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Generate more business from Instagram this summer.

Most Realtors® have a pretty good grip on marketing themselves via Facebook. Twitter has become second nature for many as well. I can't help but notice, though, that some real estate agents seem to be a little hesitant when it comes to wading into the waters of Instagram. If you're among those Realtors®, I can't help but ask — what are you waiting for?

Instagram isn't a novelty app anymore and it's not just for teenagers. In reality, it is the fastest growing social media platform globally and currently has more than 800 million monthly active users; many experts believe that number could reach one billion in 2018.

This summer, make it your goal to build your presence on Instagram and develop relationships that could translate to listings. Here are some tips and tricks for making the most of your time on "Insta":



Mix up your posts

After joining Instagram, your gut reaction may be to just post pictures of your listings all the time. After all, you spent money to have beautiful, professional pictures taken and it only seems natural to post them on a photo-driven social platform.

Your instinct is correct, however, there needs to be more to your Instagram marketing strategy. Try to aim for balancing different types of posts, like events in your community, "behind the scenes" in the office, and open house announcements. Keep it fresh and interesting and curate content that fits your brand.



Embrace the #hashtags

If you've never been big on using hashtags, Instagram is the place to start. The right hashtags will get your real estate business out in front of larger and more targeted audiences.

Some hashtags are more broad and will connect you with a bigger audience — for example, #realtor, #justlisted, and #forsale are widely popular in real estate. However, in addition to the broad tags, add more specific ones to attract local prospects like, #dcrealestate or #dchomes. Try to use a combination of different hashtags for each post to ensure they are getting in front of the right people.



Resist the urge to sell

You're on Instagram because you want to generate business, but this social platform is especially averse to blatant selling. Instead, you are selling a lifestyle using photos and videos that fit whatever image you want to convey. If you are projecting your unique personality, helping followers understand what you're all about, and posting gorgeous property images, you will ultimately attract the customers you're looking for.

Of course, don't pass up opportunities to make sales, but save the aggressive tactics for elsewhere.

It may feel like there's a new social media platform every day that you're supposed to sign up for, but Instagram isn't going away. And, let's face it — with a nonstop feed of highly visual content, Instagram was made to sell real estate.



Struggling to come up with interesting post ideas for your Instagram?

Want help with hashtags?

Tina is always up for a brainstorming session, so call her today!



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Todd Greenbaum
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Dear DC Metro REAL Producers,

Our Summer Fling on June 14 in Bethesda was a great time, and we donated all proceeds to Habitat for Humanity. It is a joy to be part of creating space for this amazing community to connect, and form/strengthen relationships. Photos of the event will be in next month's issue. Be sure to mark your calendar for Nov. 8th for our second annual Mastermind!

A reminder of what *DC Metro Real Producers* is and our mission:

We are a local, Realtor®-centric publication and platform covering lifestyle, growth, and development for the top-producing Realtors®. We provide 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 DC Metro area. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top .05% of your industry.

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 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 about where you'd like to see events held. We are also adding a question section and calendar section next month! Stay tuned!!

With gratitude,

Kristin Brindley
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Presents

Golden Nuggets



Jenn Smira

"It's important to understand the clients' needs, not your own. In this field, listening and nonverbal communication is so important."

"Working with people's lives is a big responsibility. It's not about 'the fast buck;' it's about conducting business with honesty and integrity."

"Work where you feel inspired and where you're respected, where you can be your authentic self."



Nancy Itteilag

[Because of] "a commitment to hard work and going the extra mile for my clients ... the majority of my business is repeat clients and their referrals of their own family members, friends and business associates."

"Always reinvent yourself and find new ways each year to improve."



Ryan Butler

"Ownership is a powerful tool and feeling. Knowing that I have full control of my business and can make it as great as I want is empowering."

"I don't mind putting in the long work hours to help my clients find their ideal home or investment property. I hate the idea of being outworked!"



George Glekas

"I knew I could create a company with the highest level of service and quality that people would want to come to."

"No matter how busy we are — it's important to remember that each transaction is a person, a couple, a family, an investor — and it's a big moment for them."



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George Glekas

and *GPN Title, Inc.*

George Glekas, owner of GPN Title, Inc., was primed to understand the needs of Realtors® since childhood. The first Realtor® he ever worked with was his mother, back in the late 1970s, when George was a kid. He covered hundreds of homes, going door to door passing out her branded calendars. He met her agent friends and helped her prepare for open houses. “As she grew her business, I watched her help so many people and make so many friends; she was noticeably proud each time she helped someone through the process,” says George.

George grew up in Rockville, and graduated from Loyola College with a major in biology and minor in philosophy. After living out west for a while, he moved back home in 2000 to help care for his mother, who was diagnosed with pancreatic cancer. Shortly after coming home, he married his girlfriend, Elleni, who moved to Maryland with him. His mother passed in 2001. “I think about her often and the effect she had on people. She loved what she did, and I want to feel the same way,” says George.

After working as a scientific consultant for two years, George decided to go to law school to become a patent lawyer. However, right after he took the bar, he was offered a job at a real estate law firm in Rockville. He was starting a family, the office was close to home, and real estate always interested him, so he took the job. Over the next four years, he learned the ins and outs of the industry, did thou-



Photos by Howard Lansat Photography



Brad Smith, Amy Budd, Anky Arifin, Stephanie Karangelen, George Glekas, Elleni Glekas, Andrew Berg, John Gilbert, and Michelle Green

sands of settlements and met many great people. As his family grew, George decided that he had what it took to go out on his own. “I knew I could create a company with the highest level of service and quality that people would want to come to,” says George. So, George left, and GPN Title (named after George and his oldest two sons, Peter and Nicholas) was born in August of 2009.

Nine years later, GPN Title continues to strive to be the most proactive and responsive title company around. “Around the office, we remind ourselves that it’s someone’s big day today. No matter how busy we are or how many closings we might have that day, it’s important to remember that each transaction is a person, a couple, a family, an investor — and it’s a big moment for them,” says George.

George knows that GPN Title reflects the good judgment of the Realtors® they work with. They are an essential part of the client’s overall experience. Whether the client was referred to GPN or not, GPN moves through the process efficiently and carefully, ensuring the Realtor® and client are treated with professionalism and respect. “At least for this one transaction, we are a team and we should complement each other. We want to know what they want. We want them to be happy, and we want them to want to come back,” says George.

George and GPN Title are implementing several new things this year to help streamline the process for agents and consumers. They have added a new, accurate and easy-to-use online calculator that will allow buyers, sellers, agents and lenders to calcu-

late fees and estimate closing costs for any residential transaction in Maryland, D.C. and Virginia for both buyers and sellers. This new calculator, available online or as an app on their phone, will allow agents and lenders to personalize their profile so when clients log in, their information will be posted on the page.

They are also taking the steps to go paperless with preDOCS and Digital-Docs. preDOCS will allow buyers and sellers to enter all their information on a secure site. This will eliminate

the need to fill out forms, and will provide a secure portal to disclosing wiring and account information. DigitalDocs allows the GPN post-closing team to upload closing packages for buyers or sellers to a secure portal that will be available to them forever. Any time they go online to check their closing documents, their agent and lender will get an email letting them know the client is possibly back in the market for a home or a loan. Similar to the calculator, this software will allow agents and lenders to personalize their profile so when their clients log in with their password, their picture and contact information will be featured on the page.

George and Elleni have four children: Peter (11), Nicholas (10), and twins George and Eva (both 8). Elleni is also part of the GPN team and works with George in the office on finance, human resources, and marketing strategy. When George and Elleni are not in the office, they are usually attending their children’s sporting events, participating in their Greek and church communities, and heading to the beach in the summer for some fun and relaxation with their family.

GPN Title can be contacted at 301-294-4055 or gglekas@gpntitle.com, or by visiting www.gpntitle.com.



George and Elleni Glekas with Peter, Eva, George and Nicholas



Elleni and George Glekas



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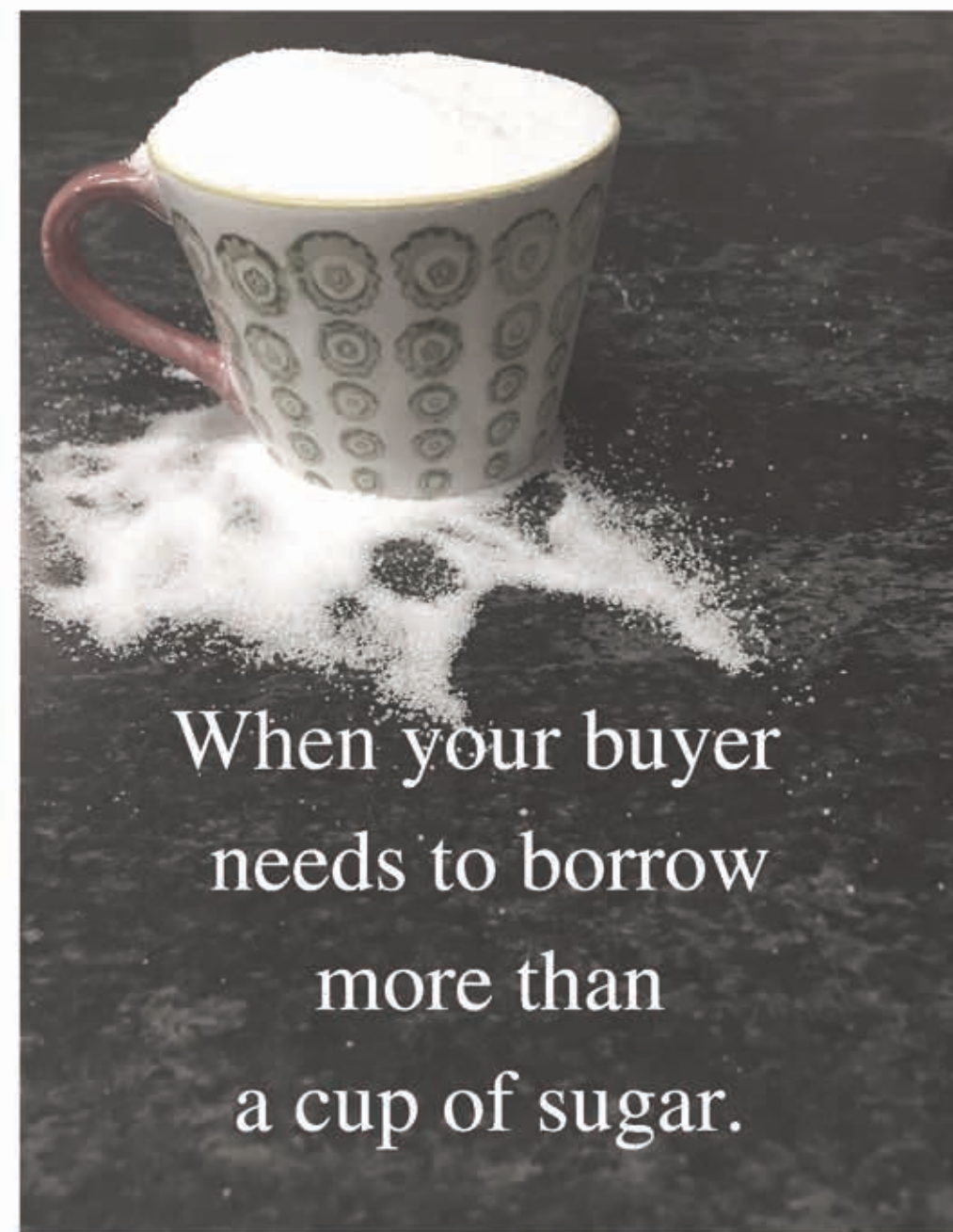
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Ryan Butler

RUNNING AT FULL THROTTLE



Meredith Mathis (buyer's agent), Ryan Butler, and Fallon Shoemaker (operations manager)

Ryan Butler started out as a part-time real estate agent while still working as an information technology consultant for government entities and large corporations. What began as a way to gain easier access to investment properties quickly became a full-time passion.

"I bought my first home in 2011, then followed that with more than a dozen personal transactions. The experience gained from multiple renovation projects, house flips and financial structuring fueled my desire to go into real estate even more. I knew that becoming a licensed agent was the next logical step in my career path, where I could leverage my skills and help people in their journey to buy and sell property."

Ryan, of DC Homes and Lifestyle, with Keller Williams Capital Properties, has been an agent for a little more than two years and only full time since 2017. Last year, his total volume was \$7.8 million in 22 transactions, and he was named Keller Williams 2017 DC/MD Regional Rookie of the Year.

Although Ryan acknowledges he hasn't officially been in the real estate industry long, his discipline and tenacity have already proven to be strong business tools. Ryan runs

at full throttle, beginning his day at 5:30 a.m. and often working into the late evening. He has set ambitious goals with concrete objectives.

"Within the next year, I'd like to build my team to at least three agents and two administrative staff. Eventually, my long-term goal is to build it into an MREA-style, seventh-level business, with sustainable and honest business practices that adhere to my core values. I am constantly striving to be a better business owner and leader."

Ryan says he loves the creation and growth process of building his business from the ground up. "Ownership is a powerful tool and feeling. Knowing that I have full control of my business and can make it as great as I want is empowering."

He says the most rewarding part of being an agent is helping people make informed deci-

sions for themselves. "I'm not a salesperson — I'm a no-pressure consultant. I don't mind putting in the long work hours to help my clients find their ideal home or investment property. I hate the idea of being outworked!"

Often, that commitment carries over into his work-life balance, and he admits that this is his biggest personal challenge. "I'm in super-growth mode right now, so I'm honestly still figuring that out," he laughs. But he can always find time to spend with his wife, Daria, whom he met shortly after college. They both are avid travelers, and take trips around the country and internationally several times a year. They also enjoy partner dancing in salsa, bachata, kizomba, and zouk. Staying active is important to Ryan, who also participates in indoor rock climbing, basketball, martial arts and coaching youth sports.

Another aspect of his life that is dear to his heart is his church home, Waterfront Church DC. "They do such great work in the community with programs such as 'Night to Shine,' where they put on a prom at Nationals Stadium for teens with special needs. I'll support anything they're involved in."

Ryan is originally from the Mississippi Delta, but has traveled the world while growing up in a military family. He eventually landed at Georgetown University, where he played football and earned a bachelor's degree in computer science. It was after graduating in 2008 that he decided to plant roots in the area. He and his wife now live in Southwest Waterfront, and are active, involved members of the community.

When asked about his favorite quotes, Ryan said that even though there are many sayings from notable people throughout history, his favorites are from his mom. "She was very affirming and supportive. The quote that motivates me the most is 'Go and do great things today.'"

With Ryan's rapid success, it looks like his mother's advice is exactly the motivation he has used to become a rising star in the industry.



Ryan and Daria Butler



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GET SEEN IN 2018

Why Video Content Is King

By Christina Daves



A study conducted by Cisco says that by 2019, 80 percent of all internet consumption will be on video. You read that correctly – 80 percent. So, if you are not producing video content, you aren't going to be seen. Here are some tips to get into the video content space if you aren't already there and if you are, how to up level it.

1. Every listing on your website should have a video associated with it. I love to use “imagine if” statements to get people hooked. If it's near the holidays, “Imagine cooking your Thanksgiving

turkey in this Viking oven.” If it's near the Super Bowl, “Imagine your 80-inch television hanging here and all your friends gathered in this awesome basement.” Help people envision their new life in your listing.

2. People are very wary of giving you their name and email address. On your opt-in page of what you are offering people for free in exchange for their information (a staging guide, a financing guide, first-time homebuyers cheat sheet, etc.), add a video. Tell them about you. Tell them what you are going to give them

and that you aren't going to spam them. Ask them to reply to your email after they get their “freebie” and let you know what they think about it.

3. This is one of my favorite tips. On your signature line of your email address, add a short bio video. Tell people who you are. Why you are a real estate agent. What you love to do and who you love to work with. Make it real by adding something personal: you are a native Washingtonian, you're a mother of four,

you love football. Share something so people can relate to and connect with you.

Video allows people to get to know, like, and trust you. None of these videos should be staged or using a professional videographer. Turn on your phone, and start recording. Let as many people as possible get to hear and see the real, authentic you through video. 2019 is right around the corner. Make sure you're the real estate agent getting seen by 80 percent of your potential clients and customers.



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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-Sarah Yelton from Gainesville, VA

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Photos by Ryan Corvello Photography

Nancy Itteilag

and Children's National Medical Center

Nancy Itteilag, an associate broker with Washington Fine Properties, was first introduced to Children's National Medical Center as a mother with an 8-year-old daughter in need of kidney care. The doctors, nurses and staff made her daughter's visits and treatments as caring, professional and timely as possible.



Debbie Boizelle, chairman of Children's National Medical Center's annual Care For Kids campaign, with Nancy Itteilag

Nancy was very impressed with the extra effort they made to make her and her daughter feel at ease with her treatment schedule, tests, and ongoing care. "There is an energy and high level of commitment on the part of the doctors, nurses and staff to make the hospital experience the best it can be for children and their families," says Nancy.

Children's National Medical Center is the premier provider of pediatric services in the Washington, D.C., metro area, and has been serving the nation's children since 1870. It's the only health system that is designed around the unique needs of kids. With a mission to be the foremost research hospital for children, they have been globally recognized for pioneering new therapies and treatments, including heart, cancer, neurology, and general surgery innovations. They are ranked number one in Neonatology, are named as one of the nation's top 10 children's hospitals by *U.S. News & World Report*, and are Magnet®-designated for excellence in nursing.



Nancy Itteilag with her staff: Gray Wallace, Chris Itteilag (Nancy's son), and Sydney Vaughn

They are also a strong voice for children through political advocacy at the local, regional and national levels; if there is legislation concerning pediatric care on the table, they are the first ones there to help develop it.

When three of Nancy's clients (Diana Goldberg, a board member for over 20 years and founder of the Heroes Gala; Debbie Boizelle, chairman of the annual fall Care For Kids campaign; and Marion Brodsky, Development Director) asked Nancy if she would be interested in doing more for the organization, she did not hesitate. Over the years, Nancy and her six children (all adults now) have been involved with many fund-raisers, galas, and activities for Children's National Medical Center.

With an MBA from The Wharton School, Nancy's background in business helped prepare her for careers

in marketing that eventually evolved into a lifelong love of real estate. For over 30 years, Nancy has developed a broad resale market of homeowners and clients who have known her since the beginning. In addition to homeowners, Nancy has represented various embassies, developers and corporations, such as Exxon/Mobil, General Dynamics, and IBM, with their moves to the metro area.

The Wall Street Journal and Real Trends recognized Nancy as the number-nine agent in the USA in 2007, and has recognized her multiple times since then as one of the top agents in the country. *Washingtonian* magazine has recognized her as well, as one of the DC-Area's Best Real Estate Agents in 2018, 2017, 2016, and previous years. Nancy has also been featured multiple times in *DC Magazine's* Leading Women in

Business profiles. Nancy attributes her success to "a commitment to hard work and going the extra mile for my clients. As a result, the majority of my business is repeat clients and their referrals of their own family members, friends and business associates." It's important, she says, to "always reinvent yourself and find new ways each year to improve." When she's not hard at work, Nancy enjoys tennis, swimming, and golfing with her husband.

To help make a difference with Children's National Medical Center, you can reach out to Diana Goldberg at diana.goldberg@verizon.net; Debbie Boizelle, Board of Visitors and Care For Kids, at debbie@boizelle.com; and Marion Brodsky, Development Director, at marion.brodsky@gmail.com. You can also visit ChildrensNational.org for more information.

"Children's National Medical Center truly cares about our children and tries to put a smile on everyone's faces, even with difficult medical situations," says Nancy. "They truly save lives and help families with the utmost in caring and sensitivity."

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JENN SMIRA

Hard Work Is For Winners

Photo by **Howard Lansat Photography**

“Work is a winner’s weapon.” It is Jenn Smira’s, of the Jenn Smira Team, at Compass Logan Circle, favorite quote. “Hard work is the way to attain success.”

Work is something Smira has certainly never shied away from. She entered real estate in March of 2009, coming off eight years in technology sales, the last year of which saw her was taking real estate classes at night. “I got interested in real estate after my wife, Aimee, and I purchased a house in Capitol Hill in 2007,” recalls Smira.

Applying her work ethic and sales knowledge to real estate made Smira’s first year in real estate quite different from most. It was a stellar year, in fact, resulting in \$8 million in sales volume. The second year, she more than doubled the results, reaching \$20 million.

Everyone has to start somewhere, and Smira says she “started with buyers and with doing open houses.” Smira has proven that simple beginnings can build a firm foundation.

Upon the foundation, Smira added a healthy dose of hard work, resulting in skyrocketing success. Since the early days, she’s grown her team to 10, and they rank in the Top 5 Real Estate Teams in D.C. The team’s sales-price-to-list-price ratio is an impressive 99.3 percent, and they’ve sold over 1131 homes over the last decade. Additionally, Smira’s been one of Compass’ Top Brokerage Performers for eight years running.



Jenn Smira Team of Compass



Photos by Howard Lansat Photography

The Jenn Smira Team attributes their results to several factors: commitment to top-notch service; delivering the best market knowledge; advocating and negotiating for results; being innovative in a highly competitive market; and fostering deep-rooted relationships.

As a testament to the success of their approach, the team has an inspiring 100 percent customer-satisfaction rating and over 100 five-stars. To Smira, it's simple, though. It's all about the client. "I am most fulfilled when my clients are happy," she says.

Smira adds, "It's important to understand the clients' needs, not your own. In this field, listening and nonverbal communication are so important."

Likewise, she believes that real estate agents are "advisors" more than anything else. "Working with people's lives is a big responsibility," she reflects. "It's about conducting business with honesty and integrity." For example, sometimes Smira will recommend a client rent out their property, rather than sell it, because "it's the right thing for their situation."

For agents, she advises the policy of "working where you want to work, with people you like." She continues, "Work where you feel inspired and where you're respected, where you can be your authentic self."



Jenn and Sydney

Smira's authentic self is a combination of a solid work ethic, relentlessness, fine-tuned negotiating skills, the utmost diplomacy, and a positive attitude and outlook. This combination is what sets her apart and keeps her in the ranking as one of the top 10 agents in the city.

In addition to her bustling business, Smira serves as Executive Vice President of Compass, is a member of the District of Columbia Association of REALTORS® (DCAR) and previously served on the DCAR Public Policy Committee. Smira is also involved in the community; she is a board member for the charity DC W.I.S.E., is involved with Taste of H Street, and is a sponsor of J.O. Wilson Elementary school's fundraiser.

Smira and Aimee are proud parents to a daughter, Sydney (7). They now live in Northwest D.C., and enjoy traveling, sushi, playing tag and Uno, and having dance competitions after dinner. With her self-described competitive nature, which undoubtedly contributes to her success, Smira loves games, theatre and sports. She plays basketball and runs half marathons.

In her personal life and business, "work is a winner's weapon" that gives Smira her edge to achieve success, but it is her effort to keep in mind what is best for her clients that fuels her passion and will ensure her longevity.

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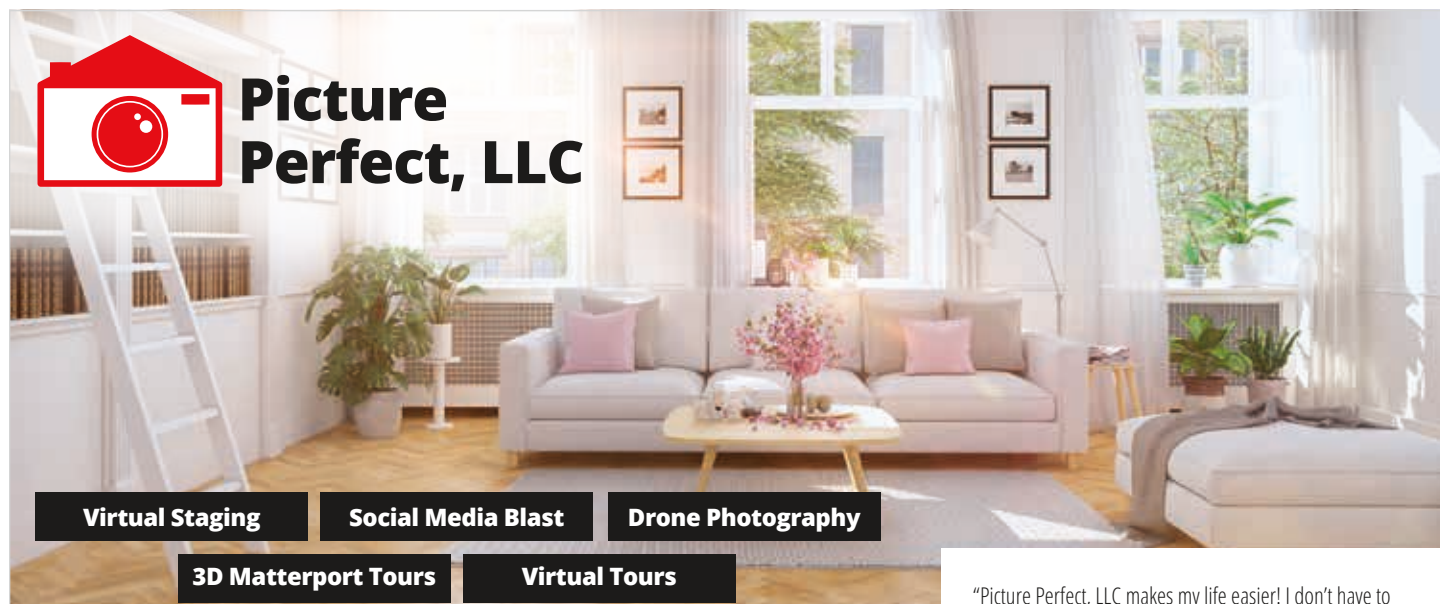
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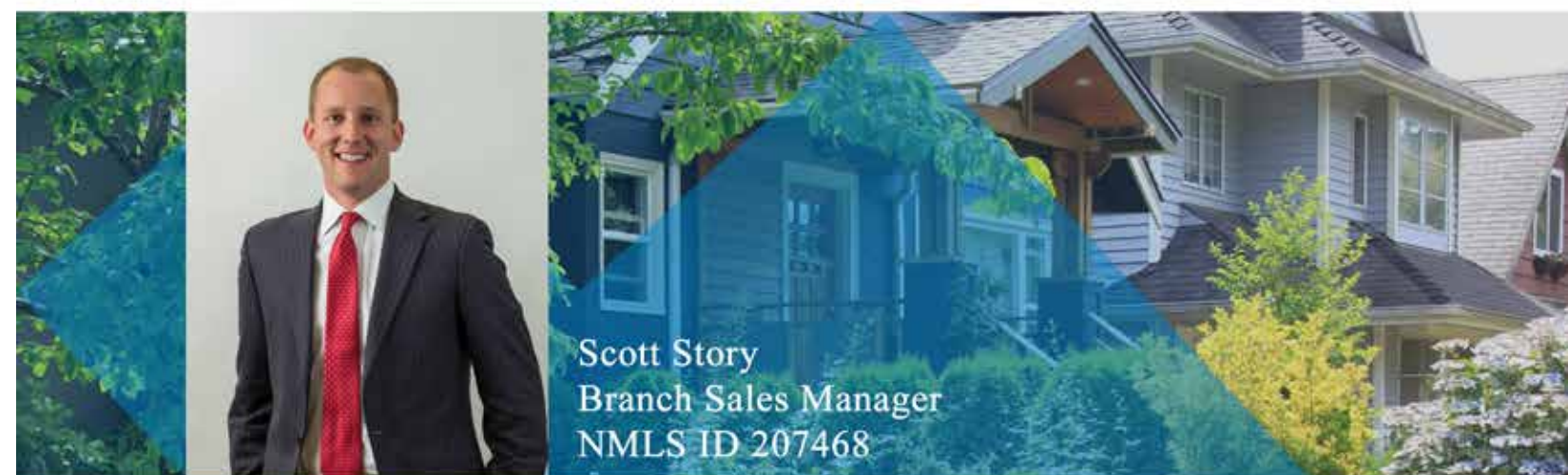
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THE LINK BETWEEN MINDSET AND ACHIEVEMENT

THE ROADMAP (PART 2)



In last month’s June issue, we introduced a three-part series, “The Link Between Mindset And Achievement.” In Part One, we covered “The Biggest Room In The World,” which is the room for improvement. The growth mindset, in addition to a perspective of thinking that confirms and commits to your personal development education, is what keeps you, DC Metro’s best in the industry, getting better.

Like a step-by-step family recipe that has withstood the test of time for the tastiest pie you’ve ever had, there is a proven roadmap that the highest achievers and most successful people in the world implement daily into their lives. Living to the fullest potential, both professionally and personally, is directly correlated to making the highest and best use of your time.

“The first hour of the morning is the rudder of the day,” said famed clergyman and social reformer Henry Ward Beecher. When you invest this first hour in yourself, the rest of your day will seem much smoother, and will unfold with great efficiency and effectiveness. Success leaves clues. The world’s elite, across the board, make the most out of establishing and following a pre-planned morning

routine. The most complete, comprehensive, and concise book published that shares a proven roadmap to follow and implement in your daily life is Hal Elrod’s *The Miracle Morning*. Elrod assures us that “Your life gets better only after you get better” and “Your outer world improves only after you’ve invested countless hours improving yourself.”

The Miracle Morning is a worldwide movement dedicated to waking up every day and giving yourself the gift of personal development, a gift that *you deserve*. The gift of personal development Hal shares is the SAVERS model: Silence (prayer/meditation), Affirmations, Visualization, Exercise, Reading, and Scribing.

Knowledge without action is useless. While it’s great to know what the Miracle Morning is, following the roadmap by implementing the system into your life is what will lead to the outcome of growth and development desired. There are three action steps I used to implement the SAVERS model in my own life and share them here for you to do the same:

1. Write down what your Miracle Morning will look like, including the activities and time-blocked time scheduled in your calendar.
2. Practice doing your Miracle Morning daily. Just like starting in real estate when you practiced perfecting your signature listing

presentation, or practiced mastering the art of closing, becoming better than you ever have before will gradually occur each and every time you practice your Miracle Morning.

3. Accept that your Miracle Morning will evolve and, after chunking it down into small pieces, over time it will grow into longer and more intense and focused activity.

Questions to consider: What will you read? What exercise will you commit to? What affirmations will you develop? To get the full experience, background, and detail on the Miracle Morning, I encourage you to purchase and read the book *The Miracle Morning*, by Hal Elrod.



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.”

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First Home Mortgage Corporation NMLS ID #71603 (www.nmlsconsumeraccess.org) Rob Mercer, a licensed MLO in DE, DC, MD, VA.

special events



SUMMER FLING 2018

Bethesda, MD
Held June 14, 2018



Summer Fling 2018 was a blast! Thank you, Real Producers! The casino-style entertainment was exciting and the property was gorgeous! All the excitement was intoxicating.

Lindsay Clark, of Wydler Brothers Real Estate — what an amazing listing!

What a way to start the summer.

Thank you all for participating in the silent auction for Habitat for Humanity. We are eternally grateful for our phenomenal partners. Shout-out to our spectacular sponsors: Donofrio Inspections and Wade Vander Molen, of Stewart Title and Escrow. Look for the awesome photos of Summer Fling 2018 in next month's issue.



stewart title
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SECOND ANNUAL MASTERMIND

Nov. 8 or 9, 2018

Stay tuned for updates!



LAUNCH PARTY

Wednesday, July 25, 2018
4-7 p.m.
McLean, VA

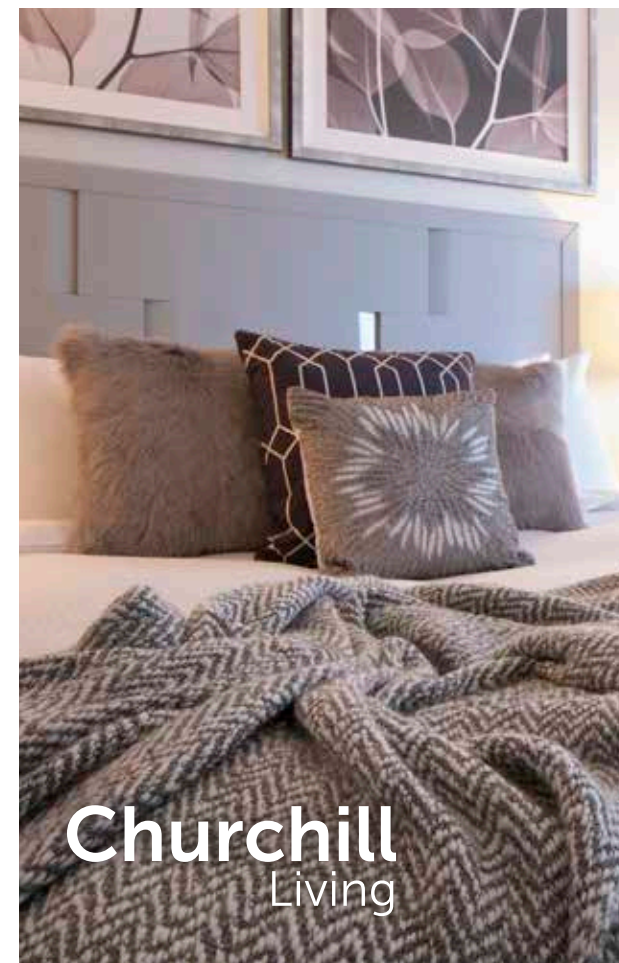


DC Metro Real Producers' first year in print has been wildly successful. So much so that we have launched a sister publication, *NOVA Real Producers*, for our Top 500 Agents in Northern Virginia.

We will be celebrating the launch of *NOVA Real Producers* with one of our signature REAL Producers events at a wonderful prop-

erty in McLean on Wednesday, July 25th. All of our DC Metro and NOVA Real Producers are invited! Look for your exclusive invitation by email coming soon. There will be recognitions, raffles, great food and beverages, and tons of networking with your peers — the best of the best in the DC and Northern Virginia real estate markets. We hope to see you all there!

For more information regarding all our Real Producers events, email us at Events@dcmetrorealproducers.com — and remember to LIKE and join us on Facebook!



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- D. Griffin, October 2016

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018 – May 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	17.5	13	30.5	\$72,599,000
2	David Getson	Compass	15	61	76	\$52,102,463
3	John Kirk	Tower Hill Realty	97	1	98	\$44,538,750
4	James Coley	Long & Foster Real Estate	20.0	16	36.0	\$40,405,425
5	Michael Rankin	TTR Sotheby's International Realty	10.5	7	17.5	\$40,021,495
6	Wendy Banner	Long & Foster Real Estate	15	14	29	\$36,238,150
7	Nurit Coombe	RE/MAX Elite Services	14.5	27	41.5	\$35,765,350
8	Alejandro Luis Martinez	RE/MAX Elite Services	33.5	73	106.5	\$35,591,050
9	Jennifer Smira	Compass	22.5	27	49.5	\$35,385,251
10	Jay Day	Real Estate Teams	66.5	22	88.5	\$34,774,062
11	Marc Fleisher	TTR Sotheby's International Realty	10.5	5	15.5	\$29,886,555
12	Christine Reeder	Long & Foster Real Estate	47	38	85	\$28,062,136
13	Russell Firestone	TTR Sotheby's International Realty	6	9	15	\$27,040,900
14	Nathan Guggenheim	Washington Fine Properties	11.5	19	30.5	\$26,856,200
15	Barak Sky	Long & Foster Real Estate	16.5	26	42.5	\$26,849,800
16	Christopher Ritzert	TTR Sotheby's International Realty	2	2	4	\$24,842,500
17	Michelle Yu	RE/MAX Town Center	23.5	11	34.5	\$24,665,599
18	Eric Stewart	Long & Foster Real Estate	24.5	7	31.5	\$23,820,250
19	Anne Killeen	Washington Fine Properties	18	4	22	\$23,282,000
20	Louis Chauvin	Compass	4	4	8	\$23,014,550
21	Nathan Dart	RE/MAX Realty Services	25.5	23	48.5	\$22,543,842
22	Jane Fairweather	Coldwell Banker Residential Brokerage	19.5	7	26.5	\$22,537,900
23	Tyler Jeffrey	Washington Fine Properties	5	20	25	\$22,428,328
24	Dana Rice	Compass	10.5	9	19.5	\$22,187,336
25	Kimberly Cestari	Long & Foster Real Estate	17	6	23	\$21,783,421
26	Marjorie Halem	Long & Foster Real Estate	13.5	6	19.5	\$21,699,900
27	Carolyn Sappenfield	RE/MAX Realty Services	12	6	18	\$21,611,000
28	Robert Hryniewicki	Washington Fine Properties	7	4	11	\$21,570,000
29	James Bass	Real Estate Teams	32	32	64	\$21,514,919
30	Antonia Ketabchi	Redfin Corp	4	25	29	\$21,324,700
31	Roby Thompson	Long & Foster Real Estate	13	8	21	\$21,277,900
32	Trent Heminger	Compass	26	5	31	\$20,310,850
33	Elaine Koch	Long & Foster Real Estate	21	11	32	\$19,793,125
34	Hans Wydler	Wydler Brothers Real Estate	14	1	15	\$19,659,138

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018 – May 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
35	Mehrnaz Bazargan	Redfin Corp	32	2	34	\$19,600,749
36	Erich Cabe	Compass	12	14	26	\$19,054,000
37	Daryl Judy	Washington Fine Properties	6	5	11	\$18,932,300
38	Avi Galanti	Compass	8.5	8	16.5	\$18,788,300
39	Lauren Davis	Washington Fine Properties	9	5	14	\$18,763,400
40	Alex Edwards	Urban Pace, a Long & Foster Company	22	2	24	\$18,715,350
41	Margaret Babbington	Compass	9	21	30	\$18,502,902
42	Joshua Ross	RE/MAX Realty Services	5	13	18	\$18,097,331
43	Melinda Estridge	Long & Foster Real Estate	10.5	14	24.5	\$18,012,811
44	Bradley Rozansky	Long & Foster Real Estate	19.5	5	24.5	\$17,977,150
45	Cheryl Leahy	Long & Foster Real Estate	11.5	4	15.5	\$17,938,200
46	Jeremy Lichtenstein	RE/MAX Realty Services	8	4	12	\$17,814,700
47	Jason Townsend	Keller Williams Capital Properties	8	14	22	\$17,561,250
48	Judy Cranford	Cranford & Associates	7	9	16	\$17,266,023
49	Chelsea Traylor	Redfin Corp	28	1	29	\$17,047,900
50	Elizabeth D'Angio	Washington Fine Properties	5	5	10	\$16,515,000
51	Michael Brennan	TTR Sotheby's International Realty	11	5	16	\$16,292,000
52	Lisa Sabelhaus	RE/MAX Town Center	21.5	18	39.5	\$16,286,190
53	Thomas Reishman	Compass	10	1	11	\$15,974,000
54	Kate Hanley	Urban Pace, a Long & Foster Company	25	3	28	\$15,609,300
55	Kara Sheehan	Washington Fine Properties	5	3	8	\$15,526,500
56	Michael Lederman	Keller Williams Capital Properties	24	0	24	\$15,187,471
57	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	6	16	22	\$15,154,496
58	Sheena Saydam	Keller Williams Capital Properties	7	22	29	\$15,148,734
59	Tamara Kucik	Tower Hill Realty	18.5	10	28.5	\$15,013,650
60	Frederick Roth	Washington Fine Properties	3.5	5	8.5	\$15,009,500
61	Gregory Gaddy	TTR Sotheby's International Realty	4.5	2	6.5	\$14,803,650
62	James Brown	Turning Point Real Estate	13.5	12	25.5	\$14,662,849
63	Nancy Itteilag	Washington Fine Properties	7.5	3	10.5	\$14,647,000
64	James C. Peva	Washington Fine Properties	4	3	7	\$14,595,000
65	Robert Sanders	TTR Sotheby's International Realty	12.5	4	16.5	\$14,538,102
66	Kira Epstein Begal	Washington Fine Properties	9	7	16	\$14,503,500
67	James (Kevin) Grolig	RE/MAX Fine Living	18.5	9	27.5	\$14,450,650
68	Thomas Buerger	Compass	10	11	21	\$14,131,502
69	Robert Carter	Century 21 Redwood Realty	6.5	12	18.5	\$14,058,750
70	Tim Barley	RE/MAX Allegiance	6	12	18	\$14,018,652
71	Brad House	Compass	2.5	2	4.5	\$13,973,900

Rank	Agent	Office	List #	Sell #	Total #	Total \$
72	Leslie Friedson	Compass	10	8	18	\$13,892,518
73	Andrew Riguzzi	Compass	5.5	8	13.5	\$13,876,500
74	Brent Jackson	TTR Sotheby's International Realty	13.5	3	16.5	\$13,372,602
75	Juan Umanzor	Long & Foster Real Estate	15.5	31	46.5	\$13,294,800
76	Norman Domingo	XRealty.NET	20	2	22	\$13,215,349
77	Carlos Garcia	Keller Williams Capital Properties	11.5	7	18.5	\$13,103,650
78	Jonathan Lahey	RE/MAX Fine Living	14	21	35	\$12,972,500
79	Ryan Tyndall	Evers & Co. Real Estate, A Long & Foster Company	2	8	10	\$12,920,500
80	Barbara Ciment	Long & Foster Real Estate	13	14	27	\$12,904,200
81	Mark McFadden	Washington Fine Properties	1.5	1	2.5	\$12,750,000
82	Thomas Faison	RE/MAX Allegiance	13	3	16	\$12,714,152
83	Margaret Percesepe	Washington Fine Properties	6	7	13	\$12,708,500
84	Charles Dudley	RE/MAX Realty Services	7	8	15	\$12,678,500
85	Karen Rollings	Berkshire Hathaway HomeServices PenFed Realty	23.5	5	28.5	\$12,644,750
86	Elysia Casaday	Compass	7.5	7	14.5	\$12,564,150
87	Sebastien Courret	Compass	6	14	20	\$12,432,999
88	Lee Murphy	Washington Fine Properties	2	8	10	\$12,429,000

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018 – May 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
89	Adam Rackliffe	Washington Fine Properties	5	3	8	\$12,388,749
90	Cynthia Howar	Washington Fine Properties	4	4	8	\$12,276,000
91	Timothy Brooks	Keller Williams Realty Centre	23	11	34	\$11,991,148
92	Leyla Phelan	Coldwell Banker Residential Brokerage	5	7	12	\$11,872,500
93	Victor Llewellyn	Long & Foster Real Estate	9.5	15	24.5	\$11,847,463
94	Joel Nelson	Keller Williams Capital Properties	8	7	15	\$11,834,900
95	Lisa Giuliani	RE/MAX Results	13	9	22	\$11,795,595
96	Xuri Wang	Hometown Elite Realty	5	7	12	\$11,729,900
97	Robert Crawford	Washington Fine Properties	8.5	2	10.5	\$11,727,328
98	Kornelia Stuphan	Long & Foster Real Estate	5	5	10	\$11,725,000
99	Peter Grimm	Berkshire Hathaway HomeServices PenFed Realty	4.5	8	12.5	\$11,715,250
100	Eva Davis	Compass	2	10	12	\$11,698,267
101	Joanne Pinover	Washington Fine Properties	1.5	3	4.5	\$11,644,500
102	Sharif Ibrahim	Keller Williams Capital Properties	0	20	20	\$11,611,650
103	Noble Davis	RE/MAX Supreme	3	2	5	\$11,599,000
104	Douglas Gardiner	Long & Foster Real Estate	20.5	12	32.5	\$11,492,770
105	Thomas Paolini	Redfin Corp	5	13	18	\$11,451,500

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
106	Margot Wilson	Washington Fine Properties	3.5	3	6.5	\$11,397,500
107	Dana Scanlon	Keller Williams Capital Properties	3	13	16	\$11,367,556
108	Claudia Donovan	Compass	5	5	10	\$11,295,388
109	Corey Burr	TTR Sotheby's International Realty	7	6	13	\$11,292,000
110	Patricia Mills	RE/MAX Achievers	30	9	39	\$11,208,662
111	Tammy Thomas	Go Brent, Inc.	4.5	12	16.5	\$11,137,133
112	Mandy Kaur	Redfin Corp	19	4	23	\$11,101,533
113	Susan Van Nostrand	Long & Foster Real Estate	4	3	7	\$11,080,033
114	Elizabeth Brent	Go Brent, Inc.	16	0	16	\$11,050,500
115	Sarah Howard	Washington Fine Properties	3	6	9	\$10,982,000
116	Mary Ehrgood	Washington Fine Properties	4	2	6	\$10,956,500
117	D'Ann Lanning	Compass	16	1	17	\$10,954,600
118	Marsha Schuman	Washington Fine Properties	5	3	8	\$10,952,500
119	Jennifer Myers	Dwell Residential, A Real Living at Home Company	9	8	17	\$10,886,749
120	Michael Gailey	Compass	3	16	19	\$10,838,000
121	Michael Aubrey	Long & Foster Real Estate	13	5	18	\$10,787,030
122	Koki Adasi	Compass	15	5	20	\$10,774,249
123	Anne Weir	Washington Fine Properties	2	1	3	\$10,765,000
124	Thomas Hennerty	NetRealtyNow.com	35	0	35	\$10,689,210
125	Daniel Heider	TTR Sotheby's International Realty	2	6	8	\$10,688,404
126	Leslie White	Redfin Corp	0	15	15	\$10,672,900
127	Marshall Carey	Redfin Corp	18	3	21	\$10,672,399
128	Kimberly Casey	Washington Fine Properties	6	1	7	\$10,579,012
129	Katherine Buckley	TTR Sotheby's International Realty	5	3	8	\$10,521,500
130	Daniel Register	RE/MAX 2000	26	9	35	\$10,492,538
131	Jill Coleman	RE/MAX Realty Centre	17	11	28	\$10,429,600
132	David DeSantis	TTR Sotheby's International Realty	3.5	6	9.5	\$10,423,000
133	Edward Carp	Continental Properties	2	14	16	\$10,370,800
134	Carmen Fontecilla	Compass	15	8	23	\$10,362,403
135	Anslie Stokes Milligan	McNearney Associates	5	11	16	\$10,183,999
136	Kimberly Gibson	Washington Fine Properties	1.5	4	5.5	\$10,167,500
137	Jeffrey Wilson	TTR Sotheby's International Realty	6	4	10	\$10,100,750
138	Lori Leasure	Washington Fine Properties	1	7	8	\$10,056,750
139	Rebecca Love	Redfin Corp	0	16	16	\$10,056,400
140	Meredith Fogle	Old Line Properties	13	3	16	\$10,045,600
141	Eric Steinhoff	EXP Realty	16	7	23	\$10,026,400
142	Marco Stilli	TTR Sotheby's International Realty	2.5	10	12.5	\$9,967,750



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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018 – May 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
143	Todd Bissey	Compass	3.5	6	9.5	\$9,966,802
144	Maxwell Rabin	TTR Sotheby's International Realty	6.5	4	10.5	\$9,947,600
145	Meredith Margolis	Compass	2.5	7	9.5	\$9,935,825
146	Debra Singleton	DC Living Real Estate	2.5	6	8.5	\$9,907,500
147	Anthony Mason	Keller Williams Preferred Properties	13	9	22	\$9,834,245
148	Jean Bourne-Pirovic	Long & Foster Real Estate	14	8	22	\$9,813,700
149	Eileen McGrath	Washington Fine Properties	1	3	4	\$9,800,000
150	Carline Moraes	Independent Realty, Inc	13.5	1	14.5	\$9,799,500
151	Michael Rose	Rory S. Coakley Realty	3	8	11	\$9,790,000
152	Joseph Mascio	Redfin Corp	16	2	18	\$9,738,943
153	Jessica Evans	RLAH Real Estate	5	9	14	\$9,734,500
154	John Lesniewski	RE/MAX United Real Estate	22	6	28	\$9,661,995
155	Kara Johnson	Keller Williams Capital Properties	4	11	15	\$9,529,000
156	Daniel Metcalf	Long & Foster Real Estate	15.5	1	16.5	\$9,506,475
157	Casey Aboulafia	Compass	3	8	11	\$9,459,671
158	Lee Arrowood	TTR Sotheby's International Realty	2	2	4	\$9,337,500
159	Russell Chandler	Redfin Corp	24	0	24	\$9,325,200
160	Vincent Hurteau	Continental Properties	4	4	8	\$9,272,555
161	Barbara Nalls	TTR Sotheby's International Realty	8	3	11	\$9,262,600
162	Amy Levin	Long & Foster Real Estate, Inc.	2	6.0	8.0	\$6,868,000

Rank	Agent	Office	List #	Sell #	Total #	Total \$
163	Jennifer Chow	Long & Foster Real Estate	6	2	8	\$9,192,400
164	Lisa Stransky Brown	Washington Fine Properties	5.5	4	9.5	\$9,187,503
165	Eric Murtagh	Evers & Co. Real Estate, A Long & Foster Company	5	2	7	\$9,174,367
166	Joseph Himali	TTR Sotheby's International Realty	5	9	14	\$9,158,800
167	Matthew McCormick	TTR Sotheby's International Realty	1.5	2	3.5	\$9,145,000
168	Michael Muren	Long & Foster Real Estate	25	3	28	\$9,061,652
169	Damian Buckley	Long & Foster Real Estate	3	9	12	\$9,028,400
170	Robert Myers	RE/MAX Realty Services	9	10	19	\$8,993,000
171	Ellen Morrell	Washington Fine Properties	2	2	4	\$8,957,500
172	James Kastner	Real Living At Home	11.5	5	16.5	\$8,939,000
173	Mynor Herrera	Keller Williams Capital Properties	9	8	17	\$8,904,250
174	Christie-Anne Weiss	TTR Sotheby's International Realty	2	0	2	\$8,842,500
175	Stuart Naranch	Redfin Corp	0	12	12	\$8,836,700
176	Michael Alderfer	Redfin Corp	1	10	11	\$8,819,999
177	Jeff Lockard	TTR Sotheby's International Realty	7	1	8	\$8,783,750
178	Ruby Styslinger	Redfin Corp	0	13	13	\$8,773,000
179	Samer Kuraishi	ONE Real Estate	6	6	12	\$8,761,000

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018 – May 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
180	Lalita Dunn	Redfin Corp	0	15	15	\$8,742,600
181	David Thomas	Keller Williams Capital Properties	5	6	11	\$8,677,745
182	Joseph Poduslo	TTR Sotheby's International Realty	6	4	10	\$8,587,500
183	Adrian Small	TTR Sotheby's International Realty	1	3	4	\$8,503,900
184	Katri Hunter	Compass	3	11	14	\$8,445,300
185	Kathleen King	Washington Fine Properties	4	4	8	\$8,402,300
186	Cara Pearlman	Compass	10.5	4	14.5	\$8,384,434
187	Anne-Marie Finnell	TTR Sotheby's International Realty	3	3	6	\$8,358,500
188	Linda Picasso	Long & Foster Real Estate	0	2	2	\$8,300,000
189	David Bediz	Keller Williams Capital Properties	9	3	12	\$8,295,400
190	Amanda Lasko	Redfin Corp	10	4	14	\$8,293,070
191	Michael Marriott	Compass	3	5	8	\$8,264,900
192	Delia McCormick	Washington Fine Properties	7	2	9	\$8,249,006
193	Helen Trybus	Coldwell Banker Residential Brokerage	3	3	6	\$8,247,000
194	Douglas Wood	RE/MAX Realty Services	4	2	6	\$8,240,000
195	Justin Kitsch	TTR Sotheby's International Realty	5.5	4	9.5	\$8,238,000
196	Corey Lancaster	EXIT Right Realty	12	12	24	\$8,229,990
197	Gary Rudden	RE/MAX Realty Services	7.5	3	10.5	\$8,224,675
198	Robert Kerxton	RE/MAX Realty Centre	9	6	15	\$8,195,000
199	Chukwuemeka Mokwunye	Redfin Corp	0	14	14	\$8,173,190
200	Troyce Gatewood	RE/MAX Plus	10	10	20	\$8,159,840
201	Douglas Lunenfeld	Keller Williams Capital Properties	10	4	14	\$8,157,900
202	Andrew Essreg	RLAH Real Estate	7	9	16	\$8,140,076
203	Aaron Marsh	Marsh Realty	12	14	26	\$8,138,380
204	Anne Richardson	Keller Williams Capital Properties	0	13	13	\$8,132,142
205	Cheryl Kurss	Compass	3.5	4	7.5	\$8,117,499
206	Justin Paulhamus	M Squared Real Estate	6	6	12	\$8,105,300
207	Bryan Kerrigan	Redfin Corp	17	0	17	\$8,058,700
208	Bobbi Prescott	RE/MAX Results	13	8	21	\$8,050,418
209	Joan Cromwell	McEneaney Associates	8	8	16	\$8,043,500
210	Joseph Bernstein	Long & Foster Real Estate	4	7	11	\$8,034,900
211	J.P. Montalvan	Compass	2	10	12	\$7,986,500
212	Susan Ellis	RE/MAX Realty Centre	10	5	15	\$7,971,800
213	Robert Spicer	Spicer Real Estate	6.5	4	10.5	\$7,965,500
214	Amy Levin	Long & Foster Real Estate	2	8	10	\$7,957,000
215	Ronald Sitrin	Long & Foster Real Estate	13	1	14	\$7,930,500
216	Katie Nicholson	RE/MAX Results	13.5	6	19.5	\$7,922,622

Rank	Agent	Office	List #	Sell #	Total #	Total \$
217	Michele Scardina	TTR Sotheby's International Realty	3	5	8	\$7,915,000
218	Matthew Zanolli	Compass	2	9	11	\$7,894,599
219	Lise Courtney Howe	Keller Williams Capital Properties	8	5	13	\$7,882,500
220	Stacy Allwein	Century 21 Redwood Realty	14.5	8	22.5	\$7,879,050
221	H. Joe Faraji	Long & Foster Real Estate	3.5	3	6.5	\$7,878,276
222	Andrew Smith	TTR Sotheby's International Realty	1.5	6	7.5	\$7,871,050
223	Andres Serafini	RLAH Real Estate	7	3	10	\$7,867,008
224	Dennis Horner	Coldwell Banker Residential Brokerage	6	3	9	\$7,858,400
225	Daniel Hynes	Compass	5.5	0	5.5	\$7,855,500
226	Brittany Allison	Compass	5.5	5	10.5	\$7,851,850
227	Andrew Goodman	Goodman Realtors	7	10	17	\$7,812,170
228	Kathleen Slawta	Stuart & Maury, Inc.	2	5	7	\$7,791,499
229	Genie Hutinet	John C. Formant Real Estate	9.5	0	9.5	\$7,744,500
230	Lucy Fraser	Redfin Corp	2.5	11	13.5	\$7,741,500
231	Seth Turner	Compass	4	6	10	\$7,724,900
232	Kevin Gray	Compass	6	7	13	\$7,714,150
233	Itamar Simhony	RE/MAX Elite Services	9	2	11	\$7,691,350

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018 – May 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
234	Alecia Scott	Long & Foster Real Estate	10	10	20	\$7,673,000
235	Ferhana Desai	Fairfax Realty Advantage	7	9	16	\$7,626,500
236	Matthew Maury	Stuart & Maury, Inc.	5	5	10	\$7,622,000
237	Judith Seiden	Berkshire Hathaway HomeServices PenFed Realty	4	4	8	\$7,601,020
238	Jeffrey Sachse	TTR Sotheby's International Realty	3.5	6	9.5	\$7,596,799
239	Brian O Hora	Keller Williams Capital Properties	0	8	8	\$7,595,000
240	Michael Bowers	Long & Foster Real Estate	6.5	5	11.5	\$7,591,500
241	Hovanes Suleymanian	ONE Real Estate	1.5	13	14.5	\$7,585,450
242	James Roy	Luxmanor Real Estate, Inc	12.5	6	18.5	\$7,584,822
243	Delilah Dane	Redfin Corp	15	0	15	\$7,576,930
244	Christopher Chambers	ONE Real Estate	7	13	20	\$7,562,800
245	Alexander Heitkemper	Long & Foster Real Estate	9.5	9	18.5	\$7,537,850
246	Monica Boyd	Coldwell Banker Residential Brokerage	1	4	5	\$7,536,000
247	Brenda Benton	Q. Williams Real Estate Associates	2	3	5	\$7,528,400
248	Dino Milanese	Coldwell Banker Residential Brokerage	9.5	3	12.5	\$7,508,700
249	Betty Batty	Long & Foster Real Estate	6	5	11	\$7,508,500
250	John Williams	RE/MAX Realty Services	8	2	10	\$7,462,000

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