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RISING STAR

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**TOP
200**
STANDINGS

A COOL LIFE STORY

Juan Umanzor

MAKING A DIFFERENCE

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PARTNER SPOTLIGHT

Town And Country Movers

MAY 2018



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Look to Tina DelCasale to Meet Your Clients' Lending Needs

The spring market is heating up in the DC area and things are becoming pretty competitive.

Finding your client the perfect home is only part of the battle, though. A good real estate agent has a team of lawyers, home inspectors, and contractors who they can tap to help their clients overcome any barrier they might encounter.

One of the most important team members is your mortgage professional. With the right mortgage partner, you can help your clients clear some of the biggest hurdles of homeownership — qualifying for a mortgage, meeting contingencies and closing deadlines.

Here are things to look for when adding the right lender to your team.

Look for expertise

Look for a direct lender with a long history of financial stability and a Loan Officer with extensive experience. Embrace Home Loans Sr. Loan Officer Tina DelCasale has been in the lending industry for more than 25 years, having spent the last 17 in the DC market. She is an expert in her field, with extensive knowledge of first-time homebuyer programs, FHA, 203k, VA, Conventional, and Jumbo financing. Tina has spent most of her career helping educate her clients on the right loan options for their needs. She has been awarded the State of Maryland Governor's Citation for Homebuyer Education and has taught homebuyer education classes since 1990.

Since its inception in 1983, Embrace has helped countless customers find the mortgage product that is right for them. Embrace is also authorized to underwrite many of its Jumbo products, so closing in 30 days or less when needed is still part of the culture here.

Look for in-house capabilities

The best lenders will always be in control of your client's files. Tina and her team offer local processing and Embrace's in-house underwriting can review loans within 24-48 hours, so you can reasonably expect a loan commitment in seven days or less! And, with our automated updates, you and your team will be up-to-date every step of the way. Tina will also call you with weekly updates, keeping both the listing agent and buyer's agent current on the loan's status.

Look for an array of products

There are many federal, state, and local programs available that can put homeownership within reach. Makesure your mortgage partner has access to all of them. With Embrace's portfolio of products, Tina can help find the ideal mortgage product for your clients based on their individual financial situation. Ask her about Embrace's extended rate lock options and its exclusive Approved to Move™ program, which gives your clients a fully underwritten loan commitment before they find a home — which is an enormous plus in this spring's competitive market.

We look forward to working with you so that you can experience the Embrace difference!



Tina DelCasale

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NMLS ID # 191852
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Embrace Home Loans, Inc. NMLS ID #2184 is licensed in 46 states plus DC. (www.nmlsconsumeraccess.org)

TABLE OF CONTENTS

	6 Preferred Partner Index		8 Publisher's Note		10 Golden Nuggets		12 Partner Spotlight: Town and Country Movers
	14 Get Seen In 2018 by Christina Daves		18 Coaching Corner by Dan Deist		20 Making A Difference: Hans Wydler and A Wider Circle		26 A Cool Life Story: Juan Umazor
	30 Your RE Website GO! by Wade Vander Molen		34 Rising Star: Lauren Donnelly		36 Cover Story: Donna Kerr		42 Legal Hotline by Jill Michaels
	44 Special Events: First Anniversary Celebration		46 Celebrating Mothers In Real Estate	54 TOP 200 STANDINGS			

Title Town SETTLEMENTS

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Todd Greenbaum
Owner and Founder

In 2009, I founded Title Town Settlements with the vision of creating a company dedicated to achieving superior customer service by providing constant personal attention, expert workmanship, and unwavering dependability throughout the settlement process. Since that time, we have conducted thousands of settlements, ranging from multi-million dollar commercial deals to the residential refinance. In each transaction, we have been able to maintain our high level of productivity while delivering the personal attention that our clients expect. Knowing what it takes to strike that balance is what makes us "YOUR HOMETOWN SETTLEMENT TEAM"

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MEET THE REAL PRODUCERS, D.C. METRO TEAM



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

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NOTE: When community events take place, photographers may be present to take photos for that event, and they may be used in this publication.



Dear Real Producers,

This is our Mother's Day issue. Check out the article about mothers in the industry and their children on page 46!

Our new Golden Nuggets article pulls "golden nuggets" from the feature stories to inform and inspire.

Next month, *NoVA Real Producers* launches!! Arlington, Alexandria and McLean will be part of *NoVA Real Producers* moving forward. This is an exciting time!

We discovered the MLS settings naturally start from 4 sales to 999,999,999,999 and have to be manually set to 1. We did not do that until our January-March Standings in this publication. As soon as we were made aware, we did. Thank you to that broker!

Our First Anniversary Celebration was amazing. Thank you to all that came to celebrate. Thank you to our partners who make *DC Metro Real Producers* possible.

Being a mother is the best and most rewarding experience of my life. Avery is a very bright light in our lives. All children are a blessing. Here is a Mother's Day blessing for all our Real Producer mothers out there:

Wonderful Mother
 – Anonymous

The heart of a home is a mother
 Whose love is warm and true,
 And home has always been "sweet home"
 With a wonderful mother like you!

Be on the lookout for your exclusive invitation to our 2018 Summer Fling on July 14th!

See you soon!

With gratitude,



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Don't forget to LIKE
DC Metro Real Producers on Facebook!

publisher's note FAQ About This Magazine

Ever since we launched *DC Metro Real Producers* a year ago in March 2017, I have heard some of the same questions from many of you. I figured it would be most efficient to publish the answers here in case more of you had the same questions. Remember, my door is always open to discuss anything regarding this community — this publication is 100 percent designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in the D.C. Metro area. We pulled the 2016 MLS numbers (by volume) in the Greater D.C. Metro Area: Washington, D.C.; Montgomery County, Maryland; FCAAR; PGCAAR; and McLean, Arlington and Alexandria, in Fairfax County, VA. We cut off the list at #500, and the distribution was born. We did this again in January 2018, based on the new top 500 agents in sales volume for 2017. So we have a few new top producers who have joined us. Based on 2017's list, the minimum production level for our group is \$15 million. The list will reset at the end of 2018 for next year and continue to update annually.

Q: WHY AM I NOT LISTED ON THE STANDINGS?

A: There are a number of reasons why that could be the case. First, be sure to read the disclaimer in its entirety. The Standings are only based on data pulled for the counties listed, which can cause confusion when a Realtor has closed business in other counties. Also, we pull the data on the exact date listed, so if the closed transaction is not submitted by that date, it will not be included. I've also found that some teams report their data under one MLS ID, and other teams report each agent individually, which of course alters the ranking. There are a few other factors at play, so if you have a question about the Standings, please contact me at Kristin.Brindley@realproducersmag.com and we can take a look. We all want the same thing: for the Standings to be as accurate as possible.

Q: WHERE DO THE STANDINGS COME FROM?

A: We have a few brokers from different brokerages email us the Standings every single month. They obtain the data from Broker Metrics, email the data to us, and we submit. We do not manipulate the data.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple — every feature you see has first been nominated. You can nominate other Realtors® (or yourselves!),

or affiliates, brokers, owners, and office leaders can also nominate Realtors®. We will consider anyone brought to our attention because we don't know everyone's stories, so we need your help to learn about them. A nomination currently looks like this: You email us at info@dcmetrorealproducers.com with the subject "Nomination: (Name of Nominee)." Please explain why you are nominating them to be featured. It could be that they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion for our writer to conduct an interview and write the article, and for our photographers to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away!

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

A: Please email me at Kristin.Brindley@realproducersmag.com if you are interested in writing an article to give back to the Real Producers community. Even if you don't consider yourself a proficient writer, but have great ideas to share, let's talk!

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have personally referred every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only of the best Realtors® in the area, but the best affiliates, as well, so we can all grow stronger together.

Q: HOW CAN I REFER A PREFERRED PARTNER?

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

Golden Nuggets



Donna Kerr

My favorite quote: "How high I aim, how much I see, how far I reach, depends on me."

"Training and support for our agents is a priority, with the goal of stellar customer service to each and every client."

"Invest in systems, and don't wait to do it. If the business can't run without you doing every single thing, you don't have a business and you won't be able to scale."



Juan Umanzor

"I know my buyers will be loyal to me because I focus on building strong connections with them. I treat my clients the way I want to be treated — or better. I approach every single transaction as if it were my own. I fight for my clients, and they feel that."

"I can't see myself ever doing anything other than real estate. I don't feel like what I do is work. It's a cool life just being able to do what you love."



Hans Wydler

"We agents see firsthand when folks are moving and need to downsize. It's a perfect opportunity to help clients unload unwanted 'stuff' and for us to help them find a home for it."



Lauren Donnelly

"Life is altruistic. It is important to live in a spirit of kindness, love and generosity. Behind closed doors, especially."

"Watching my dad work so hard for his success (and truly successful he was), I always wondered how someone could love a job that much, such that it didn't actually feel like a job. When I found real estate, I finally understood."

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Town and Country Movers

Town and Country Movers is a family-owned moving and storage company, based in Montgomery County, MD. They service the local markets in Maryland, D.C. and Virginia, and have long-distance authority in all 48 states, as well as offer international moving services.

Town and Country Movers was established in 1977 by Kevin Bass, who, along with his wife, Dodi, worked tirelessly building a small local moving company into one of the largest independent relocation firms in the country. They started out meagerly, with one truck and four part-time movers. Navigating the area, they realized they could fill a void in the local moving arena without a large sales force by knocking on doors themselves and making phone calls to homeowners whose homes were for sale.

In the '80s and '90s, Town and Country Movers experienced widespread growth, adding storage to the mix. Knowing this growth would continue, in 1990 Town and Country moved from their small, Rockville, MD, location to a much larger facility in Gaithersburg, where they still reside today.

As the company grew, adding inside staff, outside sales and moving crews became a priority so they could meet the demand of the transient makeup of the population in the DMV. During this period of rapid expansion, Town and Country Movers was gaining a reputation in the local real estate market for high quality and impeccable customer service. It wasn't long before Realtors® knew they could recommend their clients to Town and Country, and be assured they would be receiving the same level of services that they themselves were providing on the

real estate side. Throughout the DMV, Town and Country Movers continues to work closely with large and small real estate companies.

Kevin has always gone on the premise that if you give your customers a fair price, impeccable service and treat their belongings as if they were your own, they will recommend you to their friends and family. And for the last 40 years, it's worked. Customer service has always been, and continues to be, the hallmark of the Town and Country Movers brand. This is evidenced by Town and Country winning the Angie's List's Super Service Award for Customer Service 11 years in a row.

Town and Country Movers has long been a leader in senior moving and relocations. Their longstanding relationships with many senior communities have given them the necessary experience to provide simple solutions that moving seniors demand. Town and Country enjoys wonderful relationships with the top senior-move managers in the market



and work in tandem to offer comprehensive services, such as downsizing, decluttering and organizational assistance. Experienced crews that understand the sensitivity of moving seniors has always been Town and Country's priority.

As the new century rolled around, Town and Country expanded its footprint to include commercial moving and international relocations. These services demanded specialty staffing and increases to their fleet of vehicles. Their four full-time mechanics and dispatchers manage over 100 vehicles, consisting of straight trucks, flat-bed trucks, pack vans and tractor trailers. In 2006, as the demand for storage increased, they built a brand-new, LEED-certified, state-of-the-art storage facility. With over 80,000 square feet of storage space, Town and Country Movers can now provide both short-term and long-term storage solutions for their customers.

Always seeking to meet the demands of their customers and strategic partners, in 2016, Town and Country Movers opened Town and Country Staging. They can now offer a turnkey solution to meet the needs of Realtors® and their clients.

The mission of Town and Country Staging is simple: "To transform each space into an unforgettable experience and assist our clients to achieve a beautiful-looking property."



Kevin Bass and Ryan Bass

Photos by Howard Lansat Photography

Town and Country is a family-owned and operated business. Kevin's son, Ryan Bass, is an integral part of the Town and Country management team. Lynda Rothschild, Kevin's sister, is Director of Business Development, and oversees Marketing and the Staging division. Two nephews, Jason Bass and Max Rothschild, also add to the family presence in Sales and Operations. Town and Country's success can be measured almost entirely by their employees. Several of the sales

staff began with Kevin as movers and drivers. They have worked their way up the chain to the top sales positions in the company. This follows the tradition at Town and Country to promote from within. Both local and long-distance dispatchers started with Kevin 20 years ago. It's wonderful to see second-generation employees come into the company, assuring the legacy of having hard-working, dedicated people, and that Kevin's vision of customer-service-centric ideals will continue for years to come.



Kevin Bass and Lynda Rothschild



Eva Robinson and Ryan Bass



Eduardo Martinez and Kevin Bass



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GET SEEN IN 2018

Facebook

*The Number-One Social Media Tool You **MUST** Be Using*

By Christina Daves



As a real estate agent, if you're not using Facebook, you are missing the boat on an easy marketing tool. You are a referral-based business, and your Facebook friends and followers are people who know, love and trust you, so use that to your advantage.

The most important part of Facebook is that you have a Facebook business page. Everything you do on Facebook related to your real estate business should be on your business page, and then you can share it on your personal page. That's how you grow your business following.

Worried you're selling too much? Use the 80/20 rule — share content and valuable information 80 percent of the time, and then it's ok to sell the other 20 percent.

Use your Facebook business page to show you are a vested member in the community. Share what's going on in the area. Did a new restaurant open? Is there a great dog park in your area? Is it the rivalry football game on Friday night? Consider who potential sellers or buyers will want to work with — someone who knows all about the community and shares it, or someone who doesn't?

To take Facebook marketing to another level, turn on your camera, and start using Facebook Live. Trust me when I tell you that people don't care what you look like. They want to get to know the real, authentic you. Use Facebook Live when the new restaurant opens. Go there, meet the owner or manager, and turn the camera on. Make sure you tag them in your post because they will likely share it with their audience, too, spreading your name and business to a wider net.

Go to your listings and turn the camera on. Use "imagine if" statements. If it's near the holidays: "Imagine if you were cooking

Thanksgiving dinner in this Viking stove." I worked with an agent who had a stale listing. I strongly encouraged her to try a Facebook Live there, exciting people about highlights of the home. She finally agreed to do it, and not only did she get renewed interest in the property, she got a contract.

Using Facebook strategically will grow your real estate business. Invest time in sharing good, quality information with your audience to keep you front of mind, and allow them to see you as a vested member of their community.



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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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



Exceptional Loan Officer

"Our first experience with Derek was awesome. Derek was recommended by our great real estate agent and he showed us he was honestly there to help. Not only was Derek extremely efficient and professional, but he was also very friendly. He was responsive, and was honest with us about any hurdles to overcome in the financing process. He got us a better rate than our current lender and did everything in his power to get the closing on time. Definitely, he helped make the buying process of our new property painless. We would not only not hesitate to work with Derek in the future, but we would highly recommend him to anybody. Thanks so much, Derek, for the excellent work!"
—Moustapha and Massandje, Clarksburg, MD, 8/5/2017

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- D. Griffin, October 2016

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DON'T LET EXCEPTIONS Undermine Your System

By Dan Deist

An enthusiastic shout out to all my kindred spirits out there – the creative and hardworking entrepreneurs of our beloved real estate industry. Would I be off base if I were to assume the majority of us started our businesses with three others with an uncanny resemblance to ourselves?

I'm referring to those seen in our reflection: me, myself and I. You (or the three of you) have done an admirable job. Pat yourselves on the back three times... three times because you don't want to leave any one of your selves out. Your business grew because people learned about you, they started to like you, and, ultimately, they trusted you. Soon, you had too many clients and tasks to handle yourself, so you hired help. You needed to replicate yourself. You likely implemented **systems** on how you handled specific tasks, client interfacing and vendor negotiations. You made it possible for someone else in your organization to replicate a method, a technique or even a mannerism by following a system. Not all systems are written down, although they should be. This month, I want to touch on those proverbial wrenches that get thrown into your systems.

I've trained my staff and coached my clients to understand that "You manage to the rule (or system) and handle the exception(s)." If something is done in your business more than once, it should be written into a system. The system is managed and measured using specific, key performance indicators. Systems should run today as they did yesterday, and how they will tomorrow.



When an exception is recognized (prospect change, regulatory update, whatever), halt the system and assess for significance. Exceptions will happen and should be treated as one-offs unless you decide to change the system. When an exceptional, unusual or generally "not-supposed-to-happen" event occurs, the system can be changed for the better or left alone. Address the exception, and get the team back on track. You will find decision-making will become easier and faster when you implement more systems and question exceptions against the intention or results driven by any one system. If the exception doesn't enhance or benefit the system, it should be addressed and forgotten.



Dan Deist is a former Vice President at Fiserv, a Fortune 500 company. He is a graduate and mentor to the University of Maryland University College Business program. He also owns four businesses within Montgomery County and is a business coach for the Millionaire Inspector Community.



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HANS WYDLER and *A Wider Circle*

Poverty has been a growing problem in the Greater D.C. area. The number of homeless individuals is on the rise, and this underserved community is plagued by a lack of community support and provision of basic necessities. These issues are the reason charities like A Wider Circle have the ability to make a profound difference.

Founded by Mark Bergel, A Wider Circle aims to end poverty, one family at a time. While that’s a lofty goal, when you meet Mark and his team, you’ll see that if anyone can accomplish this goal, they can. A Wider Circle doesn’t just give handouts. They are also in the business of providing job training, work-appropriate clothing, support programs and neighborhood revitalization programs to create long-lasting change in the lives of



Photos by
Ryan Corvello Photography

When Hans Wydler, of Wydler Brothers Real Estate, decided to lend a hand in creating the “1,000 Bed Challenge,” the brokerage committed to donating the cost of a bed, equivalent to \$150, for each closed transaction on both the buying and selling sides.



those they serve. Mark and his team are truly passionate about ending poverty, and their unique charitable model is certainly one to follow. The charity treats every individual with dignity and respect, regardless of their situation.

Fighting Poverty Side by Side
Through a program called Neighbor-to-Neighbor, A Wider Circle supplies families that are transitioning out of shelters, escaping domestic violence, or living without their needs being met with furniture and household items — beds, dressers, tables, chairs, dishes, pots, pans, and other large and small home goods — to those who are without the means to access them. Each year, A Wider Circle furnishes the homes of more than 4,000 families, helping to create the stability and dignity that everyone deserves.

While it was easier to collect household items and food donations, Mark found that their donations lacked when it came to big-ticket items, specifically beds. When Hans Wydler, of Wydler Brothers Real Estate, decided to lend a hand in creating the “1,000 Bed Challenge,” the brokerage committed to donating the cost of a bed, equivalent to \$150, for each closed transaction on both the buying and selling sides. Not only does Wydler Brothers Real Estate donate the



Hans Wydler
Wydler Brothers Real Estate

Photo by Ryan Corvello Photography

beds and urge each of their agents to participate, they also volunteer onsite and assist with unloading the beds as they arrive.

The real estate industry is a natural tie-in with this charity. As Hans puts it, "we agents see firsthand when folks are moving and need to down-size. It's a perfect opportunity to help clients unload unwanted 'stuff' and for us to help them find a home for it."

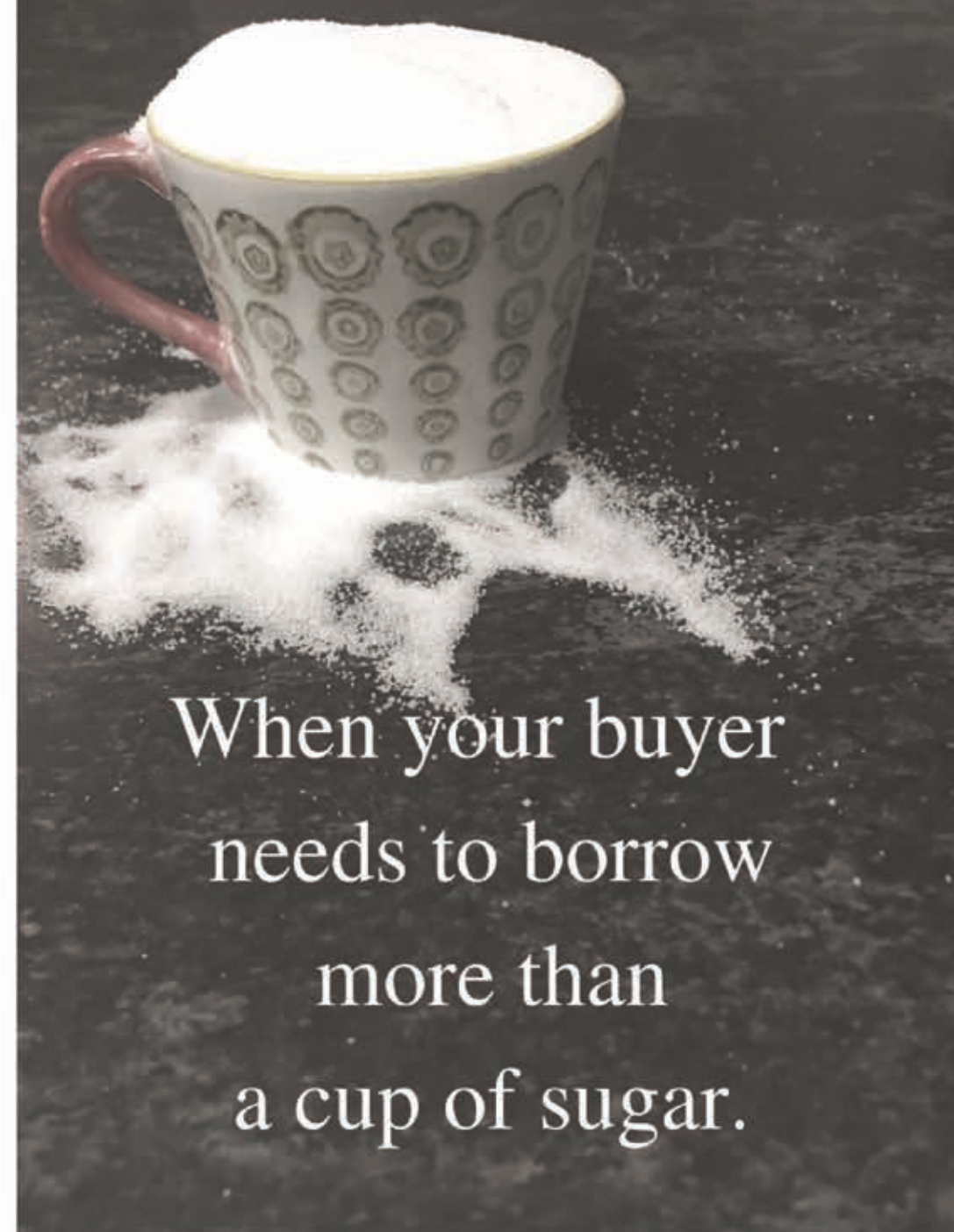
A Deeper Involvement

Success, according to Hans, is doing the right thing for himself, his family, his colleagues and his clients. For him, doing the right thing is lending a hand to those who are in the greatest need. With their combined passion and charitable efforts, Wydler Brothers Real Estate and A Wider Circle are powerful forces for good in the community, helping to highlight a deep sense of ownership for the places in which they live and work.



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A Cool Life Story

— JUAN UMANZOR —

For Juan Umanzor, Jr., arriving at where he is today — ranked in the top 1 percent of agents nationwide — has been a journey.

Humble Beginnings

The turning point in his life came in 1996, when his mother had settled in Los Angeles and arranged for Juan to come to the U.S. with a green card. He recalls that it really struck home that he wasn't in his country anymore when he experienced snow for the first time. "I didn't speak English, and everything was so new to me when I moved here," says Juan.

At 20 years old, Juan says his "instinct" was to make his new life near the nation's capital. So he moved in with an aunt in Rockville, sharpened his English, and studied business administration at Montgomery College. At the same time, he began working as a busboy at the Montgomery Grill in Bethesda. With a strong determination to succeed, Juan applied himself at work, as he believes in doing in each new endeavor. "I was everywhere, all day and all night," he laughs. "They called me, 'The Comet.' After a short time, I worked my way up to head waiter." Juan's optimism and work ethic served him well when, in 2002, realizing that a career in restaurant work wasn't promising for his future and at the prompting of a friend, Juan decided to enter real estate. It turned out to be a natural fit.

Continuing to work part-time in the restaurant business, Juan dove into real estate headfirst, with the same enthusiasm with which he embraced his new country and life. "I became a walking advertisement. I would talk real estate anytime, anywhere, with anyone. I did floor duty, attended open houses, handed out cards, knocked on doors and taught classes." The year Juan entered the business, he sold 17 properties, and in his first full year in real estate, he sold an additional 37 properties.

Catching His Stride

Fast forward to today, Juan Umanzor, of Long & Foster Real Estate, has established his own team, Umanzor & Associates, comprised of fifteen agents

and two licensed assistants, and is a five-star-rated Premier Agent with glowing reviews on Zillow. Last year, Juan and his team served 132 families and had a sales volume of \$38 million. So far this year, they've already sold 50 units and have \$15 million of sales. Juan credits exceptional customer service and personal relationships with his success. "I know my buyers will be loyal to me," he says, "because I focus on building strong connections with them. I treat my clients the way I want to be treated — or better. I approach every single transaction as if it were my own. I fight for my clients, and they feel that." Juan says he becomes friends with his clients, stays in touch and communicates with them at least three times a year. "I'm a people person," he says, "I connect with people." And, as a result, Juan can boast a whopping 70% of his business is from repeat and referral clients. Relationships are at the core of his approach.

Comfort Zone

Juan grew up without his parents, which, he says, forced him to mature earlier than his peers. The challenges he endured while young instilled in him the desire for a better life — and for a strong family and home life. Knowing the feeling of having no one to turn to, Juan devotes himself to his wife, Andrea, and children, Nicole, Samuel, and David, making sure they enjoy the warmth and security of a loving family. Juan loves spending his free time traveling and dining out with

them. He says his family is his motivation for everything else he does.

A Testimony of Passion

Juan is as passionate about his clients as he is his family and is sincere about helping others. Helping clients achieve their dreams is important to him and has been the crux of his success in his 15 years as a Realtor®. He believes that striving to be a better person and focusing on helping others is why he's been so successful. When it comes to real estate, Juan says, "I can't see myself ever doing anything other than real estate. I don't feel like what I do is work."

Passing on His Legacy

Juan's advice to others is to "take the bull by the horns whenever faced with big challenges; view them as blessings rather than obstacles." He says he is "grateful for God's mercy" in all things. Juan wants to be remembered for being kind, happy, fun, reliable, and always being there for people, especially for his family. "It's a cool life, just being able to do things you love," he says. "It's been an amazing adventure."

Juan reflects that with big changes come big opportunities, and says he anticipates more of both and is excited about the possibilities. "I am now among the top agents in Long & Foster and in the U.S. — and I'm just getting started!"

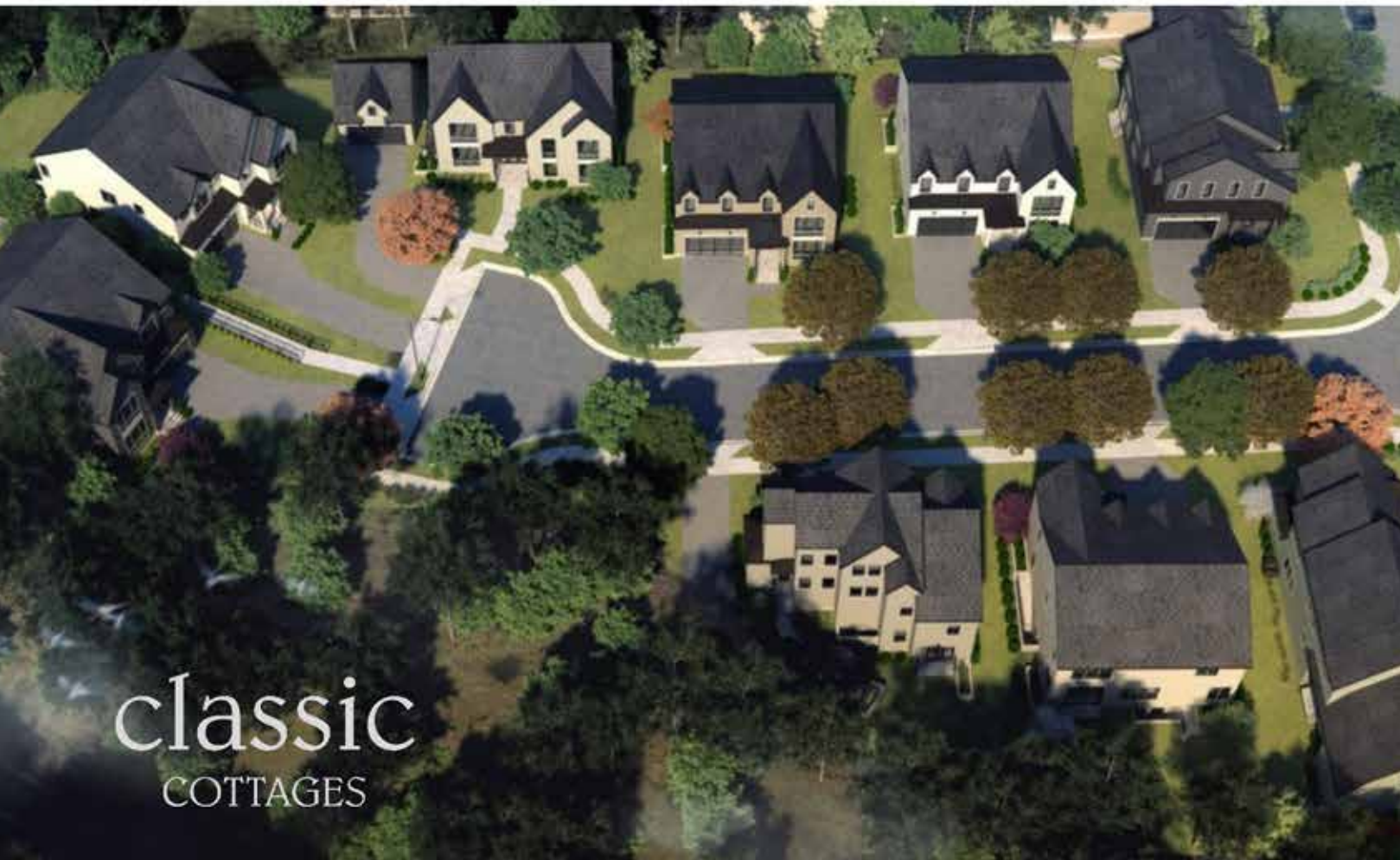


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Photos by Ryan Corvello Photography

“Success is in the eye of the beholder,” says Lauren Donnelly. Looking back over a period of time, Lauren defines success by acknowledging what she’s accomplished and recognizing who has helped her and what she now has to show for it.

Starting Point of a Career

Lauren got her education at Bucknell University, in Pennsylvania, before she moved to D.C. She later earned her master’s degree at The George Washington University, taking classes at night. Working so hard for her education made Lauren a “hustler,” perhaps the single most important quality which she says has been instrumental to her success today. Lauren began her working career as a Contract Specialist at the General Services Administration and after grad school she became an Economist at the U.S. Department of Transportation, from 2009 to 2014, where she performed regulatory analyses on proposed or passed legislation

regarding railroad safety. Despite her commitment to the mission of her job, which she says she always believed deeply in, Lauren found she had little day-to-day satisfaction at work. She thought it through and began looking around at other opportunities. She dug in, researched, looked and hunted for work that would bring her greater personal satisfaction.

Lauren found a Real Estate Mentor in James Grant, who helped her decide to apply her talents to real estate. She took and enjoyed classes on nights and weekends in preparation for turning an amazing new page of her life by becoming a Realtor®.

Making a Name in the World of Real Estate

Lauren started her career in real estate with Keller Williams Capital Properties in 2013, and, in May, she will have been a Realtor® for five years. Lauren shares that her biggest challenge as a Realtor® has been with consistency. She says that she’s self-aware, though, and recognizes and has focused in on the need to develop systems, while pursuing what she calls “organic growth” by harnessing her natural talents to these systems. Lauren is passionate about “growth to business potential,” and “getting her database ramped up and fully functional for a clear path forward.” She focused on a strategy of implementing technology and sphere-based marketing to propel her business, and her determination paid dividends.

Lauren was named Rookie of the Year and Agent Entrepreneur of the Month for Keller Williams Capital Properties in September 2015, and she’s achieved a total volume of \$13 million in 2016 and roughly \$10 million in 2017.

A Glimpse of Lauren’s Life

Lauren enjoys listening to podcasts like *The One Thing*, *Serial*, *Pat Hiban Real Estate Rockstars*, and *How I Built This*. Aside from podcasts, she also listens to all types of music and reads for pleasure.

Outside of work, Lauren likes to travel — taking day trips, as well as traveling domestically and internationally. In her free time in the DMV, she enjoys working out, dining at new restaurants, and entertaining. She has a long list of things she would like to do and places she would like to visit and believes that life must have balance in order to create satisfaction.

The Fruits of Success

The most rewarding part of her work, she says, is in “realizing how grateful people are for helping them through.” Although she is a self-proclaimed “numbers person,” Lauren says that she genuinely cares about her clients, and that while it can be easy to forget because it is what Realtors® do every day, “this is an emotional business — it’s about empathy.”



Lauren’s caring extends to charitable giving, as well. Last year, she donated \$4,000 to her alma mater, Bucknell University. This year, her goal is to reach \$10,000 for Bucknell, as well as begin a tradition of donation to the Leukemia and Lymphoma Society. She also supports other non-profits and loves incorporating them into her business.

Lauren would like to be remembered for showing empathy and genuine care for her clients and others. “Life is altruistic,” she says. “I believe it is important to live in a spirit of kindness, love and generosity. Behind closed doors, especially.”

Above all, though, Lauren’s success is modeled after her parents. Her mother was a teacher and always had a side hustle to fund family vacations, and her father was a well-respected college football coach. “Watching my dad work so hard for his success (and truly successful he was), I always wondered how someone could love a job that much, such that it didn’t actually feel like a job. When I found real estate, I finally understood. His memory inspires me daily in my pursuit to be one of the best Realtors® in the D.C. Metro region.” She knows her father is proud of her, regardless. And after all, “What does success matter, if you aren’t loving your life?”

DONNA KERR

IT DEPENDS ON ME



Photos by Howard Lansat Photography

“How high I aim, how much I see, how far I reach, depends on me.”
That’s always been Donna Kerr’s favorite quote.

Growing up in a blue-collar neighborhood, Kerr had to work hard to achieve her lofty goals. “The risk-taking adventurer in me always wants to see just how far my imagination, creativity, hard work and dedication can take me,” she reflects. “I like to try new, big and innovative things.”

Kerr was born in 1966 to a Baltimore Highlandtown bartender, Santina DiMartino Trotta, and a Bethlehem Steele machinist, Donald Kerr. Her parents divorced when she was 6, and Kerr was raised in Highlandtown/Canton. Fortunately, her father enrolled her in private Catholic schools because he and she both knew a good education would be her ticket out of the inner city.



Donna Kerr Group

With a family who believed in her, the smart and hard-working Kerr attended the University of Maryland, where she became the first person on her mother’s side to graduate from college. Her degree was in accounting, a field in which she spent 10 years.

Accounting didn’t fulfill her, though. She craved more. She was more of an entrepreneur by nature. Kerr recalls, “In middle school, I bought and disassembled magazines so I could sell off individual photos of Leif Garrett and Scott Baio. I also made refrigerator magnets and pot holders to sell to door-to-door to neighbors.”

Around the time Kerr was contemplating what she wanted to do with her life, other than accounting, she received an inheritance from her father. Serendipitously, she was invited to an agent meeting at a boutique Chevy Chase brokerage. When Kerr went on the broker open house tour, she saw something that would change the course of her life forever.

“It was a run-down house on Wire Avenue in Indian Spring,” Kerr recalls. “It was listed at \$110,000.” Her creative juices started flowing, and Kerr could envision its potential. She bought the house, got her real estate license, fixed up the house, and before listing it, Kerr did something unique for 1998. She staged it.

“I convinced a local furniture and accessories store to stage it in exchange for local advertising,” says Kerr. “Thus, our staging niche was born, in addition to our renovation and new construction niches.”

The rest is history. Since 1998, Kerr and her team at Donna Kerr Group have attained a career volume of \$500 million, with over 1,100 units sold. Kerr’s personal career volume is \$260 million and 623 units sold.

To attain this success, she relies on her team of 19 employees, which includes an inside sales team, a marketing manager, an emphasis on systems. “Training and support for our agents is a priority, with the goal of stellar customer service to each and every client,” she says. To this end, Kerr is transitioning away from the day-to-day agent responsibilities to allow more time for the mentoring and leadership role of running the brokerage.

This year marks Kerr’s 20th year in business, and it’s a milestone of a year. They recently bought the commercial building where they’ve been since 2008. It’s a 15,000-square-foot, three-story commercial building with a “fabulous entertainer’s kitchen” and

an entire floor dedicated to warehousing their staging inventory. Soon, they’ll be adding their own personal touches to the main level and exterior to “make it our own,” says Kerr.

This year is also about recognizing where they are and how they got there. The theme is “20 Years of Gratitude.” Kerr reflects, “I am humbled and amazed by the many clients, co-workers, neighbors, colleagues, fellow Realtors, family and friends that have made my journey possible.” To celebrate and show appreciation, Donna Kerr Group is hosting community events and giveaways throughout the year.

Already an avid supporter of the community, Kerr is involved with A Wider Circle, Highland View Elementary, Northwood High School, Toys for Tots, and Kicking Parkinsons.

Married for 10 years to Lewis Temple, whom she describes as “the love of my life,” she is also mother to their 8-year-old daughter, Maia, a golden retriever (Bear) and two cats (Napper and Lola). Together, they cherish family time with game nights, dinners, hiking, boating, traveling and taking ice skating lessons (the whole family). Assuaging her creative, adventurous side, Kerr reports, “I have also competed in lower-level ballroom dancing, and soon I’ll be taking voice lessons because I’ve always wanted to sing.”



Jenna Haley (COO) and Donna Kerr



Aiming high, seeing much, reaching far — these are dependent upon effort and perseverance. Kerr knows firsthand that real estate comes with its own set of challenges. Kerr relates, “There are so many details to real estate transactions and so many in building a business as well.”

For these, Kerr has some valuable advice:

- Treat everyone with respect. Don’t let success go to your head.
- It’s imperative to have the right people on the bus before you worry about them having the right seat.
- Surround yourself with the best talent you can find, and don’t be afraid to pay for it.
- Hire an operator that can help run the business so you can be a better leader. Hire a COO to run operations, and focus your time on either selling or leading the team.
- Do what you do best, and hire for everything else.
- Join a coaching organization like the Tom Ferry organization (ours since 2012, when we began growing 40 percent per year).

- Join a mastermind group, because sharing and learning through your peer group is amazing.
- Invest in systems, and don’t wait to do it. If the business can’t run without you doing every single thing, you don’t have a business, and you won’t be able to scale.
- When you start to scale, it’s important to retain your brand identity, as there are so many directions you get pulled.
- Treat it like the multi-million-dollar business it is.
- Building a multi-million-dollar business is much harder than selling houses.
- As you grow, you must learn new skills.
- Don’t give up, even though the pressure makes it hard to get out of bed some days.
- Focus on the top priorities right now. Picking what to spend your time on is critical.

Book recommendations: *The 4 Disciplines of Execution*, by Chris McChesney, et al; *Good to Great*, by James C. Collins; *Triggers*, by Mark Reiter, et al; *Who — The A Method for Hiring*, by Geoff Smart, et al; *The ONE Thing*, by Gary W. Keller, et al; *The Millionaire Real Estate Agent*, by Gary W. Keller, et al; *Feeling Good*, by David D. Burns; *Feeling Good: The New Mood Therapy*, by David D. Burns; *Scaling Up*, by Verne Harnish; *Predictable Revenue*, by Aaron Ross, et al; *The 10X Rule*, by Grant Cardone; *Jab, Jab, Jab, Right Hook*, by Gary Vaynerchuk; *Think and Grow Rich*, by Napoleon Hill; *Miracle Morning*, by Hal Elrod; *The Compound Effect*, by Darren Hardy; *The E Myth Revisited*, by Michael E. Gerber; and *Getting Things Done*, by David Allen.

“How high I aim, how much I see, how far I reach, depends on me” — quintessentially Donna Kerr.





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HOME WARRANTIES

What Is Now ILLEGAL In Maryland

In Maryland, an agent, a broker or any licensee may not ask for nor receive from a title company a complimentary home warranty as a gift or incentive for using that title company. This same law prohibits the title company of-fering free home inspections as well. The Maryland Insurance Ad-ministration (MIA) announced this new interpretation of an already existing law, §27-216(b)(1). The punishment is no joke! Violations include either or both fines as well as criminal penalties.



Why? Doesn't this actually hurt the buyers and the sellers, the ultimate consumers who are paying, and then miss out on limited competitive pricing and closing costs, offering them real value? Yes, it does cost the consumer more money! Nevertheless, the MIA deems free home warranties and home inspections, frequently used for marketing purposes, both direct and indirect illegal inducements, conveying "hopeful expectations that the consumer may ultimately be so moved or persuaded to purchase" title insurance or use a particular title company. Simply stated, the MIA believes strongly that, as a practical reality, the cost of the home warranty is likely coming out of the title insurance premium a title company earns, which then necessarily results in an illegal discount of Maryland insurance premium set rates. So, even if settlement fees amount to more than enough money to offset the cost of the home warranty, they are now still prohibited. The MIA has a wide net, as a protective fence

to insurance premiums being discounted in any way, to prevent the multitude of times, prevalent in the industry, when settlement fees are simply not enough money to cover the gift.

Are your buyers, the consumers, hurt by paying higher-set title company fees and not receiving a \$420-600 free home warranty? Keep in mind that in Maryland and Virginia it is also now deemed illegal if the monetary amount of the home warranty is offset by a reduction in fees at the title company instead. Then, of course, the buyers are hit by higher costs unless the home warranty is in the contract. Most sellers will pay for a home warranty with a capped dollar amount in the check boxes on the GCAAR Contract and in the Montgomery County Jurisdictional Addendum to the MAR Contract.

For more information, call or text Ms. Michaels personally on her Legal Hotline at 202-253-4393.

Simply stated, the MIA believes strongly that, as a practical reality, the cost of the home warranty is likely coming out of the title insurance premium a title company earns, which then necessarily results in an illegal discount of Maryland insurance premium set rates.



Jill Pogach Michaels, Esq., the managing partner and founder of The Law Offices of Jill Pogach Michaels, was recently awarded the "Lawyers of Distinction Award" for 2017 for being in the top 10% of Real Estate Attorneys. As a "Top Lawyer in Maryland" recipient in 2013, 2015 and 2016 for the highest in ethical standards, Ms. Michaels earned the reputation of being the "go-to lawyer" for residential and commercial contract drafting, disputes, advice and legal representation. She teaches residential contracts, ethics and other classes throughout the D.C. Metropolitan area to Realtors®. Her team of five attorneys handles litigation, transactional, employment and criminal law.

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FIRST ANNIVERSARY CELEBRATION

Held March 29, 2018

What an amazing gathering! We had such an awesome time at our First Anniversary Celebration in Potomac on March 29th. Thank you so much to all our partners and Real Producers who made it out. We are so excited to be celebrating one full year in print with this elite Greater D.C. Realtor® community and look forward to continuing to grow together. A special shout out to Wendy Banner for providing such a gorgeous property as our venue. We had such a fabulous time... It was EPIC!

Congratulations to all our raffle winners, and thank you to our wonderful partners for providing the raffle items. A warm “thank you” to our caterer, Kia’s Touch, who provided the delicious food and beverages.

inally, thank you to our event sponsors, Wade Vander Molen (Stewart Title); Derek Harman (Home Savings & Trust Mortgage); Malena Kaplan (MK Staging & Design); Chanin Wisler (First Washington Mortgage); and Moyer & Sons Moving & Storage,

who graciously assisted MK Staging & Design with staging the venue.

If you missed us at this event, you won’t want to miss the next one! Pictures from the celebration will be available in our June issue. Visit us on Facebook to see more pictures and a video from the event.



Upcoming Events

2018 SUMMER FLING

To be held June 14, 2018

Be on the lookout for your exclusive invitation to this event. Our summer social last year was one of our most exciting events – we expect more of the same this year, and hope to see you all there!

For information regarding all DC Metro Real Producers events and to be sent your exclusive invitation, please email us at Events@dcmetrorealproducers.com.

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Celebrating Mothers In Real Estate

Happy Mother's Day! This month, we celebrate all mothers, but here at *DC Metro Real Producers*, we especially want to celebrate mothers in real estate. Whether a Realtor® mom juggling work and family or a mother who has inspired her children to follow her into the industry...

We salute you all!



Glynis Canto and Kevin Canto

Family Connection

Mother and son

Company

Keller Williams Realty –
The Canto Group

How long in business and in business together:

Sixteen years and together for seven.

Favorite thing about working together:

The love, trust and support we have for each other is the best part. We have such a strong relationship that can't be matched, and having someone that will always be there is something very special.

Favorite quote:

"Treat others how you want to be treated."



Gail Belt with
Terry Belt, Christy Belt Grossman, and Jerry Belt

Gail Belt and the Belt family

Family Connection

Mother, son, daughter, and husband

Company

Keller Williams Realty, McLean

How long in business and in business together:

Gail has been in business 51 years (since 1967!). Her son, Terry, left a successful commercial brokerage career and joined Gail on Dec. 3, 1993 — a red letter day! They were a great team, and business skyrocketed. Terry is now CEO. Gail's daughter, Christy, is COO. She left her successful career in the operations side of mortgage banking and joined Gail and Terry on Sept. 5, 1995 — another red letter day! Seven weeks later, the owner of the company Gail had been with for 23 years, sold, with no warning, to a competitor and the Belts were high and dry. Lucky for them, thanks to Christy, they made a seamless move, on 48-hours' notice, to their new firm. Christy told Gail and Terry to "stay away," and they did. She did it all. They had no idea, until she came, how much they needed Christy!

Favorite thing about working together:

It was a long stretch from 1973 (Terry and Christy were in the 1st and 5th grades), when Gail paid them a nickel a page, pre-computers, to sort listing cards! "It's just so great to be together, and for me to watch, with awe and pride and total trust, as they propel The Belt Team to new heights," says Gail.

Favorite quote:

"This is the day the Lord has made. Let us rejoice and be glad in it."





Debbie Howell Reynolds and Sarah Reynolds Oji

Family Connection

Mother and daughter

Company

The Reynolds Team

How long in business and in business together:

Over 30 years in the business and 12 years in business together.

Favorite thing about working together:

“This is a tough question, as it is hard to narrow it down to just one favorite” says Sarah. “My mom has had such a big impact on my life and on my career! My favorite thing has to be her ability to always be a ‘student.’ She is always learning and growing! She has been in the business over 30 years, and has helped hundreds of families, but yet she carries herself with humility and grace in all situations! She has taught me to constantly be learning, growing, and pushing myself to be better!”

Favorite quote:

Isaac Newton’s quote: “If I have seen further than others, it is by standing upon the shoulders of giants.” “This is 100-percent true with my mom and my parents!” says Sarah. “They are true giants in my life, and they have put me on their shoulders!”



Judy Lemmons and Kara Chaffin Donofrio

Family Connection

Mother and daughter

Company

Long & Foster Real Estate |
Christie’s International Real Estate

How long in business and in business together

5 years

Favorite thing about working together

“I began my real estate career working with a builder,” says Kara. “When I switched into the resale side of the business, I joined forces with my mom. Her business is in the Annapolis area, and I worked side by side with her, while simultaneously growing my own business in the D.C. metro area. I loved being able to spend time with my mom and get to know her from a business perspective. She is naturally gifted in how she relates with people, and can make a friend in the most unlikely situation. She attracts people to her just by being her, and that is a beautiful quality that I admire deeply.”

Favorite Quote

“What lies behind us and what lies ahead of us are tiny matters compared to what lives within us.” — Henry David Thoreau



Mary Anthony and Kelly Wilde

Family Connection

Mother and daughter

Company

Keller Williams Realty, McLean

How long in business and in business together:

Five years.

Favorite thing about working together:

Every day is bring-your-dog-to-work day!

Favorite quote:

“Look around less, imagine more.”



Jennifer Mack

Family Connection

Mother to Riley (10) and Dane (6)

Company

Judd Mack Properties, of
Pearson Smith Realty

Favorite quote:

“You make your own luck.”
– Ernest Hemingway

“You make your own luck.”
– Ernest Hemingway

...

Laura Kittleman



Lisa Kittleman



Laura Kittleman and Lisa Kittleman

Family Connection
Mother and daughter

Company
The Kittleman Group

How long in business and in business together:
Almost six years!

Favorite thing about working together:
“Working with my mom!” says Lisa. “She is hardworking, loyal and dedicated in everything she does. My mom raised my sisters and me to be strong, independent and fierce, through the good times and the bad. From a very young age, my mom instilled an independence in me that carried on through adulthood and into real estate. Through hard times and terrible loss, like the death of my older sister, my mom taught me to appreciate the lessons gained and allow them to help serve others at a higher level. Through the most difficult time in her life, my mom kept our family strong as well as maintained the business and kept her clients at the forefront. She never neglected her work or her clients. This taught me a huge lesson: that success, failure and happiness are all under your control. My mom’s spirit and tenacity guided me towards success and pushed me to become the best Realtor® I could be. My business starts from within, from the person I am and the team I create, and grows to the extent that I do.”

Favorite quote:
“Perpetual optimism is a force multiplier.” — Colin Powell

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018-March 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Keri Shull	Optime Realty	27.5	45	72.5	\$49,157,303
2	Mark McFadden	Washington Fine Properties	2.5	3	5.5	\$32,638,000
3	David Getson	Compass	9.5	36	45.5	\$31,049,042
4	John Kirk	Tower Hill Realty	62	1	63	\$29,732,285
5	Nancy Taylor Bubes	Washington Fine Properties	7.5	4	11.5	\$28,024,500
6	Christopher Ritzert	TTR Sotheby's International Realty	1.5	2	3.5	\$24,420,000
7	James Coley	Long & Foster Real Estate	9.5	13	22.5	\$21,819,900
8	Jennifer Smira	Compass	13	14	27	\$21,258,250
9	Nurit Coombe	RE/MAX Elite Services	7.5	15	22.5	\$21,163,000
10	Alejandro Luis Martinez	RE/MAX Elite Services	23	39	62	\$20,271,750
11	Jay Day	Real Estate Teams	31.5	14	45.5	\$19,443,233
12	David Mayhood	The Mayhood Company	10	3	13	\$18,027,600
13	Carolyn Sappenfield	RE/MAX Realty Services	8	6	14	\$17,704,500
14	Tyler Jeffrey	Washington Fine Properties	1	17	18	\$17,338,000
15	Barak Sky	Long & Foster Real Estate	10	16	26	\$16,993,100
16	Sue Goodhart	McEneaney Associates	11	12	23	\$16,822,650
17	Lilian Jorgenson	Long & Foster Real Estate	9	5	14	\$16,438,999
18	Louis Chauvin	Compass	2.5	4	6.5	\$15,544,550
19	Alkesh Tayal	Wydler Brothers Real Estate	1	1	2	\$15,368,000
20	Jane Fairweather	Coldwell Banker Residential Brokerage	12.5	4	16.5	\$15,015,900
21	Tom Francis	Keller Williams Realty	7	7	14	\$14,995,075
22	Jennifer Walker	McEneaney Associates	12	11	23	\$14,931,086
23	Marc Fleisher	TTR Sotheby's International Realty	5	2	7	\$14,537,055
24	Lauren Davis	Washington Fine Properties	8	2	10	\$14,488,500
25	Terry Belt	Keller Williams Realty	8.5	6	14.5	\$14,144,708
26	Anne Killeen	Washington Fine Properties	9	3	12	\$13,983,000
27	Brian Wilson	Wilson Realty Group	27	1	28	\$13,967,300
28	Phyllis Patterson	TTR Sotheby's International Realty	12.5	4	16.5	\$13,809,400
29	Ronald Mangas	TTR Sothebys International Realty	3	1	4	\$13,557,500
30	Christine Reeder	Long & Foster Real Estate	21.5	18	39.5	\$13,417,531

Disclaimer: Information based on reported numbers to MLS as of April 11, 2018. 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. *DC 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.

Rank	Agent	Office	List #	Sell #	Total #	Total \$
31	Michael Rankin	TTR Sotheby's International Realty	2	5	7	\$13,398,500
32	James Bass	Real Estate Teams	19	21	40	\$13,358,020
33	Cynthia Schneider	Long & Foster Real Estate	13.5	10	23.5	\$12,956,474
34	Daryl Judy	Washington Fine Properties	5	3	8	\$12,653,550
35	Elizabeth Twigg	Washington Fine Properties	10	2	12	\$12,251,779
36	Nathan Guggenheim	Washington Fine Properties	4	13	17	\$12,100,900
37	Wendy Banner	Long & Foster Real Estate	7.5	4	11.5	\$11,990,900
38	Erich Cabe	Compass	5	9	14	\$11,658,000
39	Noble Davis	RE/MAX Supreme	2	2	4	\$11,564,000
40	Cheryl Leahy	Long & Foster Real Estate	6.5	1	7.5	\$11,469,000
41	Kimberly Cestari	Long & Foster Real Estate	10	4	14	\$11,359,000
42	Robert Sanders	TTR Sotheby's International Realty	9.5	5	14.5	\$11,210,552
43	Daniel Heider	TTR Sotheby's International Realty	2	5	7	\$11,205,904
44	Elizabeth Lucchesi	Long & Foster Real Estate	7	8	15	\$11,163,230
45	Russell Firestone	TTR Sotheby's International Realty	2	4	6	\$10,976,400
46	Michael Brennan	TTR Sotheby's International Realty	9	2	11	\$10,910,000

Disclaimer: Information based on reported numbers to MLS as of April 11, 2018. 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. *DC 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.



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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018-March 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
47	Kate Hanley	Urban Pace, a Long & Foster Company	17.5	3	20.5	\$10,818,600
48	Melinda Estridge	Long & Foster Real Estate	5.5	7	12.5	\$10,639,000
49	Mark Lowham	TTR Sotheby's International Realty	1	1	2	\$10,500,000
50	Brent Jackson	TTR Sotheby's International Realty	8	4	12	\$10,326,102
51	Jeffrey Wilson	TTR Sotheby's International Realty	7.5	3	10.5	\$10,318,250
52	Sebastien Courret	Compass	3	13	16	\$10,297,999
53	Trent Heminger	Compass	11.5	3	14.5	\$10,115,750
54	Jeremy Browne	TTR Sotheby's International Realty	7	6	13	\$9,988,400
55	Joshua Ross	RE/MAX Realty Services	3	8	11	\$9,988,000
56	Thomas Hennerty	NetRealtyNow.com	22	3	26	\$9,941,553
57	Judy Cranford	Cranford & Associates	4	6	10	\$9,927,623
58	Antonia Ketabchi	Redfin Corp	1	12	13	\$9,656,900
59	Roby Thompson	Long & Foster Real Estate	9	6	15	\$9,553,400
60	Bradley Rozansky	Long & Foster Real Estate	10	2	12	\$9,384,900
61	Alex Edwards	Urban Pace, a Long & Foster Company	11.5	2	13.5	\$9,379,150
62	Mehrnaz Bazargan	Redfin Corp	14	3	17	\$9,322,849
63	James(Kevin) Grolig	RE/MAX Fine Living	9.5	9	18.5	\$9,298,150
64	Ryan Tyndall	Keller Williams Capital Properties	1	5	6	\$9,164,500
65	Anne Weir	Washington Fine Properties	1	1	2	\$9,040,000
66	Janet Callander	Weichert, Realtors	7	2	9	\$8,902,888
67	Kimberly Casey	Washington Fine Properties	5	1	6	\$8,870,762
68	Victor Llewellyn	Long & Foster Real Estate	10	9	19	\$8,836,346
69	Kara Johnson	Keller Williams Capital Properties	3.5	10	13.5	\$8,804,500
70	Jason Mandel	Washington Fine Properties	0.5	2	2.5	\$8,795,000
71	Chelsea Traylor	Redfin Corp	16	1	17	\$8,740,900
72	James Roy	Luxmanor Real Estate	9.5	6	15.5	\$8,625,422
73	Kimberly Gibson	Washington Fine Properties	1	3	4	\$8,605,000
74	Thomas Reishman	Compass	7	0	7	\$8,584,000
75	Margot Wilson	Washington Fine Properties	2.5	1	3.5	\$8,537,500
76	Thomas Faison	RE/MAX Allegiance	8.5	1	9.5	\$8,460,750

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
77	Christie-Anne Weiss	TTR Sotheby's International Realty	1.5	0	1.5	\$8,420,000
78	Joel Nelson	Keller Williams Capital Properties	6	5	11	\$8,401,000
79	Brad House	Compass	1.5	1	2.5	\$8,367,400
80	Juan Umanzor	Long & Foster Real Estate	9	19	28	\$8,320,400
81	Ahmed Nadim	UpsideDoor	11	1	12	\$8,303,500
82	Jason Townsend	Keller Williams Capital Properties	2	8	10	\$8,255,650
83	Sheena Saydam	Keller Williams Capital Properties	3	13	16	\$8,218,585
84	Irina Babb	RE/MAX Allegiance	9	5	14	\$8,201,500
85	Piper Gioia	TTR Sothebys International Realty	1	2	3	\$8,042,500
86	David Thomas	Keller Williams Capital Properties	4	7	11	\$8,016,645
87	Leyla Phelan	Coldwell Banker Residential Brokerage	2.5	4	6.5	\$8,005,000
88	Lisa Sabelhaus	RE/MAX Town Center	10	10	20	\$7,964,554
89	Andrew Riguzzi	Compass	3.5	5	8.5	\$7,960,450
90	Kay Houghton	Keller Williams Realty	5	9	14	\$7,853,951
91	Barbara Ciment	Long & Foster Real Estate	8.5	9	17.5	\$7,853,000
92	Margaret Babbington	Compass	5	11	16	\$7,838,787

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56 • May 2018

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018-March 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
93	Cynthia Howar	Washington Fine Properties	3	1	4	\$7,814,000
94	Elaine Koch	RE/MAX Metropolitan Realty	8	5	13	\$7,785,700
95	Christopher White	Long & Foster Real Estate	8	3	11	\$7,766,900
96	Michael Lederman	Keller Williams Capital Properties	14	0	14	\$7,729,900
97	Kathleen King	Washington Fine Properties	3	4	7	\$7,675,300
98	Karen Close	Century 21 New Millennium	4	3	7	\$7,623,246
99	Meredith Margolis	Compass	2	5	7	\$7,618,325
100	Fouad Talout	Long & Foster Real Estate	2.5	2	4.5	\$7,581,500
101	Thomas Buerger	Compass	7	5	12	\$7,575,702
102	Kira Epstein Begal	Washington Fine Properties	5	5	10	\$7,449,500
103	Daniel Register	RE/MAX 2000	17	7	24	\$7,446,325
104	William Gossett	Washington Fine Properties	3	1	4	\$7,437,500
105	Tim Barley	RE/MAX Allegiance	2.5	6	8.5	\$7,403,750
106	Nancy Itteilag	Washington Fine Properties	2	2	4	\$7,370,000
107	Scott Shawkey	Keller Williams Realty	4	1	5	\$7,335,594
108	Raymond Gernhart	RE/MAX Allegiance	5	12	17	\$7,327,500
109	Lee Murphy	Washington Fine Properties	1	6	7	\$7,310,000
110	Peter Braun	Long & Foster Real Estate	4.5	6	10.5	\$7,282,950
111	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	3.5	7	10.5	\$7,236,400
112	David Moya	Keller Williams Realty	5	5	10	\$7,227,825
113	Nathan Dart	RE/MAX Realty Services	9.5	8	17.5	\$7,209,800
114	Joy Deevey	TTR Sothebys International Realty	5	3	8	\$7,176,000
115	Mark Goedde	Long & Foster Real Estate	3	5	8	\$7,165,500
116	Robert Carter	Century 21 Redwood Realty	4	6	10	\$7,068,250
117	Debbie Cohen	Long & Foster Real Estate	7	6	13	\$6,954,100
118	Justin Paulhamus	M Squared Real Estate	4	6	10	\$6,946,300
119	Todd Bissey	Compass	1	5	6	\$6,940,052
120	Gina Baca	Classic Cottages Realty	4	0	4	\$6,912,500
121	Charles Dudley	RE/MAX Realty Services	4	4	8	\$6,911,000
122	Mary Ehrgood	Washington Fine Properties	2	2	4	\$6,877,500

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
123	Brad Kiger	Keller Williams Realty	7.5	3	10.5	\$6,873,900
124	William Hoffman	Keller Williams Realty	3	5	8	\$6,838,658
125	Tonya Finlay	Neighborhood Real Estate	4.5	3	7.5	\$6,812,750
126	Brittany Camacho	Century 21 Redwood Realty	8	4	12	\$6,798,450
127	James Brown	Turning Point Real Estate	6.5	7	13.5	\$6,795,351
128	Leslie Friedson	Long & Foster Real Estate	5	5	10	\$6,781,168
129	Vladimir Dallenbach	TTR Sotheby's International Realty	2	7	9	\$6,759,150
130	Dara Gilman	TTR Sotheby's International Realty	1.5	4	5.5	\$6,709,900
131	Marianne Prendergast	Washington Fine Properties	3	3	6	\$6,687,500
132	Theresa Burt	Washington Fine Properties	0.5	2	2.5	\$6,672,500
133	Tracy Williams	Wydler Brothers Real Estate	2	1	3	\$6,650,000
134	Jonathan Lahey	RE/MAX Fine Living	11	7	18	\$6,622,000
135	Jesse Sutton	Compass	2	0	2	\$6,620,000
136	James Cahill	Long & Foster Real Estate	0	2	2	\$6,600,000
137	Lucy Fraser	Redfin Corp	0.5	10	10.5	\$6,598,500
138	Lauren Bishop	McEneaney Associates	4	2	6	\$6,593,000

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018-March 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
139	Meg Ross	Keller Williams Realty	4	3	7	\$6,538,015
140	Norman Domingo	XRealty.NET	11	0	11	\$6,528,994
141	Angelika Suisman	Long & Foster Real Estate	1	1	2	\$6,527,500
142	Hans Wydler	Wydler Brothers Real Estate	5	1	6	\$6,521,000
143	Joseph Himali	TTR Sotheby's International Realty	4	6	10	\$6,486,300
144	Dennis Lee	Douglas Realty of Virginia	3	10	13	\$6,355,000
145	Edward Carp	Continental Properties	1	8	9	\$6,283,400
146	Michael Rose	Rory S. Coakley Realty	1.5	5	6.5	\$6,215,000
147	Timothy Brooks	Keller Williams Realty Centre	13	4	17	\$6,208,354
148	Maryanne Fiorita	Long & Foster Real Estate	6.5	4	10.5	\$6,167,100
149	Antonette Koerber	Long & Foster Real Estate	4	2	6	\$6,128,000
150	Maxwell Rabin	TTR Sotheby's International Realty	3	2	5	\$6,118,100
151	Michael Muren	Long & Foster Real Estate	18	1	19	\$6,089,752
152	Thomas Paolini	Redfin Corp	3	6	9	\$6,085,500
153	Laura Mensing	Long & Foster Real Estate	4	4	8	\$6,080,900
154	Michael Bowers	Long & Foster Real Estate	5.5	2	7.5	\$6,044,000
155	Robert Crawford	Washington Fine Properties	1	2	3	\$6,034,500
156	J Montalvan	Compass	1	9	10	\$6,014,500
157	Judith Seiden	Berkshire Hathaway HomeServices PenFed	3	4	7	\$5,981,020
158	Elizabeth Brent	Go Brent	8	0	8	\$5,980,500
159	Andrew Smith	TTR Sotheby's International Realty	0.5	5	5.5	\$5,938,550
160	Michael Alderfer	Redfin Corp	1	7	8	\$5,937,499
161	Bradley Kintz	Long & Foster Real Estate	12	1	13	\$5,936,900
162	Douglas Gardiner	Long & Foster Real Estate	9.5	5	14.5	\$5,921,050
163	Ann Wilson	Keller Williams Realty	3.5	3	6.5	\$5,920,000
164	Jill Coleman	RE/MAX Realty Centre	9	7	16	\$5,914,100
165	Conor Sullivan	Keller Williams Realty	4.5	3	7.5	\$5,902,650
166	Julie Zelaska	Smith & Schnider	2	1	3	\$5,900,000
167	Koki Adasi	Compass	8.5	5	13.5	\$5,886,999
168	Hovanes Suleymanian	ONE Real Estate	0.5	9	9.5	\$5,884,900

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
169	Peter Grimm	Berkshire Hathaway HomeServices PenFed Realty	3.5	3	6.5	\$5,839,900
170	George Galloway	Next Realty Mid-Atlantic	1	0	1	\$5,839,500
171	Kara Sheehan	Washington Fine Properties	3	2	5	\$5,814,000
172	Warren Kluth	Long & Foster Real Estate	3	5	8	\$5,806,000
173	Anslie Stokes Milligan	McEearney Associates	2	8	10	\$5,804,999
174	Delia McCormick	Washington Fine Properties	4	2	6	\$5,798,506
175	Jeremy Lichtenstein	RE/MAX Realty Services	3	2	5	\$5,775,700
176	Marsha Schuman	Washington Fine Properties	2.5	2	4.5	\$5,770,000
177	James Andors	Keller Williams Realty	1	7	8	\$5,768,250
178	Mitchell Curtis	Keller Williams Realty	2.5	7	9.5	\$5,743,000
179	Joan Stansfield	Keller Williams Realty	5	3	8	\$5,732,000
180	Michael Reiley	RE/MAX Allegiance	8	3	11	\$5,728,400
181	Marco Stilli	TTR Sotheby's International Realty	2	5	7	\$5,692,750
182	Traudel Lange	Washington Fine Properties	3	3	6	\$5,686,500
183	Dana Rice	Compass	2	4	6	\$5,668,350
184	Andrew Essreg	Keller Williams Capital Properties	2	8	10	\$5,666,076

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018-March 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
185	Joan Reimann	McEneaney Associates	5	3	8	\$5,641,500
186	Justin Kitsch	TTR Sotheby's International Realty	3.5	3	6.5	\$5,618,000
187	Anne Richardson	Keller Williams Capital Properties	0	9	9	\$5,576,742
188	Traci Rochon	Keller Williams Realty	8	4	12	\$5,523,900
189	Michelle Yu	RE/MAX Town Center	4.5	4	8.5	\$5,509,650
190	Dejan Bujak	Evers & Co. Real Estate, A Long & Foster Company	1	2	3	\$5,485,000
191	D'Ann Lanning	Compass	7.5	1	8.5	\$5,482,050
192	Kathryn Loughney	Keller Williams Realty	5	4	9	\$5,462,399
193	Cecelia Leake	Washington Fine Properties	1	2	3	\$5,433,000
194	Diana Morahan	Long & Foster Real Estate	2.5	3	5.5	\$5,430,500
195	Ginette R. Winston	Winston Real Estate	2	2	4	\$5,406,000
196	Michael Gailey	Compass	0	9	9	\$5,404,000
197	Avi Galanti	Compass	2.5	3	5.5	\$5,394,000
198	Linda Picasso	Long & Foster Real Estate	0	1	1	\$5,350,000
199	John Lesniewski	RE/MAX United Real Estate	14	1	15	\$5,331,220
200	Jeffrey Sachse	TTR Sotheby's International Realty	2	4	6	\$5,327,999

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
185	Joan Reimann	McEneaney Associates	5	3	8	\$5,641,500
186	Justin Kitsch	TTR Sotheby's International Realty	3.5	3	6.5	\$5,618,000
187	Anne Richardson	Keller Williams Capital Properties	0	9	9	\$5,576,742
188	Traci Rochon	Keller Williams Realty	8	4	12	\$5,523,900
189	Michelle Yu	RE/MAX Town Center	4.5	4	8.5	\$5,509,650
190	Dejan Bujak	Evers & Co. Real Estate, A Long & Foster Company	1	2	3	\$5,485,000
191	D'Ann Lanning	Compass	7.5	1	8.5	\$5,482,050
192	Kathryn Loughney	Keller Williams Realty	5	4	9	\$5,462,399
193	Cecelia Leake	Washington Fine Properties	1	2	3	\$5,433,000
194	Diana Morahan	Long & Foster Real Estate	2.5	3	5.5	\$5,430,500
195	Ginette R. Winston	Winston Real Estate	2	2	4	\$5,406,000
196	Michael Gailey	Compass	0	9	9	\$5,404,000
197	Avi Galanti	Compass	2.5	3	5.5	\$5,394,000
198	Linda Picasso	Long & Foster Real Estate	0	1	1	\$5,350,000
199	John Lesniewski	RE/MAX United Real Estate	14	1	15	\$5,331,220
200	Jeffrey Sachse	TTR Sotheby's International Realty	2	4	6	\$5,327,999

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