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Todd Greenbaum
Owner and Founder

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NATIONAL BREAST CANCER AWARENESS MONTH



Dear DC Metro Real Producers,

Cancer patients of all kinds, their families and loved ones who have struggled with cancer are dear to our hearts here at *DC Metro Real Producers*. I have personally fought cancer, and we have cancer survivors who are inspirations in our Real Producers community. In honor of National Breast Cancer Awareness Month, we are proud to share a few of our own Real Producers' cancer stories on pages 24-26.

Our Second Annual Mastermind is fast approaching! Check it out on page 44. We are going all out — our speakers have sold over \$5 billion. Their average career volume is \$1 billion. Limited seating available. Early bird pricing ends October 3. Be sure to RSVP when you receive your exclusive invitation via Eventbrite.

Happy Halloween!!

Kristin Brindley
Publisher
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313-971-8312
Kristin.Brindley@realproducersmag.com





Presents

Golden Nuggets



Samer Kuraishi

ONE Real Estate

“My vision for this company is not merely to operate it as a business, but to approach it as a movement — a way of life.”

“In real estate, there isn’t much separation between your work life and your personal life. The people you work with become your friends. Work is like family to me, and it’s my second home. I don’t think of real estate in the context of ‘my work’ or ‘my career’ — this is my life, my lifestyle.”

“Instead of being so guarded, territorial and competitive, we should share our expertise.”



Toby Lim

Keller Williams Realty

Favorite Quote: “Dreams don’t come true — goals do.”

“Our goal for this year is to double our sales again, which we are on track to do. Our long-term goal is to continue to grow our team and staff.”

“[After exercising], you sleep better, look better, it balances your mind and body, and it’s the one time I can listen to music with my headphones on and not be working.”



Josh Greene

Eastern Title & Settlement

“When we provide a service, we give it all we’ve got.”

“Buying a home is the end game — the American dream. But homes aren’t alone on an island, they’re in communities.”

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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



Seamless Transaction

"From initial inquire to closing, Derek and his team ensured a smooth transaction. Their online tools for document gathering and quick responses to my million questions allowed for an efficient turn around. They saved my husband and I nearly \$1,000 a month on our refi. This is my second dealing for Home Savings and Trust and it certainly won't be my last. I highly recommend Derek and this company. Such a pleasure to work with!"
-Sarah Yelton from Gainesville, VA

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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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Josh with WUSA9's Kristen Berset-Harris on "The Real Deal In Real Estate," which airs Thursday mornings at 9 a.m



Eastern Title & Settlement's Marketing Team
From left: Ben Goldman, Rob Dinh, Min Hu, and Chris Leary

JOSH GREENE

EASTERN TITLE & SETTLEMENT

"We close anywhere, anytime!" Eastern Title & Settlement's tagline is one that holds a lot of weight and has a rich history within the company. When this tagline came to be, it was more than an empty claim or a simple marketing campaign. It stemmed from a philosophy that led the company to success from its establishment, and that continues to drive it today.

Eastern Title & Settlement bases its success on the success of its clients. Founder Josh Greene has a background in the mortgage industry. Having gained experience in mortgages, he found himself being most drawn to the title industry because of the business-to-business relationship that title work incorporated. He saw an opportunity for growth because he understood the lending and real estate industries and retained the opportunity to work directly with consumers during the best time of the deal: the close. This is what drove him to start Eastern Title & Settlement.

"When the company was started, and it came to working with customers for their settlements, we didn't know any other way. Whatever the client wanted and whenever they needed it, we did our best to comply. When we provide a service, we give it all we've got."

Years later, this same mentality is still what drives their company. They focus on hiring people who want to get out there and get things done. They don't wait for business to come to them, they work to create it. Part of that exciting new outreach is their added value in marketing for realtors and lenders by producing video profiles and listing tours. In the beginning, they never realized that this work ethic would make them unique. Now with 20 years of combined experience under their belt, they continue to grow with this unique approach to business.

"We close anywhere, anytime!" That is a focus on customer service, and in the title business, that means helping people create a solid foundation.





Josh and out-of-town relatives gather for a rare get-together, July 2018



First Mate Hector Herrera and Josh Greene with Josh's first sailfish at the second annual Guatemala Billfish Invitational in March 2017

“Buying a home is the end game — the American dream. But homes aren’t alone on an island, they’re in communities.” As these communities grow and develop, the homes gain value. Through their day-to-day work, philanthropy, and community outreach, Eastern Title & Settlement keeps their eyes on community development, bringing a new dimension to their “we close anywhere, anytime” philosophy.

If you watch the WUSA9 morning show, *Great Day Washington*, you may already know one of the ways Eastern Title & Settlement brings value to their community and customers. Every other week, Josh Greene, along with one of their lending or real estate partners, discusses current industry events and doles out helpful hints to educate and excite potential home buyers. This service not only brings recognition and attention to their business partners, but also educates homeowners in the community on how to go about buying new homes.

“We’ve decided to reach out to communities that might benefit from education to help build their own communities and raise property values in their entire area. Our Home Free seminar give hope and assistance to people who otherwise had none.”

These seminars, alongside donations to the Chesapeake Bay Foundation, help assist the Chesapeake Bay area where the company has roots. Realizing that the Bay holds pride for its neighbors, it has always been a cause they feel is a worthwhile investment. But their community reach doesn’t stop in the Chesapeake Bay area. Owner John Greene often

works with Giveback Sports, a company that offers remarkable experiences and custom travel packages for nonprofits to use in support of fundraising efforts. Incorporating impactful purpose into their day-to-day operations is something that Eastern Title & Settlement has always practiced and looks to continuously grow every day. This is the type of partnership they want to provide to their lender and real estate partners, and the kind of impact they want to deliver to their community and community members.

“We close anywhere, anytime!” is a bold statement to make, but Eastern Title & Settlement has built their success on that bold work ethic. Offering services including commercial and residential purchase agreements, refinancing, for sale by owner (FSBO), REO and short sale, and many other title and settlement services, they have built a foundation of reliability, dedication, and trustworthy partnerships. As a Realtor® or lender, if you are looking for a dedicated partner, call Eastern Title & Settlement today and see what it is truly like to experience their “We close anywhere, anytime!” commitment for yourself.

Josh Greene and Eastern Title & Settlement can be reached at (240) 660-2278 and at www.easterntitle.net.



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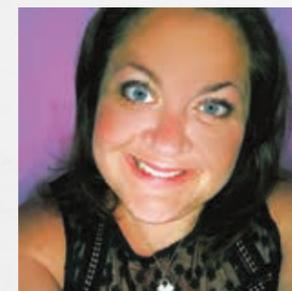
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GET SEEN IN 2018

Stop Marketing Like It's 1999

By Christina Daves



I've had the privilege to work with thousands of real estate agents, and what I've discovered is that much of the marketing still being done is because "that's what we've always done." It's 2018, and we have resources at our fingertips like artificial intelligence, augmented reality, and chatbots. Did you know that you can use artificial intelligence to determine an ideal buyer for your listing and then you can use that criteria and target them in online ads? It's incredible!

Many agents I work with are still sending out postcards. For some, it works. If you are targeting millennials though, you

could be wasting your money. My 20-year-old son, for example, hasn't been able to open his mailbox for two years. He does, however, read his Twitter and Snapchat feeds throughout the day. Target your customers where they are.

Are you running Facebook ads? Did you know that this is THE most cost-effective form of advertising today? Through Facebook, you have the ability to target your *exact* audience at a cost that is minimal. In 1941, Bulova Watches ran the very first television ad. It cost

them \$9, which in today's dollar is \$157. Most of us can't afford a television ad today, but a Facebook ad runs for about \$4/lead. You can't find that on any other advertising platform. It's like getting in on the ground floor of television.

Once the big companies like Budweiser and Pepsi realize their television dollars aren't being spent as efficiently as they once were (i.e., lower viewership) and they figure out about Facebook ads, we might not have the opportunity we have now. It's supply and demand, and there is only so much advertising space on

Facebook. Once they come, we'll all get bumped because they have the money to pay. So, don't miss this amazing advertising opportunity now, while you still can.

It's vital to market where your customers are, and in 2018, that's online. Ninety-four percent of people on social media are on Facebook, and there are over two billion people on social media. Stop marketing like it's 1999, and join the digital age in 2018. For more information, download your free guide at www.GetPressToday.com.



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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Cancer AWARENESS

REAL PRODUCERS SHARE THEIR STORIES

October is National Breast Cancer Awareness Month, which reminds us to salute breast cancer survivors, as well as all those who have struggled with cancer. The courage and determination to beat the odds shown by cancer survivors in our *Real Producers* community is awe-inspiring. That many have forged ahead with their businesses regardless is simply stunning. We are proud to share a few of their stories. Please meet Melinda Estridge, Adam Gelb, and Frank Manley!

Melinda Estridge

Long and Foster Real Estate



Melinda's Story

I was in for a routine mammogram right before Labor Day in 2013. They reviewed my X-rays and saw something they were concerned about. The radiologist showed me the area she felt might be a tumor. Of course, I was concerned, but everyone kept assuring me it was probably nothing, and most of the time it was either benign or something else. Still, the look in the radiologist's eyes worried me. I came back the following week for a biopsy, still being assured there was over a 70 percent chance that this was not cancer.

A week later, I was in Florida settling on a home I had purchased and got the phone call from my personal doctor. I had invasive lobular breast cancer. I was so stunned and numb, I wasn't sure how to react. I had so many questions. Because of the nature of the cancer, they wanted to operate right away. I was so glad to have my husband and closest friend with me to help get perspective. One of my first questions was, do I need chemo? The doctor told me they wouldn't know until after the surgery. The number of procedures, tests, poking, prodding and appointments was overwhelming. I ended up having to have two surgeries; they had to go back in to remove more tissue that was also verified as cancer. I went through months of

chemo and radiation. Chemo was really difficult for me — I had so many bad reactions. There were times when I did not feel I could continue. It felt like I had a bad flu for days after each treatment. My friends were amazing, and many came to my treatments to lend moral support. My last chemo treatment was like a party. So amazing. Radiation was easier, but it was every day for a month. When I completed the last round and all of my treatments were over, the walk out of Sibley Hospital felt very anti-climatic. There were many doctor appointments, follow-up tests, and drugs (all with side effects) over the next few years.

I only lost half of my hair through the process, so it was not evident I had cancer. I did not share it with my clients and worked throughout the entire process. I was down for the count a few days after each treatment, and was tired and in pain during other periods, but I still went on appointments and conducted business. I never took time off, with the exception of a few days here and there. My group was amazing and really supported me through the entire ordeal. I don't know what I would have done without them. Kindness came from very unexpected people. I have tried to return that kindness to others who have been diagnosed since that time.

I have recovered, but am still working with a wellness doctor to wean off cancer drugs and heal my body.

They say it can take five to 10 years to fully recover. My business is better than ever, though. I gained so much perspective about life, family, friends and what is really important. During my treatments, I would notice kindness,

nature, and other things around me that I was not fully aware of before. My business changed in that I no longer work with people who do not appreciate what we do or are not good people. I am more cognizant of friendship and the simple things in life. In many ways, this has been an eye-opening gift to get off the "pressure train," if you will, and start focusing on people and things that are truly important. I don't take anything for granted, and my business is much more enjoyable. I relish doing as much as I can for my clients and colleagues, which makes my life fulfilling.

Melinda's Favorite Quote

"I keep dreaming of a future, a future with a long and healthy life, not lived in the shadow of cancer but in the light." —Patrick Swayze



Photo by Ryan Corvello Photography

Adam Gelb

Long and Foster Real Estate

Adam's Story

On a routine colonoscopy in August 2016, they discovered the very early stages of colon cancer. In October, the section of colon was removed, and all tests showed no sign that it had spread. Eight days later, the reconnected colon separated. I went in for emergency surgery and was set up with a colostomy bag. Five long months later, it was time to reconnect the colon and remove the bag. The reconnection was a success.

In April 2018, my oncologist found elevated CEA levels in my blood. After all sorts of tests, it was discovered that another spot was on the scar tissue, and another on the aorta directly behind it. I went to Johns Hopkins every weekday for five weeks for radiation and chemo.

I continued to sell real estate throughout my treatment and only had to take a couple of days off while I was in the hospital. I have not allowed cancer to affect my business. There will



be another surgery down the road and, yes, another bag. While the bags are a lot of work, with a positive mental (and slightly demented) attitude, you come away with some really funny stories.

Adam's Favorite Quotes:

"F cancer!" and "Don't let bad things win."

Frank Manley, Jr.

Keller Williams Capital Properties

Frank's Story

I was diagnosed with 19 tumors and stage 4 Hodgkin's lymphoma in 1998 and nearly died from the cancer. I was unable to continue selling real estate during the time that I was in treatment. It is currently in remission.

Then in 2008, I was diagnosed with colorectal cancer. A tumor the size of a golf ball was growing in my colon. I had to take a year off from work while I was in treatment. Fortunately, it is in remission, and I am currently cancer-free.

Cancer affects me each and every day, as I see things differently and do things differently now.

Frank's Favorite Quote

"The mind is a powerful force. It can enslave us or empower us. It can plunge us into the depths of misery or take us to the heights of ecstasy. Learn to use the power wisely."

—David Cuschieri



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TOBY & RACHEL LIM

REACHING NEW HEIGHTS TOGETHER

Photos by Ryan Corvello Photography

“Dreams don’t come true — goals do” is Toby Lim’s favorite quote and what has driven him to his current success in real estate. When Toby first started out with his wife, Rachel, as a real estate team, they had nothing. They never had any family in the industry, and they didn’t know anyone. All they had was their work ethic. It was enough.



In their very first year in the business, Toby and Rachel received the Rookie of the Year award from Keller Williams Realty at the KW Metro Center Annual Awards Ceremony. Last year, they received the Eagle Award for the highest growth in revenue from the previous year, as well as the Gold Production award.

“Our goal for this year is to double our sales again, which we are on track to do. Our long-term goal is to continue to grow our team and staff,” says Toby.

Toby currently spends most of his time on the road while Rachel works on offers in the office. They use RealScout and have been really happy with the program. Toby’s most useful gadget in the field is his laser measure. Early in their career, they decided to take a risk and invest in advertising, and it made a big difference in their business.

Toby and Rachel first met in D.C. They have been married for four years and working together for less. Toby was in the dental implant field before deciding to support Rachel in real estate.

“We actually enjoy working together, and not many married couples can say that. We balance each other out. We always joke that she’s the right foot, and I’m the left foot,” says Toby.

Toby and Rachel sponsor a child from Indonesia through Compassion International. They have sponsored the same child for over five years now, ever since they were engaged. “We enjoy writing letters to each other and get so surprised whenever we see how much she’s grown in the pictures,” says Toby.

Working together and living together can present some challenges in balancing work-life. “There is a large gray area between work and life in this business, which makes it hard,” says Toby. Toby and Rachel have found that time blocking everything on their calendar, whether it’s business related or personal, really helps.

To help mitigate stress, Toby enjoys exercising and working out. “You sleep better, look better, it balances your mind and body, and it’s the one time I can listen to music with my headphones on and not be working,” he says. Although he hasn’t had much time for it these days, the golf course is Toby’s happy place.

For Toby, success is when you enjoy what you do, and you’re good at it. The most rewarding thing for him is developing relationships with clients and guiding them to the best possible solution based on their goals. Although Toby and Rachel have seen early success in real estate, they are setting bigger goals and looking forward to even bigger success in the future.



Toby and Rachel enjoy walking their dogs, Dax and Teddy.

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Photos by
Ryan Corvello Photography

►► cover story

Samer Kuraishi

ONE TEAM. ONE GOAL. ONE VISION. ONE.

“

In real estate, there isn't much separation between your work life and your personal life. The people you work with become your friends. Work is like family to me, and it's my second home.



Samer and Farah Kuraishi

For Samer Kuraishi, founder and president of The ONE Street Company, there is only ONE direction to go — UP!

Samer launched The ONE Street Company brokerage in January of this year, after nearly 20 years as a top-producing agent and former senior executive with A-K Real Estate, Inc. “My vision for this company is not merely to operate it as a business, but to approach it as a movement — a way of life,” he says. His vision extends to the inclusive climate he has created at ONE. The company’s motto “ONE Team. ONE Goal. ONE Vision. ONE.” provides insight into his philosophy that while creating a cohesive, supportive family within the framework of the workplace, you build a foundation for a loyal team,

whose primary goal is to provide unparalleled client service.

“In real estate, there isn't much separation between your work life and your personal life. The people you work with become your friends. Work is like family to me, and it's my second home. I don't think of real estate in the context of 'my work' or 'my career' — this is my life, my lifestyle. I wanted to create a firm as a platform, a stage, to bring quality people together, lift each other up, generate good energy, give clients a great experience and provide a supportive vehicle for talented agents to make a substantial living. What keeps me grounded in this business is knowing that I'm making a difference in their lives.”

Samer has assembled a uniquely diverse team of professionals of many faiths, religions, and cultures who are united in their appreciation and respect for one another. Each team member's skill set and area of expertise complements the whole. The new office space is luxurious, with cutting-edge, state-of-the-art technology designed to create synergy among his agents and their clients. The sleek environment is complete with a media-enhanced meeting room, modern work lounges, and a seminar hall intended to generate a collaborative environment where every agent feels free to share ideas and problem solve. Such an environment creates a sense of family, not only among team members, but for their clients, as well.

He is building on his success as one of Zillow's most reviewed Premier Agents, with more than 1,000 five-star ratings. He has an individual career volume of more than \$300 million, and his total volume last year was almost \$26 million. In the

...

...

past six and a half years, Samer's team volume reached more than \$1 billion in real estate sold. "Our numbers have steadily increased. Last year we had \$236 million in sales, with 589 transactions. This year we should hit around \$250 million with about 650 transactions."

The ONE Street Team consistently ranks among the top in the region. They were #1 in Real Trends' rankings in the Wall Street Journal for most units and volume sold in the DC Metropolitan area for the fourth year in a row (2014, 2015, 2016, 2017), and named 37th of the top-producing teams nationwide in the Wall Street Journal in 2017. They have been included in Best of Washingtonian for the third year in a row. "The awards are humbling, but to me, it's a testament to the loyalty of our team and what results can be achieved collectively as each agent expands their individual careers while growing and learning together."

Samer has had many setbacks on his journey, but the ability to persevere through the early years is what he believes is the key to his success. "There are many times I look back and wonder how I made it through. Early on, I was impatient and wanted instant gratification. I wasn't focused or committed to any one job. That impetuosity was evident when I decided to pursue real estate and initially failed my exam four times. I persisted and finally got my license, but I found myself overwhelmed by the weight of the decisions I was making and the magnitude of navigating through the fluctuations of the market crash. It was a pivotal time in my life, filled with doubt and uncertainty. My experiences along this journey have shaped the culture of the company I am building today."



Photo by Ryan Corvello Photography

Samer believes that as a top producer, he and other agents who possess a wealth of career wisdom have a duty to give back to younger or less experienced agents. He would like to see the culture of the industry shift to a more cohesive, inclusive community. "Instead of being so guarded, territorial and competitive, we should share our expertise. I enjoy consulting and am often asked to be a guest speaker to share some of the lessons I've learned from more than 20 years in real estate."

Samer also believes it is essential for successful businesses to give back to the community. With this in mind, The ONE Street Company created a nonprofit called ONE Love Charity, devising an innovative way for clients to participate in deciding how a portion of the company's profits should be donated. At closing, the company provides clients with a list of worthwhile charities they support, including the Ronald McDonald House, Human Rights Campaign, Capital Area Food Bank, and Humane Rescue Alliance. Clients designate which charity they prefer to have proceeds distributed to, and One Street makes a donation in their honor.

Samer is continually challenging himself. He thrives in the fast-paced hustle of working under pressure. To him, 'pressure' is just a word — not something to fear or shy away from. Pressure is his inspiration to discover strategies and solutions for any obstacle he faces. Samer appreciates that real estate has been the conduit to accomplish his goals and open doors for additional business ventures. One of his dreams is to own a sports team someday. "I am a loyal Washington Bullets fan (I still call them that!) and have been a season ticket holder for 19 years. I'm the one you can't miss behind the opponents' bench during games and not afraid to show my true colors," he laughs.

In 2015, Samer's life took an exciting turn after going on a blind date with his now-wife Farah. He smiles as he recalls that within one month he asked her to marry him, and four months later they wed in a glamorous ceremony on the rooftop terrace of BLT Steak DC in the heart of downtown Washington. "I knew right away — I had been waiting for someone like her, and I wasn't going to let her go. She is someone who challenges me and motivates me in all the right ways." He enthusiastically shared that they are expecting their first child in December.

For Samer, success has nothing to do with what you have accumulated — money, vacations, cars or homes. It is being at a place in your life where you're in control and driving the ship. You know where you've been and can step back and savor each moment. Now, being able to share it with his growing family is what has made the journey worthwhile.



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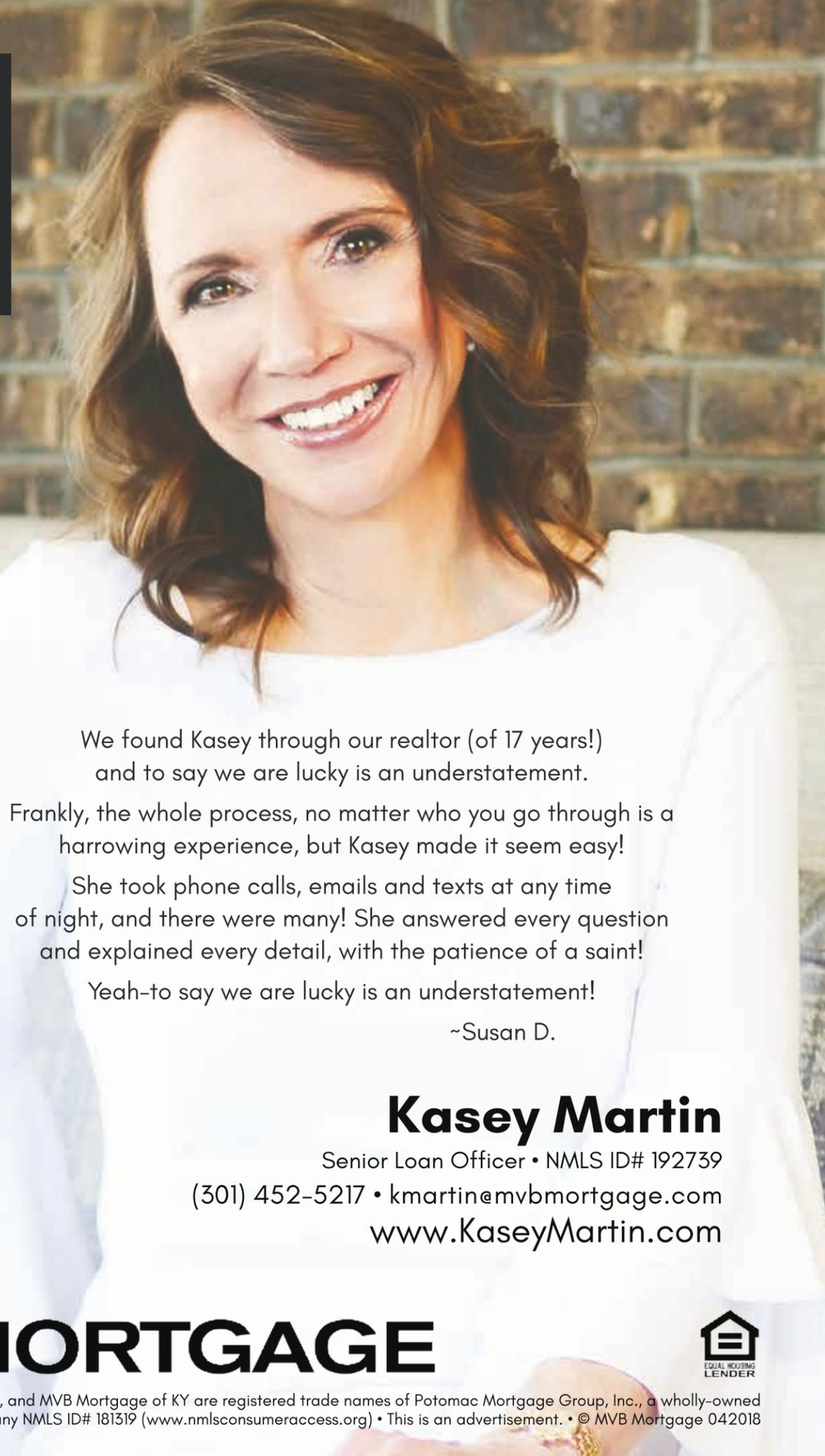
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~Susan D.

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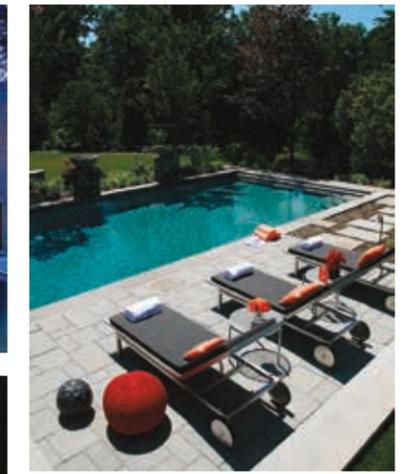


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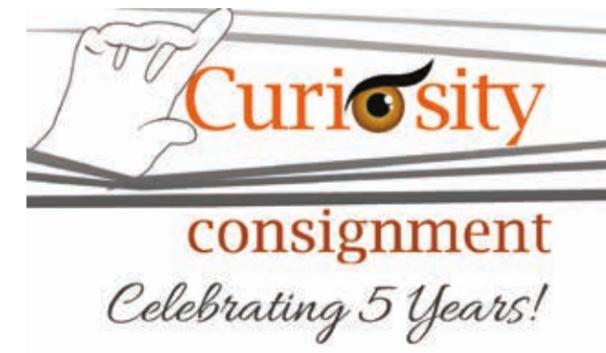
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OCTOBER

SUNDAY	MONDAY	TUESDAY
30	1 NATIONAL CONSIGNMENT DAY	2
7	8 COLUMBUS DAY 	9
14 REAL MEN WEAR PINK TAILGATE PARTY & FUNDRAISER 12:00pm – 4:00pm	15	16 NATIONAL BOSS'S DAY
21	22 2ND ANNUAL GCAAR GOLF TOURNAMENT 12:00pm 	23
28 NATIONAL MOTHER-IN-LAW DAY 	29	30

WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
3 REAL ESTATE COFFEE HOUSE 8:30am – 9:30am 	4 NATIONAL GOLF LOVERS DAY 	5	6
10 REAL ESTATE COFFEE HOUSE 8:30am – 9:30am 	11 REAL DEAL IN REAL ESTATE SHOW 9:00am	12	13 NATIONAL TRAIN YOUR BRAIN DAY
17 REAL ESTATE COFFEE HOUSE 8:30am – 9:30am 	18 GET TO KNOW YOUR CUSTOMERS DAY 	19 INSTITUTE FOR EXCELLENCE IN SALES (IES) PROGRAM 7:15am – 10:15am	20
24 REAL ESTATE COFFEE HOUSE 8:30am – 9:30am 	25 REAL DEAL IN REAL ESTATE SHOW 9:00am	26	27 NATIONAL MAKE A DIFFERENCE DAY 
31 HALLOWEEN  REAL ESTATE COFFEE HOUSE 8:30am – 9:30am	1	2	3

Oct. 11th-13th - MAREMA 2018 Annual Meeting
10:00am Oct. 11th – 10:00pm Oct. 13th

OCTOBER

schedule details

Real Estate Coffee House

DC Metro Real Producers Partner: Donofrio Property Inspections

Dates: 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.

MAREMA 2018 Annual Meeting: The Importance of Paperwork

DC Metro Real Producers Partner: Donofrio Property Inspections

Date: October 11th –13th

Time: 10:00am Oct. 11th – 10:00pm Oct. 13th

Location: Rocky Gap Casino Resort, 16701 Lakeview Rd NE, Flintstone, MD 21530

Event Description: Join MAREMA (Mid Atlantic Real Estate Marketing Association) for networking, education, and business growth. Featured Speaker: Kenneth Younger. Conferences, Reception, Dinner Friday, & Tour. Cost: \$80/members, \$75 Partial (includes Friday conferences), \$50/spouses & others (includes Fri. dinner & receptions). First 30 members to sign up are registered to receive one of two \$500 gift certificates (that could cover your meeting expenses). For more information contact Mike Wilmore at 434.996.6155 or at mike@cabbllc.com. For reservations call: 800.724.0828.

Real Men Wear Pink Tailgate Party & Fundraiser

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

Date: October 14th

Time: 12:00pm – 4:00pm

Location: Outta The Way Café, 17503 Redland Rd, Derwood, MD 20855

Event Description: Chong Yi, of Fairway Independent Mortgage Corp., is a candidate for “Real Men Wear Pink,” supporting the American Cancer Society and is hosting a fundraiser on Sunday, October 14th. Tailgate-style menu and full open bar to gear up for the day’s football games. Silent auction with great items like a foursome at Manor Country Club, signed sports memorabilia, and

tickets to the Olney Theater. Chong is part of a group of dedicated and distinguished community leaders who are putting the power of pink into action by raising awareness and funds to invest in the American Cancer Society’s mission to save lives from breast cancer. For more information visit www.ChongWearsPink.com or contact Kellie Hodges at 301-917-9415 or kellie@theyiteam.com.

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 info. contact Kellie Hodges at 301-917-9415 or kellie@theyiteam.com.

Institute for Excellence in Sales (IES) Program

DC Metro Real Producers Partner: Donofrio Property Inspections

Date: October 19th

Time: 7:15am – 10:15am

Location: Westwood Country Club, 800 Maple Ave E, Vienna, VA 22180

Event Description: “Become Impossible to Ignore: Leverage Personality as your Irresistible Selling Advantage” — The Sell-Out Show with Dianna Geairn, founder of The Irreverent Sales Girl, and Shawn Karol Sandy, Chief Revenue Officer of The Selling Agency. IES sales excellence workshops are led by the world’s top sales thought leaders and are held regularly just outside of Washington, DC. The 2018 program features some of the top sales speakers on the planet. For more information call 703.628.6910 or visit www.i4esbd.org.

2nd Annual GCAAR Golf Tournament

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

Date: October 22nd

Time: 12:00pm

Location: Manor Country Club, 4901 Carrolton Rd, Rockville, MD 20853

Event Description: GCAAR is swinging back to Manor Country Club in Rockville, MD, for their 2nd Annual Golf Tournament! Don’t miss this opportunity to be on the course one last time for the season. Register yourself or a foursome for a relaxing, fun, networking day filled with food, a reception, silent auction, course games, and more! GCAAR REALTOR® Members Only. \$160 before 10/22/2018.

For more information visit: <https://gcaar.com/education-events/class-and-events-calendar>

Important Dates to Remember

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October 1st — National Consignment Day

October 4th — National Golf Lovers Day

October 8th — Columbus Day

October 10th — World Mental Health Day

October 13th — National Train Your Brain Day

October 17th — Support Your Local Chamber of Commerce Day

October 18th — Get to Know Your Customers Day

October 27th — National Make A Difference Day

October 28th — National Mother-in-Law Day

October 31st — Halloween



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2017 Sales volume \$61.9M

2018 YTD \$58M

2018 Projections \$70M

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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 (team)

2018 Projections \$250M (team)

"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 YTD \$100M (team)

2018 Projections \$150M (team)

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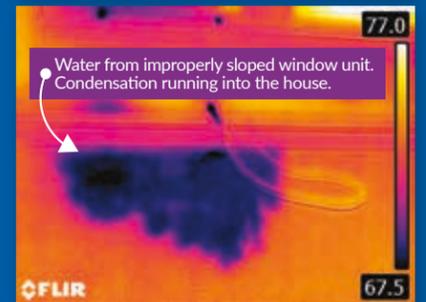
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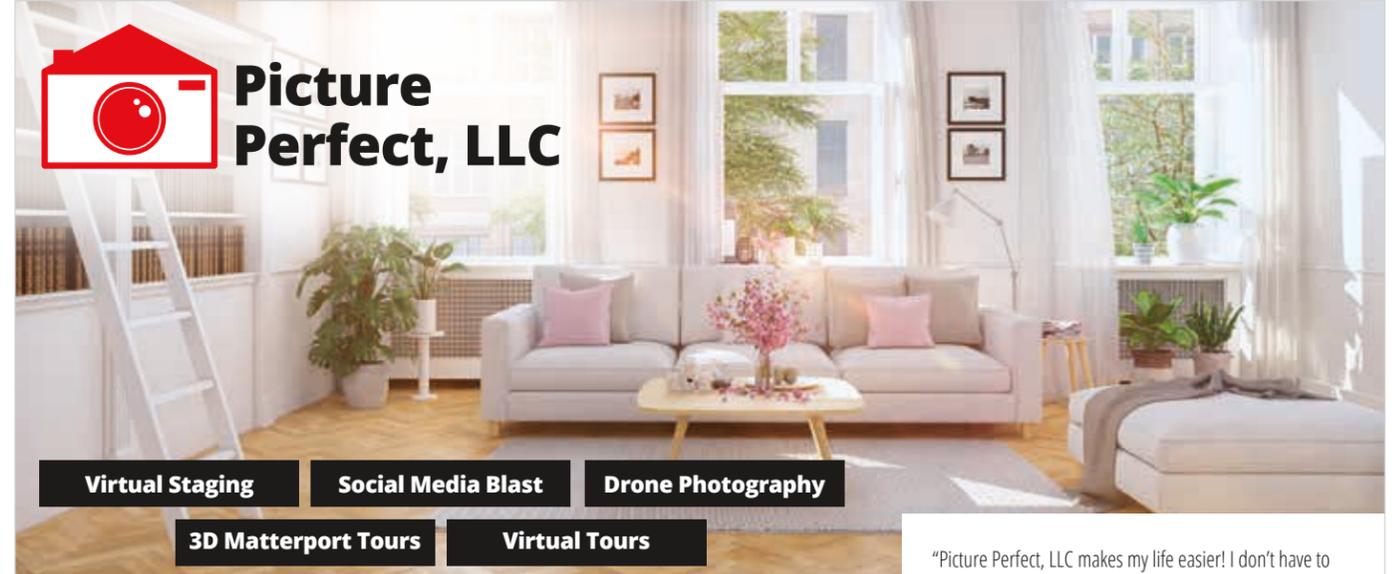


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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	34.5	19	53.5	\$117,482,500
2	John Kirk	Tower Hill Realty	191	3	194	\$86,692,782
3	David Getson	Compass	24.5	95	119.5	\$84,535,491
4	Michael Rankin	TTR Sotheby's International Realty	20	13	33	\$82,637,995
5	Wendy Banner	Long & Foster Real Estate	35.5	30	65.5	\$80,428,060
6	Jennifer Smira	Compass	47	46	93	\$73,674,469
7	James Coley	Long & Foster Real Estate	40.0	27	67.0	\$73,593,575
8	Nurit Coombe	RE/MAX Elite Services	25.5	54	79.5	\$64,295,328
9	Jay Day	Real Estate Teams	119	39	158	\$62,192,023
10	Marc Fleisher	TTR Sotheby's International Realty	21.5	10	31.5	\$59,808,205
11	Alejandro Luis Martinez	RE/MAX Elite Services	58	113	171	\$58,011,470
12	Erich Cabe	Compass	22.5	28	50.5	\$54,586,590
13	Tyler Jeffrey	Washington Fine Properties	11.5	49	60.5	\$50,752,596
14	Russell Firestone	TTR Sotheby's International Realty	12	13	25	\$50,192,609
15	Nathan Guggenheim	Washington Fine Properties	24	33	57	\$47,663,490
16	Melinda Estridge	Long & Foster Real Estate	22	33	55	\$45,715,312
17	Barak Sky	Long & Foster Real Estate	33	31	64	\$44,544,400
18	Christine Reeder	Long & Foster Real Estate	73.5	60	133.5	\$44,374,906
19	Dana Rice	Compass	20.5	21	41.5	\$44,349,836
20	Kimberly Cestari	Long & Foster Real Estate	29	13	42	\$43,573,945
21	Margaret Babbington	Compass	13	49	62	\$41,719,352
22	Michelle Yu	RE/MAX Town Center	41.5	19	60.5	\$41,257,299
23	Jane Fairweather	Coldwell Banker Residential Brokerage	34	12	46	\$39,799,510
24	Nathan Dart	RE/MAX Realty Services	47	34	81	\$38,909,781
25	Eric Stewart	Long & Foster Real Estate	44	11	55	\$38,851,100
26	Tamara Kucik	Tower Hill Realty	36	27	63	\$36,679,850
27	Anne Killeen	Washington Fine Properties	25	8	33	\$36,465,438
28	Antonia Ketabchi	Redfin	5.5	43	48.5	\$36,186,700
29	Trent Heminger	Compass	46	9	55	\$35,915,900
30	Hans Wydler	Wydler Brothers Real Estate	20.5	4	24.5	\$35,210,744
31	James Bass	Real Estate Teams	57	42	99	\$34,546,169
32	Mark McFadden	Washington Fine Properties	4	6	10	\$34,423,000
33	Lauren Davis	TTR Sotheby's International Realty	14	12	26	\$33,656,400
34	Christopher Ritzert	TTR Sotheby's International Realty	4	4	8	\$33,622,500

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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
35	Joel Nelson	Keller Williams Capital Properties	23	17	40	\$33,373,775
36	Louis Chauvin	Compass	6	7	13	\$32,614,550
37	Roby Thompson	Long & Foster Real Estate	17	16	33	\$32,532,900
38	Judy Cranford	Cranford & Associates	11	19	30	\$32,337,082
39	Marjorie Halem	Long & Foster Real Estate	20	10	30	\$31,831,400
40	Sheena Saydam	Keller Williams Capital Properties	16	45	61	\$31,554,034
41	Carolyn Sappenfield	RE/MAX Realty Services	15.5	10	25.5	\$31,399,500
42	Michael Brennan	TTR Sotheby's International Realty	20.5	10	30.5	\$31,386,000
43	Bradley Rozansky	Long & Foster Real Estate	29	9	38	\$30,846,150
44	Daryl Judy	Washington Fine Properties	10.5	9	19.5	\$30,200,795
45	Carlos Garcia	Keller Williams Capital Properties	23	15	38	\$29,882,100
46	Margot Wilson	Washington Fine Properties	8.5	6	14.5	\$29,040,927
47	Mehrnaz Bazargan	Redfin	48.5	2	50.5	\$28,571,499
48	Kira Epstein Begal	Washington Fine Properties	15	16	31	\$28,259,115
49	Cheryl Leahy	Long & Foster Real Estate	17.5	7	24.5	\$27,613,325
50	Chelsea Traylor	Redfin	46	2	48	\$27,604,300
51	James C. Peva	Washington Fine Properties	6.5	5	11.5	\$27,247,500
52	Lisa Sabelhaus	RE/MAX Town Center	35	31	66	\$26,531,970
53	Kara Sheehan	Washington Fine Properties	8	5	13	\$26,480,500
54	Elaine Koch	Long & Foster Real Estate	27.5	16	43.5	\$26,382,475
55	Karen Rollings	Berkshire Hathaway HomeServices PenFed Realty	48.5	9	57.5	\$26,338,854
56	Jeremy Lichtenstein	RE/MAX Realty Services	13	6	19	\$26,305,700
57	Anslie Stokes Milligan	McEneaney Associates, Inc.	14.5	23	37.5	\$26,270,175
58	Juan Umanzor	Long & Foster Real Estate	24	60	84	\$26,178,100
59	Robert Hryniewicki	Washington Fine Properties	9	5	14	\$25,293,250
60	Barbara Ciment	Long & Foster Real Estate	24.5	27	51.5	\$25,178,450
61	Joshua Ross	RE/MAX Realty Services	9	19	28	\$25,084,231
62	Heidi Hatfield	Washington Fine Properties	5	6	11	\$24,750,000
63	James Brown	Turning Point Real Estate	25	18	43	\$24,199,499
64	Michael Lederman	Keller Williams Capital Properties	37	0	37	\$24,101,408
65	Kornelia Stuphan	Long & Foster Real Estate	10	8	18	\$24,076,750
66	Jonathan Lahey	RE/MAX Fine Living	24	40	64	\$23,903,506
67	Brent Jackson	TTR Sotheby's International Realty	23.5	7	30.5	\$23,818,102
68	Marjorie Dick Stuart	Long & Foster Real Estate	14	6	20	\$23,787,899
69	Meredith Margolis	Compass	6	14	20	\$23,765,251
70	Tim Barley	RE/MAX Allegiance	11	20	31	\$23,708,152
71	Robert Myers	RE/MAX Realty Services	23	26	49	\$23,640,364

Rank	Agent	Office	List #	Sell #	Total #	Total \$
72	Andrew Riguzzi	Compass	10.5	14	24.5	\$23,593,640
73	Mandy Kaur	Redfin	40	6	46	\$23,500,041
74	Anne Weir	Washington Fine Properties	4	3	7	\$23,462,500
75	Avi Galanti	Compass	10	11	21	\$23,415,300
76	Nancy Itteilag	Washington Fine Properties	10	6	16	\$23,336,500
77	Victor Llewellyn	Long & Foster Real Estate	18	29	47	\$23,223,212
78	Delilah Dane	Redfin	36	2	38	\$23,124,530
79	James (Kevin) Grolig	RE/MAX Fine Living	29.5	14	43.5	\$22,998,550
80	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	12	20	32	\$22,935,447
81	Frederick Roth	Washington Fine Properties	7	7	14	\$22,912,500
82	Dana Scanlon	Keller Williams Capital Properties	10	22	32	\$22,884,056
83	Elizabeth Lavette	Washington Fine Properties	6	7	13	\$22,863,900
84	Alex Edwards	Urban Pace, a Long & Foster Company	24.5	2	26.5	\$22,790,250
85	Jason Townsend	Keller Williams Capital Properties	11	19	30	\$22,269,250
86	Carmen Fontecilla	Compass	24.5	24	48.5	\$21,983,903
87	Eva Davis	Compass	6	18	24	\$21,973,167
88	Robert Crawford	Washington Fine Properties	17.5	5	22.5	\$21,847,828

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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
89	Eric Murtagh	Evers & Co. Real Estate, A Long & Foster Company	12	2	14	\$21,839,507
90	Jennifer Knoll	TTR Sotheby's International Realty	9	7	16	\$21,818,551
91	Kimberly Casey	Washington Fine Properties	12.5	4	16.5	\$21,796,507
92	Daniel Hynes	Compass	12.5	5	17.5	\$21,788,540
93	Marshall Carey	Redfin	32	5	37	\$21,708,499
94	Marsha Schuman	Washington Fine Properties	13	5	18	\$21,707,500
95	Xuri Wang	Hometown Elite Realty	8	12	20	\$21,688,300
96	Thomas Paolini	Redfin	13	20	33	\$21,625,077
97	Thomas Buerger	Compass	12	20	32	\$21,600,902
98	Koki Adasi	Compass	26.5	11	37.5	\$21,564,949
99	Timothy Brooks	Keller Williams Realty Centre	35	29	64	\$21,421,998
100	Robert Sanders	TTR Sotheby's International Realty	20	8	28	\$21,375,979
101	Leslie Friedson	Compass	17	10	27	\$20,898,418
102	Leslie White	Redfin	0	31	31	\$20,696,400
103	Norman Domingo	XRealty.NET	33	3	36	\$20,487,001
104	Michael Aubrey	Long & Foster Real Estate	20	9	29	\$20,366,390
105	Elysia Casaday	Compass	15.5	11	26.5	\$20,241,350

Rank	Agent	Office	List #	Sell #	Total #	Total \$
106	Daniel Heider	TTR Sotheby's International Realty	5.5	11	16.5	\$20,234,459
107	Lisa Stransky Brown	Washington Fine Properties	10.5	9	19.5	\$20,185,503
108	Thomas Hennerty	NetRealtyNow.com	64	0	64	\$20,049,047
109	Edward Carp	Continental Properties	2.5	26	28.5	\$20,009,450
110	Meredith Fogle	Old Line Properties	23.5	9	32.5	\$19,923,950
111	Jennifer Myers	Dwell Residential, A Real Living at Home Company	18	13	31	\$19,872,649
112	Thomas Reishman	Compass	16	1	17	\$19,842,900
113	Ruby Styslinger	Redfin	0	23	23	\$19,720,055
114	Delia McCormick	Washington Fine Properties	14.5	4	18.5	\$19,662,006
115	Corey Burr	TTR Sotheby's International Realty	10	10	20	\$19,614,000
116	Thomas Faison	RE/MAX Allegiance	21.5	4	25.5	\$19,524,602
117	D'Ann Lanning	Compass	27	3	30	\$19,464,150
118	Lee Murphy	Washington Fine Properties	6	12	18	\$19,353,300
119	Susan Maguire	Washington Fine Properties	9.5	2	11.5	\$19,146,209
120	Eric Steinhoff	EXP Realty	32	8	40	\$19,141,400
121	Margaret Percesepe	Washington Fine Properties	9.5	10	19.5	\$19,074,750
122	Casey Aboulafia	Compass	4.5	18	22.5	\$18,855,571
123	Joseph Mascio	Redfin	32	3	35	\$18,710,540
124	Seth Turner	Compass	9	15	24	\$18,629,900
125	H. Joe Faraji	Long & Foster Real Estate	4	8	12	\$18,500,776
126	Loic Pritchett	TTR Sotheby's International Realty	5.5	11	16.5	\$18,270,500
127	Michael Rose	Rory S. Coakley Realty	9	12	21	\$18,013,350
128	Elizabeth D'Angio	Washington Fine Properties	6	6	12	\$17,965,000
129	Susan Van Nostrand	Long & Foster Real Estate	8	6	14	\$17,953,033
130	Kate Hanley	Urban Pace, a Long & Foster Company	29.5	3	32.5	\$17,914,100
131	Sebastien Courret	Compass	7.5	20	27.5	\$17,838,399
132	Barbara Nalls	TTR Sotheby's International Realty	15.5	5	20.5	\$17,810,850
133	Brad House	Compass	4.5	2	6.5	\$17,748,900
134	Ryan Tyndall	Evers & Co. Real Estate, A Long & Foster Company	4	13	17	\$17,739,780
135	Jean Bourne-Pirovic	Long & Foster Real Estate	27.5	12	39.5	\$17,735,200
136	Amanda Lasko	Redfin	28	6	34	\$17,557,980
137	Bryan Kerrigan	Redfin	36.5	0	36.5	\$17,505,100
138	Tina Cheung	RE/MAX Realty Centre	8	34	42	\$17,435,800
139	Patricia Mills	RE/MAX Achievers	39.5	18	57.5	\$17,366,562
140	John Monen	Redfin	37	1	38	\$17,342,850
141	Douglas Gardiner	Long & Foster Real Estate	29.5	21	50.5	\$17,252,958
142	Charles Dudley	RE/MAX Realty Services	8	14	22	\$17,135,605

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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
143	Robert Carter	Century 21 Redwood Realty	8.5	15	23.5	\$17,123,250
144	Andres Serafini	RLAH Real Estate	12.5	12	24.5	\$17,087,980
145	Daniel Metcalf	Long & Foster Real Estate	25.5	2	27.5	\$17,081,475
146	Annabel Burch-Murton	Washington Fine Properties	9.5	10	19.5	\$17,019,450
147	Elizabeth Brent	Go Brent, Inc.	26	0	26	\$16,917,000
148	Todd Vassar	Compass	7	17	24	\$16,818,900
149	Joseph Himali	TTR Sotheby's International Realty	10	13	23	\$16,678,312
150	Kevin Gray	Compass	10	14	24	\$16,676,300
151	Jeffrey Wilson	TTR Sotheby's International Realty	6.5	6	12.5	\$16,560,750
152	Eileen McGrath	Washington Fine Properties	3	3	6	\$16,505,000
153	Cynthia Howar	Washington Fine Properties	5	5	10	\$16,391,000
154	Anne-Marie Finnell	TTR Sotheby's International Realty	5	7	12	\$16,353,000
155	Katri Hunter	Compass	5	19	24	\$16,302,050
156	Lucy Fraser	Redfin	17.5	11	28.5	\$16,215,149
157	Joan Cromwell	McEneaney Associates, Inc.	12	13	25	\$16,204,854
158	Maxwell Rabin	TTR Sotheby's International Realty	11.5	7	18.5	\$16,154,100
159	Vincent Hurteau	Continental Properties	7	8	15	\$16,141,861
160	Ross Vann	Compass	8.5	13	21.5	\$16,115,109
161	Sina Mollan	The ONE Street Company	7	17	24	\$16,084,550
162	Kathleen King	Washington Fine Properties	10	5	15	\$16,078,300

Rank	Agent	Office	List #	Sell #	Total #	Total \$
163	Lalita Dunn	Redfin	0	26	26	\$16,062,399
164	Damian Buckley	Long & Foster Real Estate	5	16	21	\$16,060,400
165	Mynor Herrera	Keller Williams Capital Properties	17	15	32	\$16,038,249
166	Lee Arrowood	TTR Sotheby's International Realty	4	2	6	\$16,012,500
167	John Lesniewski	RE/MAX United Real Estate	37.5	8	45.5	\$16,003,990
168	Alecia Scott	Long & Foster Real Estate	20	18	38	\$15,916,709
169	Lisa Giuliani	RE/MAX Achievers	20	11	31	\$15,902,315
170	Robert Kerxton	RE/MAX Realty Centre	17	11	28	\$15,884,000
171	Jill Coleman	RE/MAX Realty Centre	27	15	42	\$15,859,500
172	Katherine Buckley	TTR Sotheby's International Realty	7	7	14	\$15,842,073
173	Justin Kitsch	TTR Sotheby's International Realty	8.5	8	16.5	\$15,755,875
174	Sarah Howard	Washington Fine Properties	6	9	15	\$15,649,000
175	Keene Taylor	Compass	9	4	13	\$15,566,000
176	Michele Scardina	TTR Sotheby's International Realty	8	7	15	\$15,559,000
177	Daniel Register	ERA Realty Group	37.5	11	48.5	\$15,553,914
178	Elizabeth Burrow	Keller Williams Realty Centre	18	16	34	\$15,442,016
179	Mary Lynn White	Compass	9	4	13	\$15,282,750

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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
180	James Kastner	Real Living At Home	16.5	8	24.5	\$15,275,500
181	Melissa Bernstein	RE/MAX Realty Group	15.5	10	25.5	\$15,269,770
182	Ginette R. Winston	Winston Real Estate	10	5	15	\$15,235,000
183	Traudel Lange	Washington Fine Properties	7	5	12	\$15,226,500
184	David Thomas	Keller Williams Capital Properties	10	13	23	\$15,223,431
185	David Bediz	Keller Williams Capital Properties	15.5	6	21.5	\$15,130,938
186	Ellen Morrell	Washington Fine Properties	3	4	7	\$15,090,500
187	Katie Nicholson	RE/MAX Results	21.5	12	33.5	\$15,078,196
188	Tammy Thomas	Go Brent, Inc.	6.5	18	24.5	\$15,051,133
189	Samer Kuraishi	The ONE Street Company	8	15	23	\$15,037,900
190	Christopher Polhemus	Long & Foster Real Estate	7	8	15	\$15,030,500
191	Troyce Gatewood	RE/MAX Results	17	22	39	\$15,020,040
192	Leyla Phelan	Coldwell Banker Residential Brokerage	8	9	17	\$15,014,930
193	Peter Grimm	Berkshire Hathaway HomeServices PenFed Realty	6.5	10	16.5	\$14,933,750
194	Matthew Zanolli	Compass	7	14	21	\$14,886,999
195	Michael Gailey	Compass	6	18	24	\$14,842,000
196	Gregory Gaddy	TTR Sotheby's International Realty	4.5	2	6.5	\$14,803,650
197	Debra Singleton	DC Living Real Estate	3	9	12	\$14,778,322
198	Anthony Mason	Keller Williams Preferred Properties	18.5	16	34.5	\$14,592,244
199	Sharif Ibrahim	Keller Williams Capital Properties	1	24	25	\$14,574,050
200	Carolyn Jordan	Go Brent, Inc.	22	5	27	\$14,568,675
201	Rebecca Love	Redfin	2	20	22	\$14,543,400
202	Chukwuemeka Mokwunye	Redfin	0.5	25	25.5	\$14,458,690
203	Laura McCaffrey	Evers & Co. Real Estate, A Long & Foster Company	8	4	12	\$14,457,500
204	Cara Pearlman	Compass	18.5	6	24.5	\$14,452,210
205	Judith Seiden	Berkshire Hathaway HomeServices PenFed Realty	8	6	14	\$14,409,020
206	Stacy Allwein	Century 21 Redwood Realty	25.5	16	41.5	\$14,383,940
207	Pamela Wye	Compass	6.5	10	16.5	\$14,322,415
208	Stuart Naranch	Redfin	0	20	20	\$14,316,600
209	Ronald Sitrin	Long & Foster Real Estate	17	5	22	\$14,287,750
210	John Barry	Keller Williams Capital Properties	8.5	9	17.5	\$14,284,350
211	Charles Holzwarth	Washington Fine Properties	6.5	7	13.5	\$14,121,126
212	Kymer Lovett-Menkiti	Keller Williams Capital Properties	17	3	20	\$14,112,375
213	Ellie Shorb	Compass	5	4	9	\$14,105,000
214	J Montalvan	Compass	8.5	13	21.5	\$14,097,200
215	Martin Signore	Keller Williams Capital Properties	9	13	22	\$14,087,112
216	Lisa Greaves	Redfin	27.5	2	29.5	\$14,012,325

Rank	Agent	Office	List #	Sell #	Total #	Total \$
217	Andrew Essreg	RLAH Real Estate	11	17	28	\$14,007,028
218	Robert Spicer	Spicer Real Estate	9	7	16	\$14,003,000
219	Carline Moraes	Independent Realty	19	1	20	\$13,965,500
220	Jennifer Chow	Long & Foster Real Estate	9	3	12	\$13,959,400
221	Marco Stilli	TTR Sotheby's International Realty	4.5	13	17.5	\$13,927,750
222	Hazel Shakur	Redfin	38	1	39	\$13,875,197
223	Adam Rackliffe	Washington Fine Properties	6	3	9	\$13,812,499
224	Rheetuparna Pal Mahajan	Redfin	0	30	30	\$13,802,450
225	Jeff Lockard	TTR Sotheby's International Realty	9.5	2	11.5	\$13,791,550
226	Richard Prigal	RE/MAX Realty Group	17	11	28	\$13,757,875
227	Eric Broermann	Compass	10	15	25	\$13,719,400
228	David DeSantis	TTR Sotheby's International Realty	7.5	7	14.5	\$13,716,250
229	Corey Lancaster	EXIT Right Realty	21	19	40	\$13,670,180
230	Alexander Heitkemper	Long & Foster Real Estate	15	17	32	\$13,644,350
231	Kenneth Grant	RE/MAX Plus	8	28	36	\$13,628,028
232	Mary Ehrgood	Washington Fine Properties	4	4	8	\$13,586,500
233	Philip Guire	Compass	6	8	14	\$13,578,318

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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
234	Russell Chandler	Redfin	33	0	33	\$13,519,199
235	Stacey Styslinger	Long & Foster Real Estate	7.5	14	21.5	\$13,460,000
236	Cheryl Kurss	Compass	4.5	8	12.5	\$13,435,999
237	Susan Ellis	RE/MAX Realty Centre	18	8	26	\$13,406,280
238	Joanne Pinover	Washington Fine Properties	2.5	3	5.5	\$13,404,500
239	Julie Roberts	Long & Foster Real Estate	5	5	10	\$13,383,999
240	Rose Bartz	Long & Foster Real Estate	17	20	37	\$13,364,265
241	Jessica Evans	RLAH Real Estate	7	14	21	\$13,364,000
242	Donna Kerr	Donna Kerr Group	21.5	2	23.5	\$13,338,250
243	Marin Hagen	Coldwell Banker Residential Brokerage	6	5	11	\$13,295,000
244	Christie-Anne Weiss	TTR Sotheby's International Realty	3	1	4	\$13,242,500
245	Laura Emmett	Long & Foster Real Estate	4.5	5	9.5	\$13,182,916
246	Matthew Modesitt	Redfin	7	20	27	\$13,120,145
247	Michael Alderfer	Redfin	1	16	17	\$13,056,499
248	Dino Milanese	Coldwell Banker Residential Brokerage	13.5	5	18.5	\$13,022,700
249	James Roy	Luxmanor Real Estate	20.5	6	26.5	\$12,972,582
250	Lisa Plushnick	RE/MAX Realty Group	7.0	11	18.0	\$12,859,900

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
26	William Walker					
27	Andrew Kambick					
28	Elizabeth Cavalli					
29	Christine Taylor					
30	Bob Thompson					
31	Judy Goodwin					
32	Leah Manning					
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41	Jonathan Taylor					
42	Gracie E. Wilson					
43	Thomas Wilson	Long & Foster Real Estate				\$12,916,000
44	Mark Hoffman	West				\$12,888,000
45	Lee Savelle	RE/MAX Real Estate	20	45	65	\$12,822,847
46	Robert Sanders	TTR Sotheby's International Realty	5	20.5	25.5	\$12,820,483
47	Jennifer Wood	TTR Sotheby's International Realty	1	15	16	\$12,818,000
48	Robert Davis	Century 21 New Millennium	4	10	14	\$12,811,000
49	William King	Washington Fine Properties	4	11	15	\$12,810,000
50						\$12,788,000

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