima with The CORE Training, a real estate coaching company, has taught Shull to focus on creating systems and processes. “This focus allows me to take excellent care of my clients, earning more referrals and improving my business,” she says. More recently, Shull joined Tony Robbins’ exclusive Platinum Partnership program, which has helped Shull grow her business exponentially.

Model Advice

Based on her experiences and learning, Shull offers advice for agents. First, she suggests reading the best-selling book “HyperLocal, HyperFast Real Estate Agent,” by her husband, Dan Lesniak. Shull advises all agents read his book, “not because he’s my husband, but because it gives unique, inexpensive, and practical tips to generate a lot of leads.”

Next, she recommends going to conferences. “Being in an environment surrounded by successful agents will make you successful, too,” she relates. “It improves your mindset.”



Keri Shull and Dan Lesniak with their children, Braden and Kierra



Keri Shull and Dan Lesniak



Braden Lesniak

Mindset is extremely important, according to Shull. “Don’t be easily offended, it’s a waste of energy. For instance, if someone decides to use another agent, instead of being upset, be introspective and learn why they didn’t choose you. This will help you improve.” She continues, “Those who rebound quickly and have a powerful, positive mindset will do well in this industry.”

Also, she advises agents to “find your target niche and know everything you can about it; be the expert.”

Model of Success

While following all these practices herself, Shull offers another piece of advice: “Money is an important factor, but it’s not everything. If you can spend time with the people you love and on the charities you support, life is good.”

To Shull, success is wrapped up in a healthy work–life balance.

In fact, Shull takes off Fridays and weekends to be with their son, Braden (2), and daughter, Kierra (3 months). As a family, they enjoy traveling, as well as going to Nationals baseball games and Capitals hockey games.

Giving back to charities also balances Shull. She supports the charity Doorways for Women and Families, an organization that works to create a permanent shift in mentality for women and children affected by domestic violence by helping women find a job, a home, and develop skills in managing finances.

Additionally, the Keri Shull Team is a corporate sponsor for the Leukemia and Lymphoma Society’s Man & Woman of the Year campaign.

Success also comes in the form of career satisfaction. “I absolutely love knocking it out of the park for a client,” Shull states, “touching more lives in a positive way.”

In fact, she diligently trains her team so that they “consistently create that stellar client experience,” the kind lacking in the real estate transactions her parents experienced.

Shull’s example shows that wherever a bad experience or perception exists, with the right motivation and coaching, there is enormous opportunity to do it differently. And model a new way.

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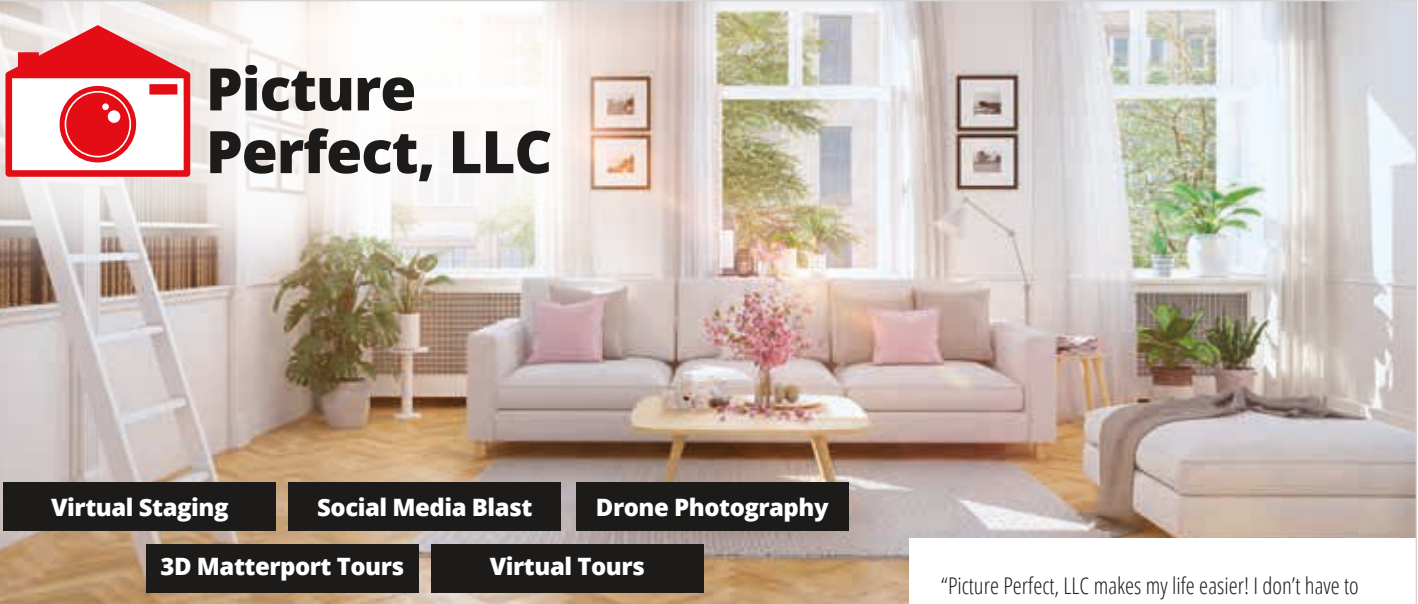
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HELPFUL TIPS WHEN PURCHASING A REAL ESTATE WEBSITE



By Wade Vander Molen



As a guy who spends his day helping real estate agents with their marketing plans and learning new strategies for business, I see a lot of Realtor® websites. Some of these websites are good, many are not so good. I see the “free” company website, all the way to the custom-built website that has 30-plus pages and top-of-the-line IDX integration. With so many options, where does a real estate agent start? If this sounds all too familiar, keep reading—because here are helpful tips to know before purchasing a real estate website.

1. Cost: How much should I pay for a website?

There is no one answer as your budget is up to you. If you get an expensive website quote, have the website developer explain exactly what you are paying for, along with the SEO results you can

expect from that work. I’ve seen people and companies prey on unsuspecting Realtors®, and it’s not pretty. On the flip side, invest in your business and get a website that you own and control. The \$29.95 a month website is exactly that.

2. Do I need to provide information to the website developer/ company?

Yes, these companies can set up initial “themes” (design) for your website, but finished websites don’t magically appear. The web developer needs information provided for each page: headers, and specific content. In other words, be prepared to do some work on your end, as well. Get the web developer/company what it needs in a timely manner and your site will be completed sooner.

3. Get a “search-engine friendly” website platform

Google rules the search engine world and it likes certain platforms over others, such as WordPress, Wix, Website Box, and Placeter. There are many to choose from, so check them out. Having a nice looking site is great, but search-engine friendly is by far more important. I would above all avoid free provided sites or cheap monthly cost sites.

4. Get acquainted with your website and learn how to use it

If you were to buy a car, it would make sense to look up information about the car and learn about the features and how to use them. If you are investing in a WordPress or a Wix site, take time and learn about each platform and how it can help you. Find out if there are trainings available to shorten your learning curve.

Bottom line—learn how to use your website. The more you know, the more powerful this tool becomes.

5. Make sure your website is “Mobile Friendly”

Also known as “Responsive Design.” Over 50 percent of all on-line searches are done through mobile devices. If your real estate website isn’t set up to be user-friendly on mobile devices, that will hurt your ranking with search engines, as they reward these

sites first in search rankings. It will also cause people who “find your website” to not stay there long.

Your real estate website is your online storefront. It should be an important purchase in your business; having the upfront knowledge on what to tell your web developer will make the process easier and, in the end, you will have a search engine friendly and user-friendly website.



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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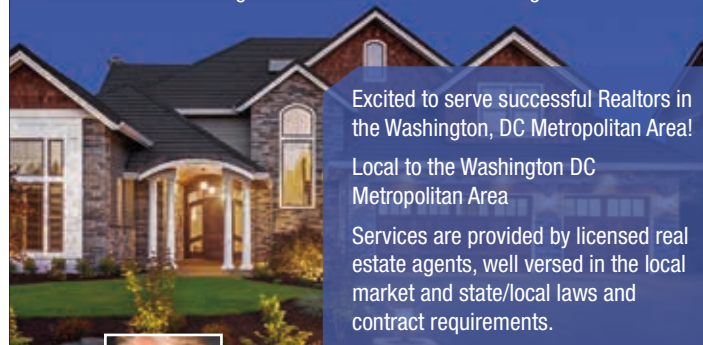


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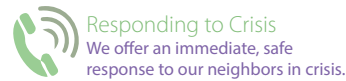


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TOP 150 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	51	31	82	\$188,777,050
2	Keri Shull	Optime Realty	106.5	147	253.5	\$181,638,749
3	James Coley	Long & Foster Real Estate	85	77	162	\$158,166,323
4	David Getson	Compass	59.5	146	205.5	\$150,518,989
5	Marc Fleisher	TTR Sotheby's International Realty	35	12	47	\$118,258,972
6	Phyllis Patterson	TTR Sotheby's International Realty	63	55	118	\$109,448,842
7	Michael Rankin	TTR Sotheby's International Realty	26	15	41	\$100,613,649
8	Sue Goodhart	McEneaney Associates	68.5	54	122.5	\$95,776,642
9	Jennifer Smira	Compass	68	56	124	\$92,838,310
10	Jennifer Walker	McEneaney Associates	57.5	66	123.5	\$81,504,995
11	Brian Wilson	Wilson Realty Group	119	20	139	\$78,769,591
12	Cynthia Schneider	Long & Foster Real Estate	105.5	51	156.5	\$77,738,065
13	Nathan Guggenheim	Washington Fine Properties	49	55	104	\$71,418,485
14	Wendy Banner	Long & Foster Real Estate	33	30	63	\$70,482,110
15	Nurit Coombe	RE/MAX Elite Services	53.5	48	101.5	\$66,886,090
16	Daryl Judy	Washington Fine Properties	27	20	47	\$66,846,064
17	Kimberly Cestari	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	34	22	56	\$62,495,500
18	Mark McFadden	Washington Fine Properties	15.5	6	21.5	\$62,444,100
19	Eric Stewart	Long & Foster Real Estate	61	22	83	\$61,948,586
20	Alejandro Luis Martinez	RE/MAX Elite Services	58	141	199	\$61,450,131
21	Hans Wydler	Wydler Brothers	28	17	45	\$59,639,506
22	Robert Hryniewicki	Washington Fine Properties	13.5	10	23.5	\$59,122,200
23	Dianne Van Volkenburg	Long & Foster Real Estate	26	13	39	\$58,491,450
24	Lilian Jorgenson	Long & Foster Real Estate	42	10	52	\$56,937,000
25	Erich Cabe	Compass	30	34	64	\$56,860,200
26	Piper Gioia	TTR Sothebys International Realty	18.5	10	28.5	\$56,414,900
27	Jane Fairweather	Coldwell Banker Residential Brokerage	44.5	18	62.5	\$54,922,790
28	Michael Brennan	TTR Sotheby's International Realty	33	17	50	\$54,795,901
29	Michelle Yu	RE/MAX Town Center	57.5	20	77.5	\$54,270,719
30	John Kirk	Tower Hill Realty	92.5	3	95.5	\$53,052,170

Disclaimer: Information based on reported numbers to MLS as of December 6, 2017. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. D.C. Metro Real Producers does not compile this data nor claim responsibility for the stats reported to/by MLS. Data may vary up to 3 percent.

TOP 150 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
31	Tamara Kucik	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	67.5	36	103.5	\$53,014,244
32	Barak Sky	Long & Foster Real Estate	43.5	35	78.5	\$52,258,039
33	Janet Callander	Weichert, Realtors	36	18	54	\$52,098,147
34	Elizabeth Lucchesi	Long & Foster Real Estate	41.5	31	72.5	\$51,782,388
35	Koki Adasi	Long & Foster Real Estate	37	57	94	\$51,531,146
36	Brent Jackson	TTR Sotheby's International Realty	34.5	20	54.5	\$50,149,748
37	Irina Babb	RE/MAX Allegiance	60	22	82	\$49,944,300
38	Billy Buck	William G. Buck & Assoc.	17	11	28	\$49,698,800
39	Daniel Heider	TTR Sotheby's International Realty	12	27	39	\$49,451,590
40	Kimberly Casey	Washington Fine Properties	28	8	36	\$49,202,064
41	Dana Rice	Compass	24.5	30	54.5	\$48,021,619
42	Melinda Estridge	Long & Foster Real Estate	28.5	38	66.5	\$48,010,850
43	Jennifer Thornett	Washington Fine Properties	9	8	17	\$47,312,500
44	Terry Belt	Keller Williams Realty	22.5	34	56.5	\$46,641,098
45	Tom Francis	Keller Williams Realty	24	12	36	\$46,369,500
46	Lauren Davis	Washington Fine Properties	13	11	24	\$46,108,500
47	Christopher White	Long & Foster Real Estate	42.5	19	61.5	\$45,072,298
48	Chelsea Traylor	Redfin	72	2	74	\$45,022,576
49	Joel Nelson	Keller Williams Capital Properties	35	23	58	\$44,776,431
50	Margaret Babbington	Compass	23.5	46	69.5	\$44,019,651
51	Trent Heminger	Compass	49	14	63	\$43,975,225
52	Roby Thompson	Long & Foster Real Estate	27	23	50	\$43,722,650
53	Kira Epstein Begal	Washington Fine Properties	20	30	50	\$43,660,350
54	Marjorie Halem	Long & Foster Real Estate	31	18	49	\$43,595,642
55	Marianne Prendergast	Washington Fine Properties	28	7	35	\$43,445,200
56	Russell Firestone	TTR Sotheby's International Realty	14.5	16	30.5	\$43,340,450
57	Barbara Beckwith	McEnearney Associates	21	8	29	\$42,745,650
58	Carlos Garcia	Keller Williams Capital Properties	35	18	53	\$42,655,367
59	Antonia Ketabchi	Redfin	4.5	51	55.5	\$41,067,315
60	Jeremy Lichtenstein	RE/MAX Realty Services	31	4	35	\$40,916,366

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
61	Victor Llewellyn	Long & Foster Real Estate	58.5	27	85.5	\$40,330,650
62	Lisa Dubois-Headley	RE/MAX By Invitation	34	20	54	\$40,002,900
63	Kara Sheehan	Washington Fine Properties	10.5	7	17.5	\$39,916,687
64	Tyler Jeffrey	Washington Fine Properties	13.5	46	59.5	\$39,286,332
65	Carolyn Sappenfield	RE/MAX Realty Services	20	16	36	\$39,258,288
66	James C. Peva	Washington Fine Properties	7	7	14	\$38,760,000
67	Elaine Koch	RE/MAX Metropolitan Realty	44.5	16	60.5	\$38,725,200
68	Thomas Faison	RE/MAX Allegiance	33	9	42	\$38,533,386
69	Jeffrey Wilson	TTR Sotheby's International Realty	18	16	34	\$38,286,500
70	Raymond Gernhart	RE/MAX Allegiance	36	47	83	\$37,979,921
71	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	16	37	53	\$36,357,350
72	Traudel Lange	Washington Fine Properties	17.5	11	28.5	\$36,202,500
73	Robert Sanders	TTR Sotheby's International Realty	36.5	10	46.5	\$36,175,648
74	Nancy Itteilag	Washington Fine Properties	11.5	16	27.5	\$35,977,099
75	Laura Mensing	Long & Foster Real Estate	23	15	38	\$35,586,680

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TOP 150 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
76	Thomas Paolini	Redfin	12	40	52	\$35,576,258
77	Theresa Valencic	Long & Foster Real Estate	13	8	21	\$35,381,000
78	Elizabeth Twigg	Washington Fine Properties	23	13	36	\$35,195,617
79	Loic Pritchett	TTR Sotheby's International Realty	16.5	23	39.5	\$35,052,138
80	Seth Turner	Compass	12.5	40	52.5	\$34,989,338
81	Nathan Dart	RE/MAX Realty Services	56	25	81	\$34,980,988
82	Anne DiBenedetto	Washington Fine Properties	16	5	21	\$34,453,714
83	Anslie Stokes Milligan	McEneaney Associates	27	26	53	\$34,393,481
84	Dean Yeonas	Yeonas & Shafran Real Estate	14.5	12	26.5	\$33,832,630
85	Ginette R. Winston	Winston Real Estate	26	21	47	\$33,803,000
86	Peter Braun	Long & Foster Real Estate	31	30	61	\$33,763,550
87	Jonathan Lahey	RE/MAX Fine Living	39	48	87	\$33,763,295
88	Andrew Riguzzi	Compass	17.5	22	39.5	\$33,186,699
89	Ronald Sitrin	Long & Foster Real Estate	29.5	12	41.5	\$33,117,140
90	Avi Galanti	Compass	16.5	19	35.5	\$33,110,976

Rank	Agent	Office	List #	Sell #	Total #	Total \$
91	Jason Townsend	Keller Williams Capital Properties	35	22	57	\$32,664,450
92	Elizabeth Lavette	Washington Fine Properties	10	9	19	\$32,378,750
93	Norman Domingo	XRealty.net	65	2	67	\$32,171,880
94	Alyssa Crilley	Washington Fine Properties	16	10	26	\$32,125,950
95	Todd Vassar	Compass	11	28	39	\$31,924,805
96	Elizabeth Brent	Keller Williams Capital Properties	52	2	54	\$31,651,959
97	Jennifer Knoll	TTR Sotheby's International Realty	17.5	8	25.5	\$31,646,600
98	Anne Weir	Washington Fine Properties	8	7	15	\$31,447,500
99	Tina Cheung	RE/MAX Realty Centre	13	55	68	\$31,412,338
100	Christine Garner	Weichert, Realtors	25	13	38	\$31,365,300
101	Louis Chauvin	Compass	4.5	12	16.5	\$31,103,490
102	Judy Cranford	Cranford & Associates	11.5	28	39.5	\$31,048,900
103	Jay Day	Real Estate Teams	49.5	17	66.5	\$31,020,997
104	Michael Matese	Long & Foster Real Estate	22.5	8	30.5	\$31,013,006
105	Elizabeth Conroy	Keller Williams Realty	17	18	35	\$30,807,614

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CRAIG JENKINS
BRANCH MANAGER
Residential Mortgage Officer
NMLS ID 197149

TOP 150 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
106	Karen Close	Century 21 New Millennium	22	10	32	\$30,736,049
107	Marsha Schuman	Washington Fine Properties	10.5	4	14.5	\$30,554,000
108	Susan Ellis	RE/MAX Realty Centre	36.5	19	55.5	\$30,290,409
109	Mehrnaz Bazargan	Redfin	54	2	56	\$30,045,449
110	Delilah Dane	Redfin	44.5	1	45.5	\$29,826,800
111	Robert Jenets	Stuart & Maury	17.5	11	28.5	\$29,735,100
112	Lisa Sabelhaus	RE/MAX Town Center	44	28	72	\$29,601,681
113	Marshall Carey	Redfin	45	3	48	\$29,516,612
114	Bradley Rozansky	Long & Foster Real Estate	28	6	34	\$29,507,000
115	Juan Umanzor	Long & Foster Real Estate	31	69	100	\$29,380,712
116	Steven Wydler	Wydler Brothers	14.5	8	22.5	\$29,330,700
117	Joan Cromwell	McEneaney Associates	12	21	33	\$29,300,600
118	Bryan Kerrigan	Redfin	64.5	0	64.5	\$29,201,340
119	Jonathan Taylor	TTR Sotheby's International Realty	7.5	6	13.5	\$29,173,688
120	Cynthia Howar	Washington Fine Properties	5	3	8	\$29,032,000

Rank	Agent	Office	List #	Sell #	Total #	Total \$
121	Anne Killeen	Washington Fine Properties	18.5	5	23.5	\$28,852,850
122	Joshua Ross	RE/MAX Realty Services	20	19	39	\$28,843,785
123	Mynor Herrera	Keller Williams Capital Properties	28	38	66	\$28,601,200
124	Creig Northrop	Long & Foster Real Estate	58	0	58	\$28,352,638
125	George Koutsoukos	Long & Foster Real Estate	4	15	19	\$28,120,500
126	Frederick Roth	Washington Fine Properties	10	8	18	\$28,032,100
127	Eric Murtagh	Evers & Company Real Estate	17	2	19	\$27,993,760
128	Susan Maguire	Washington Fine Properties	13	10	23	\$27,786,350
129	Michael Lederman	Keller Williams Capital Properties	40	1	41	\$27,664,425
130	Robert Ferguson	RE/MAX Allegiance	18	16	34	\$27,498,216
131	Megan Fass	Frankly Real Estate Inc	12	22	34	\$27,415,696
132	Thomas Arehart	RE/MAX Allegiance	36	22	58	\$27,310,100
133	Fouad Talout	Long & Foster Real Estate	9	7	16	\$27,122,250
134	Xuri Wang	Hometown Elite Realty	4.5	21	25.5	\$26,914,513
135	Rong Ma	Libra Realty	5	36	41	\$26,857,300

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TOP 150 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
136	Thomas Hennerty	NetRealtyNow.com	75	5	80	\$26,642,792
137	KyMBER Lovett-Menkiti	Keller Williams Capital Properties	48	1	49	\$26,569,002
138	Ross Vann	Compass	17	19	36	\$26,537,900
139	Meredith Margolis	Compass	10	18	28	\$26,454,752
140	Marjorie Dick Stuart	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	17	9	26	\$26,450,000
141	Thomas Buerger	Compass	18	25	43	\$26,321,131
142	Leslie Friedson	Long & Foster Real Estate	18.5	14	32.5	\$26,287,850
143	Christine Rich	Long & Foster Real Estate	15	16	31	\$26,272,900
144	David Lloyd	Weichert, Realtors	15.5	16	31.5	\$26,258,468
145	Kathleen King	Washington Fine Properties	10	14	24	\$26,253,000
146	Pamela Wye	Compass	17	24	41	\$26,146,400
147	Robert Carter	Century 21 Redwood Realty	26	16	42	\$26,126,201
148	Sheena Saydam	Keller Williams Capital Properties	17	36	53	\$26,039,094
149	Bradley Kintz	Long & Foster Real Estate	45	9	54	\$26,013,750
150	Laura McCaffrey	Evers & Company Real Estate	11	13	24	\$25,817,500

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