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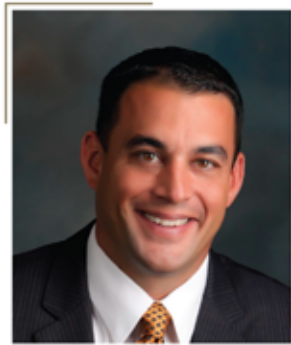


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Kristin Brindley
Publisher
Kristin.Brindley@
RealProducersMag.com
(313) 971-8312



Angela Clemons
Events Manager



Mark Celeste
Publishing Assistant



Karla Bowling
Staff Writer



Idolina Walker
Asst. Editor



Zach Cohen
Staff Writer



Howard Lansat
Photographer



Ryan Corvello
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Bobby Cockerille
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Dear DC Metro Real Producers,

Happy November! We are so grateful for our amazing Real Producers community! This tribe gives back to the community and takes ownership for their impact on the DC Metro area. November is a month of gratitude. We, at Real Producers would like to express our gratitude and recognize our Veterans. Without which our liberties and freedom would not exist. Check out our veteran stories in this issue.

November is also a time to reflect on the current year, and the year to come. This year has been an exciting year of growth. We added NoVa Real Producers, and there are now 60 Real Producers publications across the U.S.A.! A map is located on pg. 35.

Without our preferred partners, none of this would be possible. We are thankful for their participation and to the real producers that referred them. All partners have been referred by real producers.

Mastermind is approaching fast! There are a few spots left, so RSVP today. Our annual mastermind panel is November 8. There is limited seating. Get your tickets at www.dcmetrorealproducers.com/mastermind.

If you haven't joined the private Facebook group, don't miss out. We will be asking the questions we print in the private group moving forward! Also, check out our cover story and partner spotlight interviews on our YouTube channel and also on Spotify.

Our mission: 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 percent of your industry.

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

Thank you to our features who have shared their stories to inform and inspire this amazing community. My favorite part of being the publisher is interviewing such talented, wonderful humans! Last, but certainly not least, thank you to my team. The team here cares about the Real Producers community, our standards, and the voice we give to you the Real Producers. Thank you: Angela, Michael, Mark, Von, Ian, Carl, Idolina, Karla, Zach, Chris, Howard, Ryan, Rodney, Barry, & Bobby. Thank you!!!!

With Gratitude,

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



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“The most rewarding part of our business is seeing the growth of our teammates — finding the right fit for each person, ensuring that we have them in the right seat on the right bus, and then watching everyone thrive together.”



Samanta Damato

Long & Foster Real Estate

“What I think is most different about me is not necessarily my background, but the order in which I attack each subject. Science and ethics will always be my foundation. In that sense, research and professional ethics will always be my backbone in real estate, which I do believe

makes me unique.”

“The birth of my daughter, Emma, has been a major game changer. I’m much more efficient and focused. And I’ve also learned that it’s okay to say ‘not today’ to a client, especially when you need a family day. No one can work 14-plus hour days, seven days a week, and be truly content. You need time for yourself and your family – sanity is a must.”

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James Wu

Long & Foster Real Estate

“I would love to be able to help the natives raise money to build and improve a local community thrift store sponsored by the White River Cheyenne Mennonite Church. Also, hopefully, one day I would like to be able to help build an educational and recreational after-school program that

will provide a safe and positive environment for the children on the reservation who are growing up without parents.”

“I thank my father, who is caring and personable, very analytical, and understanding. And I especially want to thank the person who originally recruited me to this office, Charlie Llewellyn. He helped me to have the courage to be transparent with people and showed me that it’s about serving people first.”



Chanin Wisler

First Washington Mortgage

“Agents on my transaction don’t have to wonder where we are in the process. My Client Loan Update System (CLUS) makes everyone look good, organized, and on top of their game, and that is what I am about. It takes a lot of people to get one transaction to the closing table, and I look

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“As a lender, I view myself as a teammate of the agent.”

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



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

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Photos by Howard Lansat & Associates Photography

►► partner spotlight

CHANIN WISLER

First Washington Mortgage

A Teammate You Can Count On

“I enjoy being part of a team. I thrive in that environment.”

Chanin Wisler, Senior Loan Officer at First Washington Mortgage, has spent a lifetime perfecting the delicate art of being a productive team member and leader. Her balance of leadership and listening skills have served her well in each stage of her life. As a mortgage lender, this continues to hold true.

“I’ve held leadership roles throughout my life,” Chanin explains. “As a lender, I view myself as a teammate of the agent.”

The Road to Real Estate

Chanin was born and raised in Severna Park, Maryland. As a high schooler, she was a three-sport athlete and won two state championships. At the University of Maryland, where she double majored in general business and transportation and logistics, Chanin continued to pursue her love for sports.

“At Maryland, I held positions in my sorority and participated in every intramural event they offered,” Chanin reveals, “while always making time to cheer on my beloved Terps in all sports.” After graduation, she went on to spend ten years in the medical device industry, frequently contributing product technical expertise in operating rooms. While she loved her work, Chanin came to realize that starting a family would be a challenge with the demands of the industry.

“My brother was in the mortgage business already,” Chanin recalls. “He asked me if I wanted to join him.” At that time, Chanin was already an active real estate investor having purchased homes in both Maryland and Northern Virginia. She closed on her first home at the ripe age of 23 and owned a handful of investment properties by 28.

“It seemed to be a good fit, and I was up for a new challenge,” Chanin explains. In 2002, she launched her career in the mortgage industry. “Just like when I was standing behind the surgeon in the operating room, I know people are counting on me — realtor, buyers, their families.”

With First Washington Mortgage, Chanin sports an extensive suite of products and a hands-on approach to service. First Washington can close loans in their own name and has the opportunity to act as a broker. Effec-



Top: Brenda Benitez (processor) & Will Williams (Owner of First Washington Mortgage)
Bottom: Chanin Wisler & Yasmine Hamandi (assistant)

“You’ve gotta take every opportunity to enjoy yourself when you can.”

tively, they can offer everything the big banks can and more.

“Whether it’s a No Income Investor Loan, a first-time homebuyer, someone who is self-employed and needs a Bank Statement Loan, or if the client just has a unique situation, I take the time to really listen to their goals, look at their entire financial situation, and figure out the best solution for them,” Chanin says.

Chanin prides herself on keeping in contact with both real estate agents during a transaction. Her Client Loan Update System (CLUS) goes out at least weekly to the borrower, buyer’s agent and listing agent to keep every-

one in the loop. “Agents on my transaction don’t have to wonder where we are in the process,” Chanin explains. “It makes everyone look good, organized, and on top of their game, and that is what I am about. It takes a lot of people to get one transaction to the closing table, and I look at myself as a member of the whole team.”

The Lighter Side

Chanin Wisler is supremely dedicated to her craft. Her willingness to go above and beyond for her clients and partners is apparent. Alongside her commitment to success, there is a lighter side to her character: a joyful spirit.

“You’ve gotta take every opportunity to enjoy yourself when you can,” Chanin says, sporting a broad smile. “I love to have fun, to laugh.”

“I just want it to be a great experience for everybody,” she explains.



Chanin with her husband, Eric, and their 12 year old son, Ryan.

...

Her ability to balance unwaveringly on the line between the critical nature of her work and the ecstatic joy of being alive is like the practiced art of an athlete. It's inspiring. “I don't take things too seriously, even though this is a serious topic,” Chanin quips.

Outside the office, Chanin is continually exploring and enjoying life with her husband, Eric, and their 12-year-old son, Ryan. Both Chanin and Eric are involved in coaching Ryan's lacrosse team. “I want people to look at us as an example of a family who plays together and shows the kids what teamwork, sportsmanship and competition are all about,” Chanin explains. “I enjoy coaching and being a positive influence on the boys.” As a family, Chanin, Eric, and Ryan also love to travel, scuba dive, go out to comedy clubs and plays, listen to live music, and simply spend time being together.

Sharing Her Gifts

Teaching and coaching have become predominant themes in Chanin's life as she's taking on a more

extensive role both in and out of the office. “I like to encourage and motivate people,” Chanin says. She has taken on a teaching role with the Greater Capital Area Association of Realtors® (GCAAR) as an instructor for real estate continuing education classes. “I love the teaching and educational aspect of my job.”

Chanin Wisler isn't your average loan officer. She understands the importance of teamwork and execution at a high level. Her definition of success is inclusive of contentment for all parties in the transaction. “I just want it to be a great experience for everybody,” she explains. With the joy, integrity, and positive attitude that she brings to the table, Chanin is doing everything she can to make that great experience a reality.

Chanin Wisler of First Washington Mortgage can be reached at (301) 526-0020 and at chanin@firstwashingtonmortgage.com.



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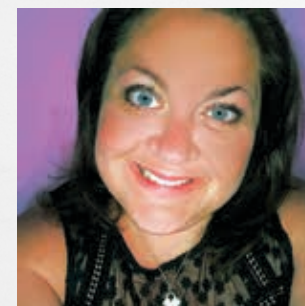


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How to Get National Media Exposure

By Christina Daves



You might be asking yourself why would you want national media exposure as a local real estate agent? As you probably do with anyone you meet or prior to a meeting, you Google them. Google is the fastest way to get a quick rundown on someone. Imagine if a potential seller Googles you and you appear on the first 5 to 10 pages of Google because you've been quoted in national real estate stories. How credible would you look?

There is a great, free resource called Help a Reporter Out (HARO) that allows you to easily respond to journalists' queries and very likely be quoted in national publications. There are usually no less than 10-15 real estate stories every week from outlets like Realtor.com, Forbes, Real Estate Weekly, and national magazines. It's a very simple process to start using HARO. Join for free at www.HelpAReporter.com, and three times a day, around 6:00 a.m., 1:00 p.m., and 6:00 p.m. EST, you will receive an email with the list of media queries from journalists looking for quotes and experts. Search for the topics in real estate and respond using the tips below.

TIP #1 - BE TIMELY

HARO journalists could get 100's of responses to one query (especially national media outlets). Make sure you're at the head of the line when the emails start pouring in. They may find a source in the first few emails they receive and then it's deleted, delete for everyone else. However, you can still stand out in a sea of emails with the next tip for success with HARO.

TIP #2 - USE A CATCHY SUBJECT LINE

Don't submit your HARO query with "HARO Response" in the subject line. That's what everyone else is going to do, so you want to stand out and grab their attention. Use a subject line that is going to make the journalist want to open and read your email. Look at magazine covers for ideas of good "hooks" or subject lines. What you see on the cover makes you buy the magazine and then read the articles later.

TIP #3 - DON'T PITCH OFF-TOPIC

If you see a HARO query for Forbes but it's unrelated to real estate, don't pitch your real estate story through this query. This is strictly prohibited by HARO, and you could be banned. Not only

that, if you waste the journalist's time while they are on deadline for a story, you may have just blacklisted yourself. They might see an email come in from you for another story and hit delete without even reading it. Only reply to the specific query that is listed.

TIP #4 - KEEP IT BRIEF

As mentioned earlier, reporters can be inundated with responses when they use HARO. They need to be able to scan an email quickly to see if you are a fit or not. My greatest successes with HARO have come from a two-sentence email response. You want to "tease" them a bit and have them come to you with their specific questions. Be short, to the point, why you are a great resource and don't forget your contact information!

TIP #5 - PERSONALIZE YOUR RESPONSE

You'll see in the query that often it lists the journalist's name. If so, address your email to "Dear First Name." Isn't that much nicer than "Dear Sir" or "Dear Madam" or just diving into the email? It makes them realize that you took the time to look at the query and see who sent it. Sometimes there isn't a name on the HARO query, but most of the time it is listed. If so, give the journalist a warm and fuzzy feeling and personalize your response.

Become one of HARO's biggest success stories by using this proven system that gets attention when responding to queries and stand out in the crowd of listing appointments by being able to show you are a national real estate star!



Christina Daves is the founder of PR For Anyone®. She has trained 1000s 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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JAMES WU

Sharing His Gifts

Twelve years ago, James Wu, team lead of the James Wu Team at Long & Foster Real Estate in Rockville, Maryland, took his first journey to the small Native American reservation town of Busby, Montana, with his church. When he left his home, James could not have envisioned the impact this journey would have — on both himself and those he sought to aid. Although it is 1,800 miles from home, James has been back to Busby six different times, developing a lasting relationship with the town, culture, and people.

The Gift of Giving

On that very first trip to the Northern Cheyenne Indian Reservation, James cooked for the natives and helped put on skits with the children. “It was an exhilarating trip,” James recalls. “I stepped onto the land and fell in love.”

Building on that initial experience, James has formed a unique relationship with the pastor, the pastor’s family, and the young people of Busby. “The skits were really funny and goofy. What gravitates me to the people there are the kids,” James explains. “People there have no money. Lots of kids on the reservation are growing up without parents and live in communities with high rates of drug abuse and alcoholism. Although poverty affects most of the homes on the reservation, what the kids need most is attentive care and guidance from a positive role model. At the very least, I was able to do just that — give my time and be a good role model.”

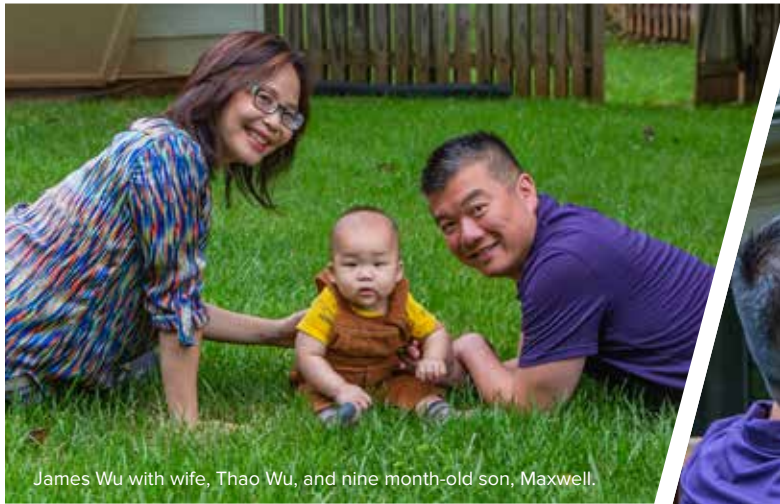
With his real estate business flourishing, James has been able to give more both financially and of his time as the years go by. This past year, he also donated a van that he had previously used for his real estate business.

To hear James describe it, the vehicle which was previously used to move furniture and declutter spaces for his clients was “shabby looking.” To the people of Busby, it has been a lifesaver.

“We were trying to figure out how to get it there because shipping it was too expensive,” James explains. So naturally, he stepped up offering to deliver it on his own time. James made the cross-country trip to Montana, also bringing donations and gifts along with the van itself. “We got there, and they were so thankful — they just loved the van.”



Photos by Randolph Images



James Wu with wife, Thao Wu, and nine month-old son, Maxwell.



The Gift of Real Estate

James was born in Taiwan. Growing up in the United States, he describes himself as an atypical Chinese student. “I didn’t like school,” he says, bluntly.

After graduating, James began his working career in the food service and auto industries. Although he was financially successful, he struggled to find stability. “I developed bad habits. One of them was poor financial management. I made good money, but I spent even more. I was flat broke.”

“By 2007-2008, I needed a total financial makeover,” James recalls. His family suggested he look into real estate. “I got involved and never looked back. I realized it was something I really enjoyed doing. More than just selling houses, but being able to connect with people.”

James has immense gratitude for those who helped him find his way. “I thank my father, who is caring and personable, very analytical, and understanding. And I especially want to thank the person who originally recruited me to this office, Charlie Llewellyn. He helped me to have the courage to be transparent with people and showed me that it’s about serving people first.”

As he became more successful in real estate, James gained the courage to be vulnerable and authentic with his peers and clients alike. Sharing his own struggles provided proof of a path forward for those experiencing similar strife. James takes pride in helping others avoid the same mistakes he made himself.

Looking Forward

Today, James continues to find success in his real estate business, joy with his family, and meaning through his charity work. He and his wife, Thao Wu, have a growing family. Their nine-month-old son, Maxwell, is something of a medical miracle.

“Up until a couple of years ago, we had given up the idea of being able to have a child, and we were thinking about adoption,” James admits. But one day, James received a beautiful surprise — his wife was pregnant. “We are so lucky and blessed,” James says.

Thao has joined James on a handful of his trips out to Busby, and they intend to continue to make it a family venture. For James, success is quite simply being able to make a positive difference in the lives of others. His humility is evident. “Our trips to Montana are a very humbling experience. At home, we have everything. We can access so many things so easily. It’s almost immediate. Over there, just to get to a convenience store is a 19-mile drive.”

James recalls the time he forgot to pack underwear for a trip to Busby with a laugh. “I had to drive 47 miles to get a few pairs of underwear... 47 miles!” And while there is some humor in it all, James recognizes the gravity of the challenges the native people of Montana face. For them, this is daily life.

“I would love to be able to help the natives raise money to build and improve a local community thrift store sponsored by the White River Cheyenne Mennonite Church. Also, hopefully, one day I would like to be able to help build an educational and recreational after-school program that will provide a safe and positive environment for the children on the reservation who are growing up without parents.”

For more information on how to help the people of the Northern Cheyenne Indian Reservation, please visit the Facebook page for the White River Cheyenne Mennonite Church at www.facebook.com/WRCMC. To make a financial donation to help build the local thrift store, please write a check payable to the White River Cheyenne Mennonite Church and mail to 3 White River Lane, Busby, Montana, 59016.

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Samantha

» rising star

D A M A T O

A Different Perspective

After working on the 2012 presidential campaign, Samantha Damato found herself in a delicate predicament — job hunting and house hunting simultaneously.

“I knew I wanted a job that connected me with the community, and real estate fit the bill.” In May 2013, Samantha launched her real estate career. Five years in, she is steadily climbing the ranks and making a name for herself in the business. She is an agent with W.C. & A.N. Miller Rookie of the Year Award, and in 2017, she was named the Greater Capital Area Association of Realtors® (GCAAR) Rookie of the Year.

Sitting down with Samantha, statistics fade into the background in favor of philosophical wonderings and conversation around the joys of starting a family.

The Mind of an Academic

Samantha Damato is an academic by nature. Her background is in law and government consulting, and she holds a master’s degree in public health.

It is fascinating to observe the varying backgrounds of real estate agents, and even from the inside looking out, Samantha can appreciate this diversity. “Our backgrounds truly inform how we conduct ourselves in this profession,” Samantha explains. “My professional life started in science and in ethics, so research and profes-

sional ethics inform every decision I make.” After obtaining her degree in public health, Samantha worked in patient safety, conducting research, and developing training materials that helped health care professionals disclose medical errors. “Through this, I learned what is said and what people actually hear are two different things — how you say something can make all the difference in the world.” In law school, Samantha learned to understand contracts and property law; the value of this knowledge in real estate is evident.

“What I think is most different about me is not necessarily my background, but the order in which I attack each subject,” Samantha says. “Science and ethics will always be my foundation. In that sense, research and professional ethics will always be my backbone in real estate, which I do believe makes me unique.”

The Heart of a Mother

“The birth of my daughter, Emma, has been a major game changer,” Samantha shares. With a family to care for, Samantha has changed her entire approach to each day, and for the better. “I’m much more efficient and focused,” she states. “And I’ve also learned that it’s okay to say ‘not today’ to a client, especially when you need a family day. No one can work 14-plus hour days, seven days a week, and be truly content. You need time for yourself and your family — sanity is a must.”



Photos by Randolph Images



Samantha with husband, Jim, & daughter, Emma.

In a culture dominated by the need for an immediate response, Samantha’s newfound view is refreshing. She discovered that it is possible to not only serve her clients but also to preserve her sanity. By having clear boundaries and communication, Samantha’s clients already know what to expect.

Samantha has been together with her husband, Jim, for almost ten years now; they were married in May 2012. She says he has been incredibly supportive of her move to real estate and is a caring father. “Emma came four weeks early, and she hasn’t slowed down since,” Samantha recalls. “She lights up our lives every day. If I feel the world has gone crazy, all I need to do is give her a hug, and it all makes sense again.”

A Vision For the Future

Looking ahead, Samantha’s future in real estate is bright. With an attitude of giving, she is able to relish in the excitement of helping her clients achieve their dreams.

“We are all about the word ‘home.’ We are not only helping people find their homes, but we are also helping them to say goodbye. Everyone deserves the opportunity to make a space their home, and I am honored to be able to be a part of that process.”

Samantha continues to stay involved in the community, whether she is

lending a hand at election polls, organizing a neighborhood cleanup, working on the HOA board, or supporting her favorite charities like City Dogs Rescue. She is also the current chair of GCAAR Cares, where she has been involved since 2014. Samantha’s long-term goal is to dedicate resources to fair housing endeavors.

As a real estate agent, a mother, a human being, Samantha Damato is dedicating herself to achievement — the achievement of her goals and the goals of others. It is success alongside the success of others, joy alongside the joy of others, that inspires her to forge ahead.



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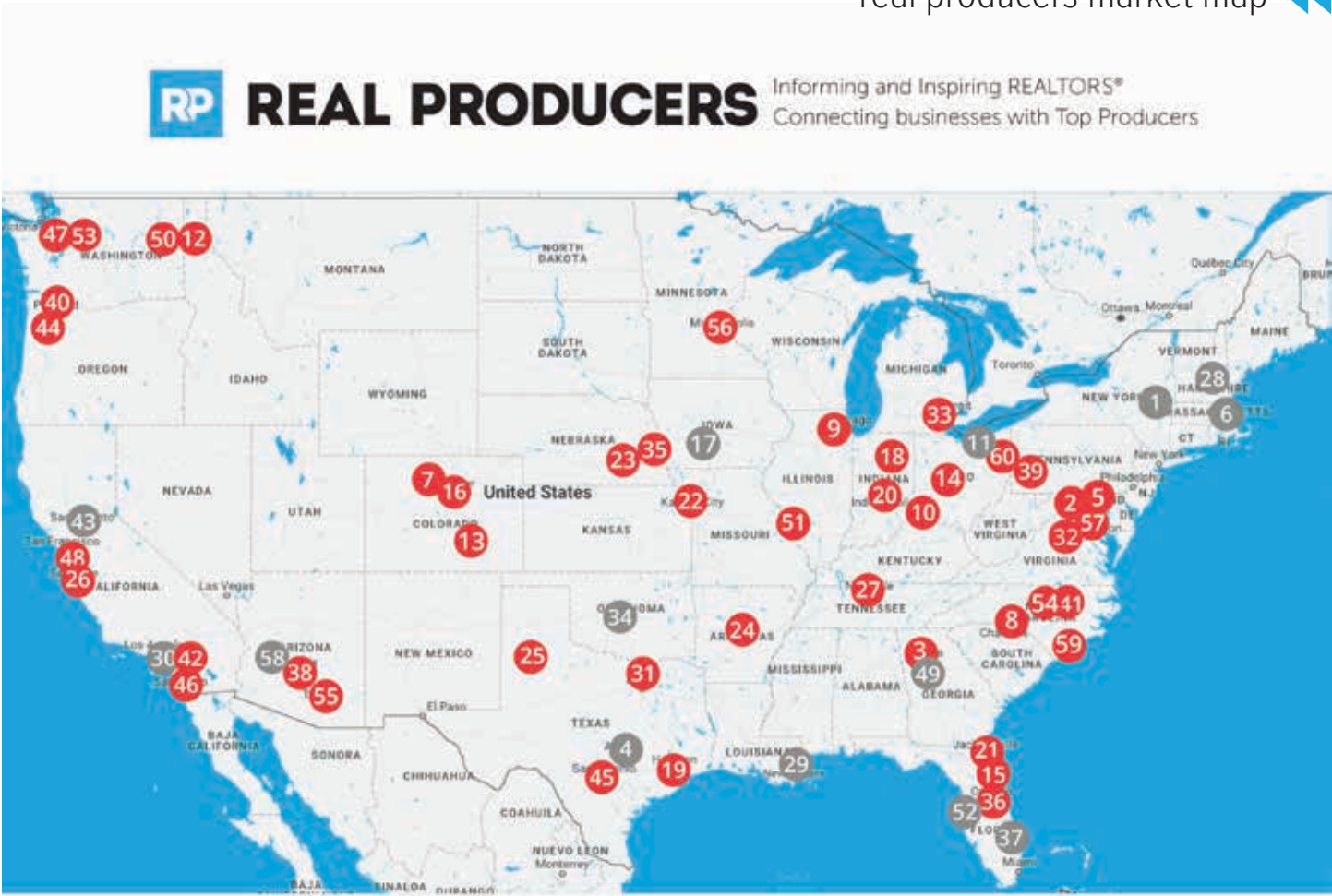
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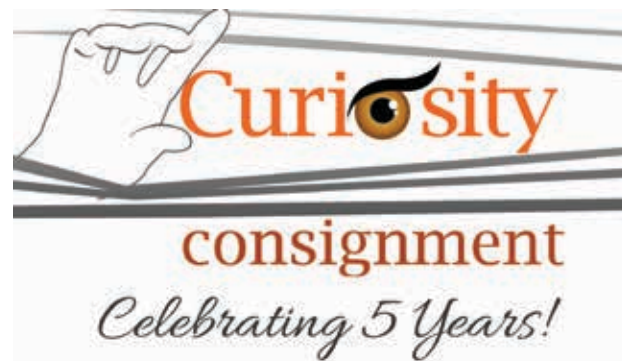
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~Susan D.

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NOVEMBER

SUNDAY	MONDAY	TUESDAY
28	29	30
04 Daylight Savings Time Ends	05	06
11 Veterans Day 	12	13 World Kindness Day
18	19	20 National Entrepreneur Day
25	26 Cyber Monday 	27 Giving Tuesday

WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
31	01 All Saints' Day 	02	03
07 Real Estate Coffee House 8:30am – 9:30am 	08 Real Deal In Real Estate Show 9:00am DC Metro RP 2nd Annual Mastermind 10:00am - 6:30pm	09 NOVA Real Producers 1st Annual Mastermind 10:00am to 6:30pm	10
14 Real Estate Coffee House 8:30am – 9:30am 	15 5th Annual GCAAR Bowling 5:00pm	16 International Day For Tolerance	17
21 Real Estate Coffee House 8:30am – 9:30am 	22 Thanksgiving Day Real Deal In Real Estate Show 9:00am	23 Black Friday	24
28 Real Estate Coffee House 8:30am – 9:30am 	29	30	1

November

schedule details

Real Estate Coffee House

DC Metro Real Producers Partner: Donofrio Property Inspections

Date: Every Wednesday

Time: 8:30am – 9:30am

Location: Falls Road Golf Course, 10800 Falls Rd,
Potomac, MD 20854

Event Description: Open roundtable discussion hosted by Lisa Abrams and Harvey Jacobs with Realtors® and affiliate industry professionals. For more information, contact Lisa Abrams at 301.437.6742.

Real Deal In Real Estate Show

DC Metro Real Producers Partner: Chong Yi / Fairway
Independent Mortgage Corporation

Dates: Every other Thursday morning
Time: 9:00am

Location: Live on WUSA9 (CBS, Channel 9)

Event Description: Tune in every other Thursday morning to catch Chong Yi of The Yi Team on WUSA9's "Great Day Washington" live talk show discussing mortgages and real estate in the DMV with Eastern Title and a selected real estate agent. For more information, contact Kellie Hodges at 301-917-9415 or kellie@theyiteam.com.

2nd Annual GCAAR Bowling

DC Metro Real Producers Partner: Greater Capital Area
Association of REALTORS®

Date: November 15th

Time: 5:00pm

Location: Lucky Strike Bethesda, 101 Democracy Blvd,
Bethesda, MD 20817

Event Description: GCAAR is back once again at Lucky Strike Bethesda, but this time with a full-lane buyout! Only a certain amount of tickets will be sold and because we sold out last year, don't miss your opportunity to buy tickets! Your \$25 ticket provides 3 Hours of Bowling, Shoe Rental, Food, Drink Specials, Networking and Fun Competition! Your entire registration fee will be an investment in Maryland RPAC. This is a GCAAR member-only event! If you would like to bowl with certain individuals, please contact kyingling@gcaar.com. For more information, visit: <https://gcaar.com/education-events/class-and-events-calendar>

Important Dates to Remember

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November 1st — All Saints' Day
November 4th — Daylight Savings Time Ends
November 8th — DC Metro Real Producers
2nd Annual Mastermind
November 9th — NOVA Real Producers 1st Annual Mastermind
November 11th — Veterans Day
November 13th — World Kindness Day
November 16th — International Day For Tolerance
November 20th — National Entrepreneur Day
November 22nd — Thanksgiving Day
November 23rd — Black Friday
November 26th — Cyber Monday
November 27th — Giving Tuesday

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NATHAN DART

2017 Sales Volume \$51M
2018 YTD \$52M
2018 Projections \$82M

"There is no chance, no fate, no destiny that can circumvent or hinder or control the firm resolve of a determined soul."
– Ella Wheeler Wilcox



SAMER KURAISHI

2017 Sales Volume \$237M (Team)
2018 YTD \$163M
2018 Projections \$250M

"Talent wins games, but teamwork and intelligence win championships."
– Michael Jordan



JONATHAN LAHEY

2017 Sales Volume \$50M
2018 YTD \$50M
2018 Projections \$70M

"Trade your expectations for appreciation and your whole world changes in an instant."
– Tony Robbins



JAMIE COLEY

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2018 Projections \$150M

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Fulcrum Properties Group

The Fulcrum Culture —
Finding the Right Seat on the Bus

Fulcrum: “something that plays a central or essential role in an activity, event, or situation; a pivot point through which vital powers are exercised.” This is also a word that perfectly describes the dynamic at Fulcrum Properties Group — a residential real estate company associated with the Keller Williams Capital Properties Brokerage and Keller Williams Realty Metro Center.

In 2012, principals Tom Kavanaugh and Ty Voyles, along with founding partner James Lisowski, formed Fulcrum Properties Group with a vision to create a company culture that celebrates individual team members’ unique talents and provides growth opportunity in an atmosphere of mutual respect. Fulcrum is the pivot point where it all comes together — changing lives by creating generational wealth and tangible, positive transformations in their communities.

“What sets Fulcrum apart is that it is not a traditional ‘real estate shop.’ The owners work for the team, not the other way around. We are in a partnership with all of our agents and staff. It’s a business with a big vision, and the people involved are the primary focus of every decision made. If ownership cannot provide an environment where team members can accomplish more, live better, and get more enjoyment out of life together as a team than they could have achieved on their own, then we aren’t succeeding. Our vision was to create a network of like-minded individuals leveraging real estate to attain harmony, wealth, and opportunity,” explains Ty.

Fulcrum has assembled a diverse and competent team of 45 full-time professionals with such varying backgrounds, including teachers, retail associates, actors, movers, social workers, sales representatives, project managers, wedding planners, veterinary technicians, attorneys, and stay-at-home parents. “Our common ground is the Fulcrum culture — no matter where you come from or what you’ve done in the past, we are all going in the same direction. When we started this company, our goal was to find the right people and put them in the right seat on the bus. Sometimes their

Photos by Ryan Corvello Photography

From left to right:
Matt Scarlett, Jennifer Mosser, Mike Lederman, Nikki Johnson, Maria Fernandez,
TY Voyles, Lisa Welde, Anna Ghen, Temi Akojie, Gene Mechling, Paul Nalabandian,
Tom Kavanaugh, Dominique Zrow, and Chris Upham.

...

seat may change depending on what they want to do, but our job is to create an environment where each team member can succeed,” adds Tom.

One of their challenges in finding the right people was not merely pairing a person with a particular job, but making sure the opportunity was there for them to grow and, most importantly, that the timing was right. They learned that the formula for success is the combination of where that person is in their life, where the business is in its growth, and how the intersection serves everyone involved. The element of timing is critical to ensuring the right fit — not just for the person but for the company as well.

Since 2012, Fulcrum has helped nearly 1,200 families with the purchase or sale of real estate, totaling a volume of almost \$700 million. More than 350 of those closings have happened in the last 12 months with a combined volume of over \$200 million. Fulcrum Properties Group currently has 11 locations in the DC Metro area, which include Capitol Hill and Dupont Circle in the District; Alexandria, Arlington, Ashburn, Falls Church, Reston, Springfield, and Tysons in Virginia; as well as Bethesda and Upper Marlboro in Maryland. Another location, Fulcrum West, is in Bend, Oregon.

Fulcrum’s primary focus is on keeping their culture intact as they expand, ensuring they continue to deliver 5-star service to their clients every step of the way. Collaboration and support have enabled the group to establish six companies outside of Fulcrum in just the last four years, all through partnerships with team members based on their individual talents and the opportunities real estate presented. Fulcrum plans to continue to facilitate building ancillary businesses which support one another across the entire homeownership landscape. These include interconnected industries such as title work, construction,

training, investment, property management, and staging. Team members and the company will collectively own these businesses, creating wealth through their mutual successes and personal investments. The company’s long-term vision is to build a community of 250 agents, working together to help 6,000 families a year build wealth through every stage of a real estate transaction.

Above all else, Fulcrum strives to maintain a work/life balance by promoting and fostering a family environment for the team and staff, as well as a commitment to make a difference in their communities. The company’s leadership reminds one another that even though they work extremely hard, at some point, everyone has to take a step back, refresh, and recharge, so he or she can be at their professional best. They believe that if you prioritize your personal life, it makes you better at work. They encourage employees to take vacations throughout the year and re-energize with lunch workouts and weekend events, like yoga in the park. They provide several ways of building relationships within the team, such as hosting staff fishing trips, participating in monthly neighborhood cleanups, and sponsoring community events. The camaraderie at Fulcrum is evident in the enthusiasm shared by agents and staff for the direction the company is going and the heartfelt support they have for each other.

The team at Fulcrum partners with local nonprofits, chosen by their clients and agents, to build a stronger community where they live. Not only are they dedicated to their commitment to volunteer for worthwhile causes, but they are also generous with their financial contributions. The company gives one percent of every commission to a charity of their clients’ choice, as well as a flat fee to KW Cares on each transaction. Since they began tracking their contribu-



“*We like being together. We’re like-minded people who enjoy each other’s company. We are passionate about having fun, hitting our goals, growing together, and supporting one another. That’s what builds community,” emphasizes Tom.*

tions at the beginning of January 2017, they have given more than \$100,000 to local charitable organizations. Within the next year, they plan to establish a 501(c)(3) to increase this focus and compound the impact they can make together. Their goal is to be able to deliver more than \$1,000,000 every year to their chosen organizations by 2022.

“We like being together. We’re like-minded people who enjoy each other’s company. We are passionate about having fun, hitting our goals, growing together, and supporting one another. That’s what builds community,” emphasizes Tom.

“Real estate is a big canvas, with boundless opportunity, touching so many aspects of life and business. It allows our team to make a deep impact on the lives of individuals and in our communities, as well as provide the opportunity to grow in a myriad of ways that fit the talents of our business partners’ evolution. The most rewarding part of our business is seeing the growth of our teammates — finding the right fit for each person, ensuring that we have them in the right seat on the right bus, and then watching everyone thrive together.”

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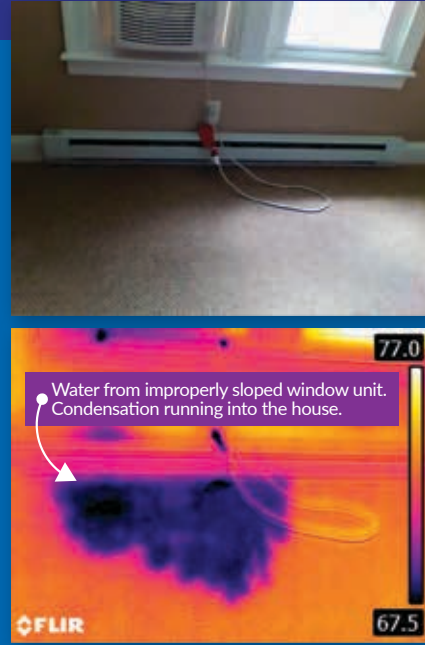
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November is National Veterans and Military Families Month.
DC Metro Real Producers proudly presents Realtors® and their significant contributions
as American service members as well as their families, and loved ones.



Name: CARL
FRANCESKI
Company: Long &
Foster Realtors

**How long were you in
the service and which
branch?**
U.S. Army. Two
years.

**Please tell us what
you are most proud
of regarding your**

**military service and any other interesting facts about
your story.**

I was drafted in 1968 and sent to Vietnam in 1970. My training was in artillery. I served six months there as a field radio operator directing artillery to field sites. The second six months were with an artillery battery with the 25th Infantry.

**What made you decide to pursue a career in
real estate?**

After working in the corporate world for almost 30 years, moving up the ladder with a Fortune 500 company, I decided I wanted to go out on my own without anyone to report to. A very good family friend, who had been in real estate for 30 years, said I would be good at it. Gave it a chance, and 17 years later, I am still at it.

**Tell us about your real estate busi-
ness. What are your most important
successes?**

I have developed a business in which I work by referral and have developed over 300 sales in my career. I stay in touch with all of these clients on a regular basis. Most use me again when they are moving, and many refer me to their friends and family that are selling or buying real estate. Many of these past clients have become friends.

**How did your military service prepare
you for a career in real estate and/
or how has being a veteran impacted
your civilian life & real estate career?**

I have marketed to active military, retirees and veterans. When they learn that I served, a quick bond generally develops in which there is instant trust. Of course, from that point it's up to me to become a trusted advisor for these clients and serve them throughout the real estate process.

**Please tell us anything else related
to being a veteran and a real estate
agent that you would like to share with
our Real Producers community.**

A surprisingly very low percentage of veterans actually purchase homes using their VA benefit. Years ago, a VA Loan had a stigma attached to it that it was bad for the sellers and, in many cases, the loans did not close. When I was first married in 1978 and we purchased our first home, the real estate agent said. "You don't want to use a VA loan. They are costly and a hassle to work with." This has all changed, and right now, a VA loan is the best loan in the business. Zero down payment is required, and in many cases, the interest rates are a little better than the market. With that said, I have been on a mission to alert eligible veterans to take advantage of this fantastic benefit.

Define success.
Success is the satisfaction of being able to sleep at night knowing I have brought the American Dream to many people over the years.

Do you have a favorite quote?
"Work harder than the next guy, and your efforts will pay off," from my father.



Name: CARLTON J.
BOUJAI JR.
Company: Re/Max Achievers

**How long were you in the service
and which branch?**
Twenty years (1970-1990). Army.

**Please tell us what you are most
proud of regarding your military
service and any other interesting
facts about your story.**
Med evac pilot for twenty years.
When not flying with a patient, I
was an administrator in various hospitals.

What made you decide to pursue a career in real estate?
Being people oriented during my military career, a real estate career was a natural choice.

**Tell us about your real estate business. What are your
most important successes?**
President, Frederick County/Assoc. of Realtors 2004.
President, Maryland Realtors.

**How did your military service prepare you for a career
in real estate and/or how has being a veteran impacted
your civilian life & real estate career?**
The military lifestyle prepared me for anything I wanted to do. The regiment taught me everything I needed: time management, leadership skills, loyalty, and a can-do attitude.

**Please tell us anything else related to being a veteran
and a real estate agent that you would like to share with
our Real Producers community.**
Realtors need to learn to give back!

Define success.
Success is having a plan & seeing it to completion.

Do you have a favorite quote?
Be yourself, trust in God and treat everyone as you want to be treated.



Name: CHRISTOPHER
KERSHNIK
Company: Re/Max Town Center

**How long were you in the service
and which branch?**
United States Marine Corps,
(1998-2002).

**Please tell us what you are most
proud of regarding your military ser-
vice and any other interesting facts
about your story.**
I was meritoriously promoted
to Corporal and Sergeant and prepared my Marines for
Desert Storm.

What made you decide to pursue a career in real estate?
I wanted to be self-employed.

**Tell us about your real estate business. What are your most
important successes?**
I can't name individual successes in my business. I would say my biggest success is being able to help so many people buy and sell homes and earning their repeat business and referrals. You know you did your job well when people come back and when they refer you with confidence.

**How did your military service prepare you for a career in real estate
and/or how has being a veteran impacted your civilian life & real
estate career?**
Obviously, it takes a deal of self-discipline to be promoted and be expected to lead and train Marines. Additionally, I became very customer service oriented, and I learned to interact with people from all walks of life towards a common goal.

Define success.
Success is found when a person's potential and capability are maximized, and they are both always changing. Therefore, success is a process and not a target or end in itself.

Do you have a favorite quote?
"Love is better demonstrated than professed."



Name: ERIC BROERMANN
Company: Compass

How long were you in the service and which branch?

USAF. Four years active duty and approx. 1.5 years in the reserves.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

For me, it was a huge honor to put on the uniform every day. To think

of those that came before me, served with me and are serving now, and the sacrifices they have made in the service of and the protection of our country gives me great pride.

What made you decide to pursue a career in real estate?

I bought my first house at my second duty station in NC in my early 20s and have been hooked on real estate ever since. I love design, architecture and people. Real estate is the perfect field for me.

Tell us about your real estate business. What are your most important successes?

My real estate business is mostly built on referrals from friends and past clients, which I'm very proud of. My clients are part of my family.

My most important success is being able to assist people with buying and selling and the trust my clients put in me.

How did your military service prepare you for a career in real estate and/or how has being a veteran impacted your civilian life & real estate career?

The leadership experience and organizational skills gained in my military career have helped me tremendously. In many of my positions, listening skills and finding out what people needed was a core component, and I've been able to use that in real estate. Organization played a big part in my military career and has been very needed in my real estate career with all the moving parts that comprise each transaction.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

Having been a part of the military and moving around the country, I know what it's like – search time constraints and getting to know a new area. I've been there many times, and now, I get to help clients going through it find the perfect home or sell their current home as they move to their next assignment. Having that background has helped me tremendously with my military clients.

Define success.

Success for me is getting up every morning and being able to help people. I've never really defined success in numbers. I want to get up every day and give 100% and make a difference in people's lives. If I do that, that to me is success.

Do you have a favorite quote?

I love positive quotes and often post them. Here is one: "You Don't Have to Be Great to Start, But You Have to Start to Be Great." – Zig Ziglar

A portrait of Karen Kennard, a woman with dark hair, wearing a red top and a pearl necklace. She is smiling.

Name: KAREN KENNARD
Company: eXp Realty

How long were you in the service and which branch?

I was in the U.S. Air Force, for eight Years.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

During my time in the military, my job was in classified communications. An interesting job where I learned a lot about this country and how we protect it from the front lines. My job took me to Hawaii, Texas, Honduras, Florida and Germany. I met a lot of great people, some of whom I am still in communication with.

The number one thing you learn in the military besides comradery is to get the job done no matter what and at any cost. You learn to build great relationships with your fellow airman in my case. The most interesting fact or thing I learned in the military is how great this country really is and what true worth our country can give to people.

What made you decide to pursue a career in real estate?

Having the knowledge and skill to connect with people, once back in the states from Germany, a broker that helped my family find a home said to me that she thought I had great communication skills and knew how to connect with people and thought I would make a great realtor. After trying to find a job, I could not find one that would fit into my kids' schedule. So, I went into real estate. I have enjoyed every minute and hour of it since. It made sense since my husband was still in the military, and real estate is a career that you can do in every state in the union. I have practiced and been licensed

in four states but have partnered up with other realtors and have been able to help friends and family, even in the military, in all fifty states. It has been a great pleasure.

Tell us about your real estate business. What are your most important successes?

As I have mentioned, I have been licensed in four states, but the best thing is that I learned to stay in contact with my past clients who also move around and they have helped me to be successful no matter where I am living. I help those who think they can't buy and yet they end up in their dream home. Sometimes that means that I had to play the mother role in the transaction. But because I believe in getting it done, once we start I take them to the finish line. So, I believe that it is my stick-to-it and get-it-done attitude that has helped me to be successful in real estate. Knowing how to build relationships is the other thing that has helped me to be successful. Lastly, knowing how to get people to make informed decisions and make the best decision for them and their family.

How did your military service prepare you for a career in real estate and/or how has being a veteran impacted your civilian life & real estate career?

The military teaches you how to get along with people, all people. There are so many different personalities that you have to deal



Name: LAWRENCE CASANOVA
Company: RE/MAX Results

How long were you in the service and which branch?

Twenty years in the United States Army.

Please tell us what you are most proud of

regarding your military service and any other interesting facts about your story.

I am extremely proud to have served my country as an Army Infantryman during 20 years of both peacetime as well as four combat tours to Iraq and Afghanistan, but I would have to say that I am most proud to have served as a member of The Old Guard at Arlington National Cemetery. This was the most challenging, yet most rewarding, duty as-

signment I filled throughout my entire career. As a member of The Old Guard, I not only performed military funeral honors for deceased veterans and active duty KIA, but I also took part in Medal of Honor Ceremonies in which veterans or family members of deceased veterans were escorted from their home state to the White House for presentation of the Medal of Honor by the President and then escorted back to their home state, as well as the many ceremonies that take place in and around Washington D.C., with the highest members of our government to include the President and the governments of our world allies.

What made you decide to pursue a career in real estate?

Quite honestly, I was very disappointed in certain aspects of my own real estate transaction. My wife and I had

with in the real estate transaction, and the military helped me to know how to speak to every different personality that I may run into in real estate. Knowing what to say and when to say things and how to say things were also taught in the military. And in my case, having had security clearance, I learned when to shut up and not say anything.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

Building relationships and communication is the number one rule of business. It means that you must talk with not just the client but also building relationships with your fellow agents. Always have your fellow agent's back. Learn to trust people and get them to respond to you in a positive nature. Those who are successful build relationships and networks that last a lifetime.

Define success.

Success is when you achieve the results you set to achieve in the time that you set to achieve them. It's not about the money but being able to fund the life you want while living the life you desire.

Do you have a favorite quote?

People don't care how much you know until they know how much you really care.

submitted multiple offers on multiple homes only to be bid out by investors or a day late and a dollar short. At the time, I knew I would be retiring soon, and my top two fields of interest were human resources and personal finance. A situation occurred where I felt the realtor representing us did not do everything they possibly could to try to get us the home we absolutely loved, even though we had done everything asked of us and then some, during a period of extreme emotional turmoil within our own family. After being told that our offer was not accepted and we had lost the house yet again, this time because the offer had not been submitted the night we expected it to be, I looked at my wife and said, "I'm going to be a Realtor, and none of my people are ever going to lose a house they love because I didn't do whatever it took to get it for them."

Tell us about your real estate business. What are your most important successes?

My business is still really in its infant stages. I was licensed in October of 2015 and until September 1 of 2017 was still full-time active duty in the Army. With the Army’s two-year transition program I was able to provide a plan to my chain of command and went to school, got my license, and then would work from 6 a.m. until approx. 2:30 p.m. at Ft. McNair in Washington, D.C., arrive at my brokerage in Frederick by 3:30 and work until 11 p.m. so that I was putting in a full eight hours of time as a realtor. This was a promise I made to myself that if I wanted to succeed, I couldn’t allow myself to make the excuse that I was only part time or that I already had a solid income coming in from the Army, so I didn’t need to do a full 8 hour day in real estate. It wasn’t long before I realized that not only was real estate my passion, it was almost an addiction. I loved the business world, from dressing for success every morning to being “in the deal”. The first full year (2016) I achieved the RE/MAX Executive Club, a production award given to agents who earn \$50,000 - \$99,999 in gross commission, and my second full year (2017) I achieved the RE/MAX 100% Club, a production award given to agents who earn \$100,000 – \$249,999 in gross commission. This year, I am hot on the trail of the RE/MAX Platinum Club with one quarter to go. The Platinum Club Award is given to agents who earn \$250,000 to \$500,000 in gross commission. I was also recently notified that I was listed among the top 100 RE/MAX agents in the State of MD thus far for 2018, which to me is almost too insane to even compute, and awarded 2018 RESA Realtor Of The Year.

How did your military service prepare you for a career in real estate and/or how has being a veteran impacted your civilian life & real estate career?

Without a doubt, I feel like my military service has been a huge factor for the success I have had so far

primarily in the area of perspective. The military teaches you that there is no such thing as failing the mission. That you put your information together like pieces of a puzzle to form the picture of the desired outcomes. You figure it out, no matter what you have to do, you never quit. Working with a family can be challenging at times if there are differences of opinion and different anxiety points. But there is a home out there for everyone. And there is a way to get that home sold, even if you have to get a little creative sometimes. I’ve written offers at 11:30 at night because that’s when the husband and wife were together after one or the other worked double shifts all day. I’ve gone to a listing on Sunday in old jeans to paint a front door because my out-of-town seller said he wasn’t putting another dollar into the house in order to get it sold. I’m not getting rocketed in Afghanistan; I’m not patrolling Baghdad at 3:30 in the morning in areas of high sniper activity. You get it done, 110%, until you’ve exhausted all resources or until it’s perfect, and if that doesn’t work, then you go back to the drawing board and get after it again.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

I read an article in Inman saying veterans were perfectly suited to being realtors. I couldn’t agree more. The veteran community has its issues with PTSD and depression plaguing

a lot of the community. For many, it becomes difficult to adapt to civilian life and feel that sense of camaraderie like we had in the military or adjust to the grey nature of the civilian world when everything used to be so black and white. I would say that if a veteran is reading this that has any interest in the industry to absolutely take that leap. I feel like most people know someone who is a veteran, and maybe that veteran is looking for that sense of camaraderie and belonging to something that they could be very successful at, and maybe they never thought about the real estate industry. I would ask that if you know a veteran like that, whether you’re in the industry or not, maybe suggest it to them or if you are in the industry, then share your experiences. I would love to see more veterans experience the joy and fulfillment I have in my civilian life and positively affect those around us and within our communities.

Define Success

Success to me is waking up every morning being thankful for the life you are living, the opportunities you have, finding fulfillment in what you do to provide for yourself and/or your family, and your/their future.

Do you have a favorite quote?

“When a defining moment comes along, you either define the moment or you let the moment define you.” – Tin Cup

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

Wow, quite a few things come to mind, but I had the opportunity and pleasure of serving as a Marine Corps Recruiter, during which I had the opportunity to meet and influence the next generation of young men and women, ultimately assisting over 60 young men and women in their journey to earn the title Marine. I still keep in touch with over 90% of the individuals that I recruited and consider them some of my closest friends.



What made you decide to pursue a career in real estate?

Like military recruiting it was the opportunity to help and guide someone with a major life decision. During my home purchase before I became a realtor, I got the feeling that overall care, compassion, and true desire to serve and guide people through the home purchase process was lacking and felt the calling to serve so to say.

Tell us about your real estate business. What are your most important successes?

Licensed realtor with Maryland Realty located in the heart of downtown Frederick. I am licensed in MD and primarily cover the following counties: Frederick, Washington, Montgomery, Carroll, Howard, but have also represented clients in PG County and other areas of the state. I work with all types of clients from the first-time homebuyer to the seasoned client, sellers, and investors. I deliver the same pride and dedication to service to all my clients that I have brought to my 11+ years of military service.

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How did your military service prepare you for a career in real estate and/or how has being a veteran impacted your civilian life & real estate career?

Being in the military and Marine Corps especially, you either have or develop a certain pride and dedication to everything you do in life and in business, and certainly bring that to everything I do.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

That the client is number 1. Don’t forget it. Provide legendary service each and every time, and that the service does not end with the sale.

Define success.

To have prosperity in all aspects of life, personal, business etc.

Do you have a favorite quote?

“Some people go through life wondering if they made a difference. Marines don’t have that problem.”
-President Ronald Reagan

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Herbert Valentine Kelly, III
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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	38.5	22	60.5	\$129,287,500
2	John Kirk	Tower Hill Realty	215	4	219	\$97,946,390
3	Wendy Banner	Long & Foster Real Estate	37.5	36	73.5	\$88,922,960
4	David Getson	Compass	28.5	97	125.5	\$87,912,768
5	Michael Rankin	TTR Sotheby's International Realty	20	13	33	\$82,637,995
6	Jennifer Smira	Compass	50.5	49	99.5	\$78,170,869
7	James Coley	Long & Foster Real Estate	43.5	28	71.5	\$75,624,075
8	Nurit Coombe	RE/MAX Elite Services	31.5	61	92.5	\$70,569,178
9	Jay Day	Real Estate Teams	127	42	169	\$66,597,669
10	Alejandro Luis Martinez	RE/MAX Elite Services	67	124	191	\$64,760,720
11	Marc Fleisher	TTR Sotheby's International Realty	23.5	11	34.5	\$63,184,205
12	Erich Cabe	Compass	24.5	31	55.5	\$58,117,625
13	Tyler Jeffrey	Washington Fine Properties	12.5	49	61.5	\$51,812,596
14	Dana Rice	Compass	23	25	48	\$50,743,520
15	Kimberly Cestari	Long & Foster Real Estate	33	15	48	\$50,723,945
16	Nathan Guggenheim	Washington Fine Properties	27	35	62	\$50,490,390
17	Russell Firestone	TTR Sotheby's International Realty	12	13	25	\$50,192,609
18	Jane Fairweather	Long & Foster Real Estate	41	14	55	\$49,289,760
19	Michelle Yu	Long & Foster Real Estate	46.5	22	68.5	\$47,674,299
20	Christine Reeder	Long & Foster Real Estate	76.5	64	140.5	\$46,189,806
21	Melinda Estridge	Long & Foster Real Estate	22.5	33	55.5	\$45,886,812
22	Barak Sky	Long & Foster Real Estate	35	31	66	\$45,579,400
23	Tamara Kucik	Tower Hill Realty	46	31	77	\$43,951,795
24	Margaret Babbington	Compass	14	52	66	\$43,930,252
25	Nathan Dart	RE/MAX Realty Services	50	37	87	\$41,923,781
26	Eric Stewart	Long & Foster Real Estate	45.5	13	58.5	\$40,791,100
27	Antonia Ketabchi	Redfin Corp	6.5	48	54.5	\$40,467,700
28	Hans Wydler	Wydler Brothers	22.5	5	27.5	\$40,281,744
29	Trent Heminger	Compass	49.5	10	59.5	\$39,670,850
30	Christopher Ritzert	TTR Sotheby's International Realty	5.5	5	10.5	\$38,275,500
31	Judy Cranford	Cranford & Associates	12	23	35	\$37,123,582
32	James Bass	Real Estate Teams	61	44	105	\$36,971,169
33	Sheena Saydam	Keller Williams Capital Properties	17.5	56	73.5	\$36,766,064
34	Anne Killeen	Washington Fine Properties	25	8	33	\$36,465,437

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
35	Joel Nelson	Keller Williams Capital Properties	25	18	43	\$35,914,775
36	Roby Thompson	Long & Foster Real Estate	19	17	36	\$34,867,900
37	Mark McFadden	Washington Fine Properties	4	6	10	\$34,423,000
38	Mehrnaz Bazargan	Redfin Corp	59.5	2	61.5	\$34,362,299
39	Michael Brennan	TTR Sotheby's International Realty	20.5	12	32.5	\$34,156,000
40	Carlos Garcia	Keller Williams Capital Properties	23	17	40	\$34,089,100
41	Lauren Davis	TTR Sotheby's International Realty	14	12	26	\$33,656,400
42	Carolyn Sappenfield	RE/MAX Realty Services	15.5	12	27.5	\$33,544,500
43	Marjorie Halem	Long & Foster Real Estate	21.5	10	31.5	\$33,166,400
44	Lisa Sabelhaus	RE/MAX Town Center	42.5	38	80.5	\$32,805,512
45	Louis Chauvin	Compass	6	7	13	\$32,614,550
46	Bradley Rozansky	Long & Foster Real Estate	30.5	9	39.5	\$31,898,650
47	Daryl Judy	Washington Fine Properties	11.5	9	20.5	\$31,068,295
48	Juan Umanzor	Long & Foster Real Estate	28.5	70	98.5	\$30,527,600
49	Kira Epstein Begal	Washington Fine Properties	16	17	33	\$29,565,615
50	Cheryl Leahy	Long & Foster Real Estate	18.5	7	25.5	\$29,368,325
51	Margot Wilson	Washington Fine Properties	8.5	6	14.5	\$29,040,927
52	Chelsea Traylor	Redfin Corp	49	2	51	\$29,039,800
53	Elaine Koch	Long & Foster Real Estate	30.5	18	48.5	\$28,914,875
54	Karen Rollings	Berkshire Hathaway HomeServices PenFed Realty	53.5	10	63.5	\$28,912,064
55	Robert Myers	RE/MAX Realty Services	25	36	61	\$28,708,195
56	Anslie Stokes Milligan	McEneaney Associates	14.5	25	39.5	\$28,305,175
57	Robert Hryniewicki	Washington Fine Properties	10	6	16	\$28,036,750
58	James C. Peva	Washington Fine Properties	6.5	5	11.5	\$27,247,500
59	Joshua Ross	RE/MAX Realty Services	9	21	30	\$27,159,231
60	Delilah Dane	Redfin Corp	40	3	43	\$26,606,032
61	Kara Sheehan	Washington Fine Properties	8	5	13	\$26,480,500
62	Eric Murtagh	Evers & Co. Real Estate, A Long & Foster Company	15	2	17	\$26,318,007
63	Jeremy Lichtenstein	RE/MAX Realty Services	13	6	19	\$26,305,700
64	James Brown	Turning Point Real Estate	27	20	47	\$26,046,999
65	Jonathan Lahey	RE/MAX Fine Living	27	41	68	\$25,636,006
66	Meredith Margolis	Compass	6	15	21	\$25,550,251
67	Barbara Ciment	Long & Foster Real Estate	25	27	52	\$25,508,450
68	Brent Jackson	TTR Sotheby's International Realty	24	9	33	\$25,460,602
69	Mandy Kaur	Redfin Corp	44	7	51	\$25,270,041
70	Leslie Friedson	Compass	19.5	13	32.5	\$25,187,318
71	Elizabeth Lavette	Washington Fine Properties	7	7	14	\$24,873,900

Rank	Agent	Office	List #	Sell #	Total #	Total \$
72	Nancy Itteilag	Washington Fine Properties	10	7	17	\$24,861,500
73	Victor Llewellyn	Long & Foster Real Estate	20	31	51	\$24,857,962
74	Tim Barley	RE/MAX Allegiance	12	21	33	\$24,837,402
75	Heidi Hatfield	Washington Fine Properties	5	6	11	\$24,750,000
76	Andrew Riguzzi	Compass	11	15	26	\$24,738,590
77	Marjorie Dick Stuart	Long & Foster Real Estate	15	6	21	\$24,724,249
78	Daniel Heider	TTR Sotheby's International Realty	6.5	15	21.5	\$24,638,414
79	Avi Galanti	Compass	10	12	22	\$24,615,300
80	Dana Scanlon	Keller Williams Capital Properties	12	24	36	\$24,570,056
81	Koki Adasi	Compass	27.5	14	41.5	\$24,406,650
82	Robert Sanders	TTR Sotheby's International Realty	21.5	12	33.5	\$24,388,279
83	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	12.5	21	33.5	\$24,364,447
84	Leslie White	Redfin Corp	0	35	35	\$24,231,400
85	Michael Lederman	Keller Williams Capital Properties	37	0	37	\$24,101,408
86	Kornelia Stuphan	Long & Foster Real Estate	10	8	18	\$24,076,750
87	Thomas Buerger	Compass	14	22	36	\$23,825,902
88	Frederick Roth	Washington Fine Properties	7	8	15	\$23,802,500

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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
89	Tina Cheung	RE/MAX Realty Centre	10	41	51	\$23,500,814
90	Anne Weir	Washington Fine Properties	4	3	7	\$23,462,500
91	Meredith Fogle	Old Line Properties	27.5	10	37.5	\$23,312,102
92	Marshall Carey	Redfin Corp	36	5	41	\$23,224,999
93	Timothy Brooks	Keller Williams Realty Centre	38	32	70	\$23,186,798
94	James (Kevin) Grolig	RE/MAX Fine Living	29.5	14	43.5	\$22,998,550
95	Robert Crawford	Washington Fine Properties	18.5	5	23.5	\$22,907,828
96	Alex Edwards	Urban Pace, A Long & Foster Company	24.5	2	26.5	\$22,790,250
97	Kimberly Casey	Washington Fine Properties	13.5	4	17.5	\$22,664,007
98	Eric Steinhoff	EXP Realty	37	10	47	\$22,659,800
99	Marsha Schuman	Washington Fine Properties	13.5	5	18.5	\$22,632,500
100	Carmen Fontecilla	Compass	25.5	25	50.5	\$22,613,403
101	Jason Townsend	Keller Williams Capital Properties	11	20	31	\$22,583,250
102	Jennifer Knoll	TTR Sotheby's International Realty	10	8	18	\$22,468,551
103	Eva Davis	Compass	6	19	25	\$22,340,167
104	Daniel Hynes	Compass	13	5	18	\$22,338,490
105	Lee Murphy	Washington Fine Properties	8	13	21	\$22,334,300

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
106	Thomas Faison	RE/MAX Allegiance	24.5	5	29.5	\$22,161,352
107	Xuri Wang	Hometown Elite Realty	8	13	21	\$22,138,300
108	Thomas Paolini	Redfin Corp	14	20	34	\$22,100,077
109	Sebastien Courret	Compass	7.5	24	31.5	\$21,727,799
110	William Burr	TTR Sotheby's International Realty	11	11	22	\$21,434,000
111	Lisa Stransky Brown	Washington Fine Properties	11.5	9	20.5	\$21,415,503
112	Ruby Styslinger	Redfin Corp	0	25	25	\$21,390,055
113	Michael Aubrey	Long & Foster Real Estate	20	10	30	\$21,296,390
114	Norman Domingo	XRealty.NET	34	3	37	\$21,107,001
115	Thomas Hennerty	NetRealtyNow.com	67	0	67	\$20,910,547
116	D'Ann Lanning	Compass	28.5	3	31.5	\$20,764,100
117	Robert Carter	Century 21 Redwood Realty	11.5	16	27.5	\$20,745,250
118	Anne-Marie Finnell	TTR Sotheby's International Realty	7	9	16	\$20,617,000
119	Edward Carp	Continental Properties	2.5	27	29.5	\$20,534,450
120	Eileen McGrath	Washington Fine Properties	4.5	4	8.5	\$20,419,000
121	Elysia Casaday	Compass	15.5	11	26.5	\$20,241,350
122	Kathleen King	Washington Fine Properties	11.5	6	17.5	\$20,213,300
123	Jennifer Myers	Dwell Residential, A Real Living at Home Company	18	13	31	\$19,872,649
124	Thomas Reishman	Compass	16	1	17	\$19,842,900
125	Andres Serafini	RLAH Real Estate	15.5	15	30.5	\$19,780,980
126	Annabel Burch- Murton	Washington Fine Properties	10.5	11	21.5	\$19,774,350
127	Delia McCormick	Washington Fine Properties	14.5	4	18.5	\$19,662,006
128	Joseph Mascio	Redfin Corp	33	3	36	\$19,645,540
129	Amanda Lasko	Redfin Corp	31	6	37	\$19,620,480
130	Jeffrey Wilson	TTR Sotheby's International Realty	8	8	16	\$19,575,750
131	Douglas Gardiner	Long & Foster Real Estate	33.5	23	56.5	\$19,435,808
132	Jean Bourne-Pirovic	Long & Foster Real Estate	31.5	12	43.5	\$19,175,200
133	Susan Maguire	Washington Fine Properties	9.5	2	11.5	\$19,146,209
134	Margaret Percesepe	Washington Fine Properties	9.5	10	19.5	\$19,074,750
135	Casey Aboulafia	Compass	5	18	23	\$19,033,071
136	Mynor Herrera	Keller Williams Capital Properties	22	17	39	\$18,942,249
137	Daniel Metcalf	Long & Foster Real Estate	28	2	30	\$18,921,375
138	Patricia Mills	RE/MAX Achievers	43	20	63	\$18,750,062
139	Seth Turner	Compass	9	15	24	\$18,629,900
140	Melissa Bernstein	RE/MAX Realty Group	17.5	13	30.5	\$18,618,270
141	H. Joe Faraji	Long & Foster Real Estate	4	8	12	\$18,500,776
142	Michael Rose	Rory S. Coakley Realty	10	12	22	\$18,498,350

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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
143	Robert Kerxton	RE/MAX Realty Centre	21	11	32	\$18,459,000
144	Damian Buckley	Long & Foster Real Estate	5.5	20	25.5	\$18,457,899
145	Elizabeth Brent	GO BRENT	28	0	28	\$18,297,000
146	Kate Hanley	Urban Pace, A Long & Foster Company	30	3	33	\$18,284,100
147	Elizabeth D'Angio	Washington Fine Properties	6	7	13	\$18,275,000
148	Loic Pritchett	TTR Sotheby's International Realty	5.5	11	16.5	\$18,270,500
149	Bryan Kerrigan	Redfin Corp	38.5	0	38.5	\$18,215,100
150	Lisa Giuliani	RE/MAX Achievers	22	13	35	\$18,157,305
151	Katri Hunter	Compass	6	21	27	\$18,076,049
152	Lalita Dunn	Redfin Corp	0	29	29	\$18,011,299
153	James Kastner	RLAH Real Estate	18	8	26	\$17,980,500
154	Susan Van Nostrand	Long & Foster Real Estate	8	6	14	\$17,953,033
155	Sina Mollaani	The ONE Street Company	8.5	19	27.5	\$17,949,550
156	Charles Dudley	Compass	8	15	23	\$17,914,605
157	Katie Nicholson	RE/MAX Achievers	25	15	40	\$17,892,196
158	Alecia Scott	Long & Foster Real Estate	22	22	44	\$17,850,658
159	Kevin Gray	Compass	11	15	26	\$17,843,725
160	Barbara Nalls	TTR Sotheby's International Realty	15.5	5	20.5	\$17,810,850
161	Peter Grimm	Berkshire Hathaway HomeServices PenFed Realty	6.5	12	18.5	\$17,772,750
162	Brad House	Compass	4.5	2	6.5	\$17,748,900

Rank	Agent	Office	List #	Sell #	Total #	Total \$
163	Ryan Tyndall	Long & Foster Real Estate	4	13	17	\$17,739,780
164	Cheryl Kurss	Compass	6.5	9	15.5	\$17,725,999
165	Todd Vassar	Compass	8	18	26	\$17,718,900
166	Matthew Zanolli	Compass	7	17	24	\$17,549,999
167	Sarah Howard	Washington Fine Properties	7	9	16	\$17,399,000
168	John Lesniewski	RE/MAX United Real Estate	41.5	8	49.5	\$17,368,990
169	John Monen	Redfin Corp	37	1	38	\$17,342,850
170	Joseph Himali	TTR Sotheby's International Realty	10.5	14	24.5	\$17,215,812
171	Ginette R. Winston	Winston Real Estate	12	6	18	\$17,204,000
172	David Thomas	Keller Williams Capital Properties	11	14	25	\$17,138,431
173	Judith Seiden	Berkshire Hathaway HomeServices PenFed Realty	9	7	16	\$17,114,020
174	Tammy Thomas	GO BRENT	7.5	20	27.5	\$17,071,133
175	Maxwell Rabin	TTR Sotheby's International Realty	12	7	19	\$17,001,600
176	Pamela Wye	Compass	10	11	21	\$17,000,165
177	Elizabeth Burrow	Keller Williams Realty Centre	20	17	37	\$16,927,016
178	Cynthia Howar	Washington Fine Properties	6	5	11	\$16,902,000
179	Lee Arrowood	TTR Sotheby's International Realty	4.5	2	6.5	\$16,787,500

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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
180	Vincent Hurteau	Continental Properties	7	10	17	\$16,766,861
181	Ronald Sitrin	Long & Foster Real Estate	18	6	24	\$16,717,750
182	Ross Vann	Compass	9.5	13	22.5	\$16,606,109
183	Kymber Lovett-Menkiti	Keller Williams Capital Properties	21.5	3	24.5	\$16,481,755
184	Jill Coleman	RE/MAX Realty Centre	29	15	44	\$16,467,500
185	Mary Lynn White	Compass	10	4	14	\$16,440,750
186	Katherine Buckley	TTR Sotheby's International Realty	7	8	15	\$16,312,073
187	Lucy Fraser	Redfin Corp	17.5	11	28.5	\$16,215,149
188	Joan Cromwell	McEnearney Associates	12	13	25	\$16,204,854
189	Justin Kitsch	TTR Sotheby's International Realty	8.5	9	17.5	\$16,195,875
190	Traudel Lange	Washington Fine Properties	8	5	13	\$16,157,500
191	Russell Chandler	Redfin Corp	39	0	39	\$16,105,349
192	Robert Spicer	Spicer Real Estate	11	8	19	\$16,070,950
193	Troyce Gatewood	RE/MAX Results	17	25	42	\$15,886,940
194	Andrew Essreg	RLAH Real Estate	11	20	31	\$15,871,028
195	Michael Gailey	Compass	6	19	25	\$15,775,000
196	Daniel Register	ERA Realty Group	39.5	11	50.5	\$15,750,839
197	Rheetuparna Pal Mahajan	Redfin Corp	0	34	34	\$15,747,450
198	Martin Signore	Keller Williams Capital Properties	10	15	25	\$15,746,112
199	Samer Kuraishi	The ONE Street Company	9	15	24	\$15,632,900
200	David Bediz	Keller Williams Capital Properties	16.5	6	22.5	\$15,630,937
201	Chukwuemeka Mokwunye	Redfin Corp	0.5	28	28.5	\$15,620,590
202	Carolyn Jordan	GO BRENT	24	5	29	\$15,586,175
203	Leyla Phelan	Coldwell Banker Residential Brokerage	9	9	18	\$15,573,180
204	Keene Taylor	Compass	9	4	13	\$15,566,000
205	Carline Moraes	Independent Realty	21	1	22	\$15,565,500
206	Michele Scardina	TTR Sotheby's International Realty	8	7	15	\$15,559,000
207	Kirsten Williams	TTR Sotheby's International Realty	4.5	11	15.5	\$15,552,590
208	Anthony Mason	Keller Williams Preferred Properties	19.5	17	36.5	\$15,551,244
209	Susan Ellis	RE/MAX Realty Centre	21	8	29	\$15,531,280
210	Corey Lancaster	EXIT Right Realty	24	22	46	\$15,420,080
211	Joanne Pinover	Washington Fine Properties	4	3	7	\$15,304,770
212	John Barry	Compass	9.5	10	19.5	\$15,263,250
213	Marin Hagen	Coldwell Banker Residential Brokerage	7	6	13	\$15,250,000
214	Lisa Greaves	Redfin Corp	29.5	3	32.5	\$15,226,325
215	Alexander Heitkemper	Long & Foster Real Estate	16	20	36	\$15,130,250
216	Cara Pearlman	Compass	19.5	6	25.5	\$15,118,210

Rank	Agent	Office	List #	Sell #	Total #	Total \$
217	Ellen Morrell	Washington Fine Properties	3	4	7	\$15,090,500
218	Kenneth Grant	RE/MAX Plus	8	32	40	\$15,065,528
219	Hazel Shakur	Redfin Corp	42	1	43	\$15,065,097
220	Christopher Polhemus	Long & Foster Real Estate	7	8	15	\$15,030,500
221	Michael Matese	Long & Foster Real Estate	10	3	13	\$15,020,000
222	Sharif Ibrahim	Keller Williams Capital Properties	1	25	26	\$14,943,050
223	Stuart Naranch	Redfin Corp	0	21	21	\$14,916,600
224	Stacy Allwein	Century 21 Redwood Realty	26.5	16	42.5	\$14,873,940
225	Gregory Gaddy	TTR Sotheby's International Realty	4.5	2	6.5	\$14,803,650
226	Dino Milanese	Coldwell Banker Residential Brokerage	14	6	20	\$14,795,200
227	Stacey Styslinger	Long & Foster Real Estate	7.5	16	23.5	\$14,785,000
228	Debra Singleton	DC Living Real Estate	3	9	12	\$14,778,322
229	Michael Hines	The ONE Street Company	9.5	3	12.5	\$14,772,550
230	Kenneth Abramowitz	RE/MAX Town Center	12.5	27	39.5	\$14,664,328
231	Ellie Shorb	Compass	5	5	10	\$14,625,000
232	Brittany Allison	Compass	6.5	10	16.5	\$14,591,850
233	James Roy	RE/MAX Realty Group	7	13	20	\$14,549,800

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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
234	Rebecca Love	Redfin Corp	2	20	22	\$14,543,400
235	Jennifer Chow	Long & Foster Real Estate	9.5	3	12.5	\$14,521,900
236	Eric Broermann	Compass	10	16	26	\$14,499,400
237	Mary Ehrgood	Washington Fine Properties	5	4	9	\$14,475,500
238	Laura McCaffrey	Evers & Co. Real Estate, A Long & Foster Company	8	4	12	\$14,457,500
239	Marco Stilli	TTR Sotheby's International Realty	5	14	19	\$14,445,000
240	Adam Rackliffe	Washington Fine Properties	6.5	3	9.5	\$14,393,499
241	J Montalvan	Compass	9	13	22	\$14,354,700
242	Claudia Donovan	Compass	8	6	14	\$14,334,638
243	Rose Bartz	Long & Foster Real Estate	20	20	40	\$14,276,165
244	Elizabeth Hughes	Compass	10	3	13	\$14,256,873
245	Monica Bryant	Redfin Corp	35	4	39	\$14,230,550
246	Catherine Czuba	Compass	13	3	16	\$14,216,860
247	Lori Leasure	Washington Fine Properties	5	7	12	\$14,171,750
248	Charles Holzwarth	Washington Fine Properties	6.5	7	13.5	\$14,121,126
249	Audrey Primozic	Weichert, REALTORS	20	3	23	\$14,110,695
250	Richard Prigal	RE/MAX Realty Group	18	11	29	\$14,076,875

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