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250**
STANDINGS

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of Home Savings &
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TOM DALEY

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

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MEET THE REAL PRODUCERS, DC METRO TEAM

[publisher's note](#) <<



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Happy September!

Dear DC Metro Real Producers,

Our new Calendar of Events is on page 42. Check it out!! Mark your calendar: our Aston Martin event on October 3rd is coming fast. RSVP when you get the invite! Our annual Mastermind is coming up on November 8th and has limited seating. Keep an eye out for your exclusive invitation by email.

We started releasing our Cover Story and Partner Spotlight Interviews on our YouTube channel and they also can be viewed on Spotify. We are adding a Real Producers Q&A section next month! Stay tuned!!

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% of your industry.

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Realtors® by providing exclusively-curated content for what you, the best and brightest agents, demand.

Our Real Producers are wonderful people who do great work in real estate and in their communities. We are taking nominations for the rest of this year right now. Please nominate your fellow Realtors® and yourself to be featured! You can nominate for a cover story, rising star, making a difference, cool life story, and broker stories coming soon. I love hearing ideas from the community for other stories that are of interest to you and where you'd like to see events held.

Happy Labor Day!

With gratitude,

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Presents

Golden Nuggets



Tom Daley
TTR Sotheby's International Realty

“The real estate industry is a big machine and is so important to our economy. The social impact goes well beyond just closing a sale. It’s more than just a transaction; we are helping people achieve their dreams.”

“When we elect people to the board, we stress that they should come in with the goal of finding a replacement — get in, get out, and get back to work. We want vibrant, evolving leadership. I would encourage every agent to consider becoming involved.”



Sheena Saydam
Keller Williams Capital Properties

“As our business grows, we need to give back to others and be role models for our children. I believe there is far more value in our networks than just business opportunity. Knowing so many people, we as agents have the power to provide exponentially more value to our communities.”



Michael Fowler
Compass

“I’d go by the brokerage to pick up this super expensive, huge SUV to show these million-dollar homes with, and then take the metro bus back to my guest room that I was borrowing. It was the craziest thing ever.”



Derek Harman
Home Savings & Trust Mortgage

“To be successful, you have to surround yourself with the right team.”

“I have mentors, role models, and teammates under one roof that encourage me to become the best version of myself.”



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A TEAM APPROACH TO LENDING

Derek Harman, Senior Loan Officer at Home Savings & Trust Mortgage, knows that collaboration and teamwork are crucial elements for achieving success in the lending industry, but he also realizes that healthy competition motivates people to reach higher goals and inspires innovation.

“I often refer to this job as a sport behind a desk. I enjoy the satisfaction I get from closing a deal and hitting my numbers. I think everyone in this industry has a sense of motivation and competitiveness to win the deal or they wouldn’t be interested in it,” Derek says.

His competitive side peaked in college while he played baseball for Salisbury University. He says he formed a strong bond with his teammates and realized he was only as good as the team was collectively. “Once you transition into the business world, you come to understand that those same principles apply. To be successful, you have to surround yourself with the right team. I’m so fortunate to have a team and company that wants me to succeed and gives me the opportunities to do so. I have mentors, role models, and teammates under one roof that encourage me to become the best version of myself. That has been very important in my success.”

14 • September 2018



Photos by Ryan Corvello Photography



Another person who he says has been influential in his success is his wife, Christie. “I look at her as a role model. She has excelled in her profession and has become a partner of a successful trade association management firm in D.C. There were many obstacles in her way, and she knocked them down with grace, experience, and knowledge.”

Derek majored in mass media communications and minored in psychology. In both fields, he gained valuable insight into the importance of interacting with people genuinely and productively. “Whether in a group or on an individual level, being able to communicate effectively is critical when guiding someone through one of the most important financial decisions they will make in their lifetime as they buy or refinance a home,” he says.

Home Savings & Trust Mortgage is a locally-owned mortgage company. Their primary focus is on Conventional, VA, FHA, VHDA Loans and HomeReady Programs. Because they are a direct lender with everything prepared in-house, they can ensure quick turnarounds and provide constant communication with agents and clients for a smooth transaction.

Derek says he views his relationship with Realtors® and their clients in the framework of a team. The goal is to provide the most productive experience with open communication, professionalism, and integrity. “I want the best for their clients. I want to prove myself and earn their business. There are a ton of lenders out there, and there are a lot of good ones. But I want them to know I’m on their team and they can count on me to work as hard as they do to make the process go smoothly.”

“Realtors® I have worked with know they can always reach me. I understand the need for off-hour phone calls at night and on weekends. I think my accessibility and willingness to make things work, regardless of the day or time, is the type of service they have come to expect from me to make the process a positive experience for them and their clients,” he says.

Derek understands that in addition to the Realtor®, he is serving their client, as well. “My goal is to create a sense of comfort and ease during an extremely stressful time. I want to become a client’s lender for a long time and establish a relationship as someone they can trust and is competent to get the job done. I love the smile on

someone’s face at the closing table. I genuinely care about people’s happiness. It fills me with the greatest satisfaction when a family gets the keys to a new home and opens the door to a ton of memories and experiences.”

Even though Derek makes himself available to clients around the clock, he also makes sure to carve out quality time for his family and friends. He loves sharing a cold beer or good bourbon with friends and enjoys hunting, skiing and golfing. He and his wife enjoy traveling with their two daughters, whether in the mountains or at the beach, and going to their youngest daughter’s sporting practices and events. They’re proud of their oldest daughter’s determination and hard work to get into a good college and look forward to seeing what her future holds.

For Derek, success means many things. “There’s a sense of accomplishment in achieving the goals you set for yourself and earning respect from colleagues and professionals for doing the job the right way. It’s important that, in doing so, you stay true to your values and hold yourself accountable for every action you take. Setting a good example for those who look up to you will enable you to look back on your successes with no regrets.”

To contact Derek for your lending needs, please call (703) 309-4886 or email dharmen@hstmortgage.com. His team also includes Underwriters Michelle Tangen and Frankie Tran, as well as Kristina Walsh, processor. Home Savings & Trust Mortgage, 3701 Pender Drive, Ste 150, Fairfax, Virginia 22030. www.hstmortgage.com

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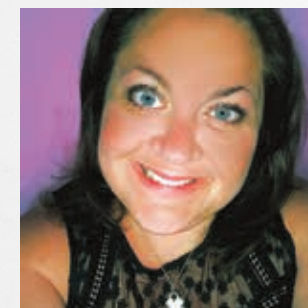
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GET SEEN IN 2018

*You got the interview... **Now what?***

By Christina Daves

You just got the email or the call that the media wants you. Be a great guest/resource and they'll have you back again and again. But how can you ensure you'll be a great guest? Do your homework. Know the media outlet and how they cover stories.

If you're on television, make sure you know the person you will be interviewing with. Learn their style, the types of questions they ask, how they run an interview. Watch how the television set is laid out. Will you likely be sitting on a couch, stool, or standing? This will help you prepare what to wear, as well.

The same holds true for radio or podcasts, in terms of how the host conducts an interview. Make sure you listen to a few shows to learn their style. The more you can fit yourself into exactly how they run their interviews, the better you will be and the more likely they are to invite you back.

Here are some tips for live interviews:

- 1) It's okay to say you don't know the answer to something. That is much better than fumbling an answer or saying something that is incorrect.
- 2) Learn how to share your key message in a sound bite. You never want to ramble on and on. Remember that most television interviews are about three minutes and they go by very quickly. Be prepared.



- 3) Make sure you are providing value and your interview is not a sales pitch.

Preparation is the key for magazine and newspaper interviews, as well. Sometimes they will send you a list of prepared questions, but usually it will be a recorded phone interview. Again, make sure you know the message you want to get across to their audience and that you are providing value.

Lastly, it's up to you to be your own megaphone. Make sure you share your interview with your mailing list and on social media. Build your credibility by making the interview available to as many people as possible.



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.



We found Kasey through our realtor (of 17 years!) and to say we are lucky is an understatement.

Frankly, the whole process, no matter who you go through is a harrowing experience, but Kasey made it seem easy!

She took phone calls, emails and texts at any time of night, and there were many! She answered every question and explained every detail, with the patience of a saint!

Yeah-to say we are lucky is an understatement!

~Susan D.

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Sheena speaking at Generosity Global's Mission Ball 2017



Han and Sheena Saydam (with baby #3) working with Generosity Global on water projects, including a shower truck for the homeless in Baltimore (June 2018)

SHEENA SAYDAM

& The Tree House Child Advocacy Center of Montgomery County Maryland

Healing The Most Vulnerable

Sheena Saydam's chance glimpse of a social media post by The Tree House Child Advocacy Center of Montgomery County Maryland was the spark that ignited a devoted mission to serve the most vulnerable members of her community — child victims of abuse and neglect.

Sheena and her husband, Han Saydam, are managing partners at Saydam Properties Group, Keller Williams Capital Properties. They regard giving back to the community as a fundamental part of responsible business ownership. Along with their team at SPG, they have donated more than \$40,000 to nonprofits and charities, and have devoted hundreds of hours to volunteer and fundraising efforts.

"A few years ago, The Tree House posted a request for donations to help a mother and her three small children who had fled their home with only the clothing on their backs. They needed everything — even the most basic of things, including baby formula, shoes, and underwear. I reached out to Nina Blecher, who managed outreach efforts and told her I was sure my network could provide these things. I mentioned to her that if she ever needed anything else, to please contact me because I was confident our network of friends, neighbors, and clients could deliver. That was the beginning of something awesome," Sheena says.

The Tree House is dedicated to reducing trauma and promoting healing for child victims of physical abuse, sexual abuse, and neglect. Through an innovative, collaborative process between the private and public sectors, key professionals come together on behalf of the best interests of victims. This effective early intervention is essential to ensure that an abused child or adolescent develops into a healthy and productive adult, capable of forming trusting and loving relationships. Underpinning the work of The

Tree House is the belief that the cycle of child abuse can be broken, and the knowledge that child abuse and neglect is preventable.

Services provided at The Tree House include comprehensive medical examinations, mental health assessments, ongoing mental health therapy for the child and non-offending family members, victim advocacy, forensic interviews, education and prevention, and management of Montgomery County's Multidisciplinary Child Abuse Team. All services are provided free of charge in a child-friendly environment by professionals with expertise in the field of child abuse and neglect.

In addition to significant financial contributions, Saydam Properties Group shares in The Tree House's vision and holds events regularly to support their needs. SPG gets involved by hosting bake sales, organizing pajama drives, leading charity drives and more — all to support the provision of critical services to abused and neglected children in Montgomery County.

Everyone gets in on the action. "The bake sale we organize each year is run by the children in our neighborhood, including my children. My kids love going with us to collect donations during our winter drive and are great helpers when loading items that have been dropped off at the office," says Sheena.

"I can't stop thinking of opportunities to support The Tree House. At this point, we are more grassroots in our support, but I'd love

to get more partners on board to provide large monetary gifts to this important organization. They are helping to heal the most vulnerable among us — children. There's a saying, 'Never tire of the type of work that has no end,' and I can honestly say that I may never feel like I've done enough. The need is tremendous," Sheena emphasizes. "The more the community supports their work, the more children we can help heal."

Sheena had the perfect examples of selfless service from her parents. She grew up an army brat and moved eight times throughout the United States and Europe before she turned 14. Even though her parents had more than enough obligations handling the stress of frequent relocations, she said they never missed an opportunity to give back to others. "My mom was 'Volunteer of the Year' at every place we lived. My dad, who of course served our country, was always helping neighbors and his soldiers over and above what was expected of him. When he completed his deployment in Bosnia, his battalion presented him a beautiful painting with an inscription reading: 'To an officer who cares.' That sums up the type of person he is," she says.

Before real estate, Sheena managed grassroots lobbying efforts at The Cystic Fibrosis Foundation. She is a Certified Broker Price Opinion Resource (BPOR) specialist and earned her master's degree in public policy with advanced training and certification in conflict management at George Mason University. She gradu-

ated from the University of Maryland at College Park with a bachelor's degree in government and politics.

Keller Williams recognized Sheena as the #1 highest producer for the DC Metro region in 2015. Washingtonian Magazine named her one of DC Metropolitan Area's "99 Agents You Want on Your Side" in 2015 and 2016; She is a four-time Platinum Producer and recognized as a Top Producer in 2015, 2016 and 2017.

Sheena believes that to achieve success, you must embrace growth and change, as an individual and in business. "As our business grows, we need to give back to others and be role models for our children. I believe there is far more value in our networks than just business opportunity. Knowing so many people, we as agents have the power to provide exponentially more value to our communities," she says.

For more information about The Tree House Child Advocacy Center of Montgomery County Maryland, call 240-777-4699 or email Nina Blecher at nina.blecher@treehousemd.org. You may also donate via the website at <http://treehousemd.org>.



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The Tree House Child Advocacy Center is Montgomery County, Maryland's **ONLY** child advocacy center.

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MICHAEL FOWLER

DOING WHATEVER IT TAKES

When Michael Fowler was considering a career in real estate, he was told that he would have to have three to four months worth of salary saved up because he wouldn't make any money. This almost deterred him completely. He was in between jobs at the time, having spent nearly 10 years building elite teams of salespeople for high profile companies like Apple and Pottery Barn. And although he had a salaried job lined up, he was still weighing the risk of real estate.



Michael Fowler and his husband, John E. Nappi, Esq., and their dog Parker in Meridian Hill Park, in Michael and John's neighborhood

Michael was the 2013 Greater Capital Area Association of REALTORS® Rookie of the Year for his business success and contributions to the community. In 2016, he was recognized by Washington Blade readers as "Best of Gay DC: Best REALTOR®." In 2015, Michael left Sotheby's to join Compass — on Day One of Compass arriving in D.C. — and just last year, in 2017, Michael founded The Fowler Group. Since he started in real estate, Michael has racked up an impressive career sales volume of nearly \$50 million.

Michael now prides himself on giving back to the community. He serves as chairman of the board of directors of The DC Center for the LGBT Community and is on the executive committee of the Lupus Foundation of America DMV's Annual Gala, in addition to other charities and causes that he is involved with.

Michael has served on the DC Association of REALTORS® Board of Directors since 2014, and has been on a variety of committees. He helped oversee a complete redesign of the DCAR website and worked with the rest of the board to help change the district's TOPA laws to improve homeowners' ability to rent their homes without the threat of extortion by opportunist tenants. Since 2016, Michael has also served on the National Association of REALTORS® Membership Policy and Board of Jurisdiction Committee.

When not working or serving the community, Michael enjoys spending time with his husband and their miniature pinscher. He loves to travel and to indulge in the delicious food and wine throughout the city.



The Fowler Group's Alison Scimeca and her dog Ringo with Michael and his dog Parker

One day, Michael was out in Fairfax visiting a girlfriend and her husband. They told him, "You sound really excited when you talk about real estate; what is keeping you from doing it?" He said, "I still need money to pay rent and everything." They said, "Move all your things into our garage and sleep in our guest bedroom." And that's exactly what he did. He also called his mom and told her he was starting real estate, so in six months, if he fell flat on his face, then she better have his room ready — even though he really didn't want to move back to Texas, having spent about nine years in D.C. already.

In December of 2010, Michael obtained his real estate license, joined Sotheby's International Real Estate, and moved everything into his friend's garage. However, he soon found that Fairfax was too far from the city to drive back and forth all the time, so Michael started crashing on friends' couches in the city.

"I'd go by the brokerage to pick up this super expensive, huge SUV to show these million-dollar homes with, and then take the metro bus back to my guest room that I was borrowing. It was the craziest thing ever," says Michael.

Michael faked it until he made it. He even met his husband, John Nappi, around this time, who later admitted that he thought Michael was "this big, successful real estate agent." It took Michael about three months selling homes to be able to sign a lease for his own place in March 2011. He hasn't looked back since.

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TOM DALEY

Facing Challenges Head On: A Leader In The Industry

Tom Daley, associate broker at TTR Sotheby's International Realty, is not one to back down from a challenge. Yet, after a successful career in sales and marketing, he says one of the most significant challenges he faced when starting out in the real estate industry was how to differentiate himself from the many successful Realtors® in the DC Metro area. The answer came within a month after obtaining his license, when he saw an ad in the Washington Post highlighting a new degree at Georgetown University — a master's in real estate.

"It was the inaugural year to launch that degree. Now, it is one of the premier programs in the country. After switching careers, I wanted to ensure I obtained an education at the highest level possible regarding all aspects of real estate. Not only did I completely immerse myself in the program, but I was later asked to come back as an adjunct professor," says Tom.

His desire to never stop learning is what he credits as one of the keys to his success. In addition to his



Tom Daley with the 2017 GCAAR Board of Directors

master's, Tom has a marketing degree from Boston College, as well as GRI (Graduate, Realtor® Institute) and MilRes (Military Relocation Specialist™) designations.

Tom's background in strategic acquisition, sales, and marketing for such companies as IMI Resort Living, Hotels.com and LoJack Corporation gave him a strong foundation to explore new opportunities in the real estate industry. He was looking for a fresh challenge, and circumstances lined up perfectly for him.

Tom has more than 12 years of experience in real estate, 10 of which have been at TTR Sotheby's International Realty, recognized as the premier luxury brand throughout the Washington metropolitan region. TTR Sotheby's is regarded as one of the highest-performing real estate firms in the United States and in 2017 captured more than \$3 billion in closed sales. Tom has won several awards, including the 2017 TTR Sotheby's Top Producer Over \$100M and the 2017 Community Service Award for Leadership. His 2017 volume was more than \$100 million, and his total career volume is well over \$100 million.

As a leader in the industry, Tom is most passionate about giving back to the real estate community. He is the president of the board of directors for the Greater Capital Area Association of REALTORS®, which represents more than 11,000 Realtors® in the area. He also sits on the boards of Maryland Realtors® Association and the DC Association of REALTORS®. Additionally, Tom serves on the board of directors for the National Association of REALTORS®, sitting on numerous standing committees in leadership positions within the Association. His expertise and commentary are frequently sought out by the Washington Post and Wall Street Journal.

Tom said the best way to differentiate yourself from other Realtors® is to get involved with industry

associations. "The real estate industry is a big machine and is so important to our economy. The social impact goes well beyond just closing a sale. It's more than just a transaction; we are helping people achieve their dreams," he said.

"Becoming a member of an association is a meaningful way to have a personal impact. It allows you the opportunity to affect policy change, change legislation, and set standards within your career field. Having

that inside knowledge gives you an advantage over other Realtors® because you're looking at things from a broader perspective instead of merely selling homes. Presenting yourself as an experienced agent who is more educated and knowledgeable about the industry is going to increase the potential for attracting clients. Furthermore, it helps to form strong alliances with other professionals in the real estate industry," he says.

Becoming involved in an association doesn't have to be a significant commitment, according to Tom. "When we elect people to the board, we stress that they should come in with the goal of finding a replacement — get in, get out, and get back

...



Photo by Ryan Corvello Photography

to work. We want vibrant, evolving leadership. I would encourage every agent to consider becoming involved."

Tom is not only active in real estate industry organizations, but also supports many community programs, especially those which help people get back on their feet and realize the pride of having a home. One such charitable organization is Friendship Place, a provider of housing services for people experiencing homelessness in the D.C. region. He also supports The Washington Ireland Program and is involved with The Embassy Series. Additionally, Tom is very involved with political fundraising and enjoys using his networking skills to bring groups of people together for a common cause.

Tom has lived in the D.C. area for more than 21 years, but grew up in the Boston and western Massachusetts areas. He comes from a large, extended

"That upbringing provided me the confidence to take risks, no matter whether you failed or succeeded — realizing you only get one chance at this life, so don't waste it."

Irish family with roots firmly anchored in a supportive family dynamic. "My parents, who have been married for more than 60 years, modeled a work ethic of tenacity and determination. That upbringing provided me the confidence to take risks, no matter whether you failed or succeeded — realizing you only get one chance at this life, so don't waste it."

Tom said his strategy for managing work-life balance can be summed up as: family, health, business. When he needs to let off a little steam, Tom is an avid runner and CrossFit enthusiast, and is passionate about fine wine, recently having completed the Level 1 course for the Court of Master Sommeliers. His current passion is the completion of a massive home renovation project with his partner and best friend of 22 years. His fitness routine and knowledge of wine seems to have come in handy with the all-consuming remodeling project, adding that balancing everything takes "a lot of wine, running and working out to keep it all together," he laughs.

As with all of the activities to which he devotes his time, Tom wants to be remembered for the contributions he has made and what he has given back to his family, friends, community and the industry. What many are especially likely to remember about Tom is his intrepid approach to challenges — meeting obstacles head-on, without reservation, and recognizing each one as an opportunity to be seized.



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And The Three Es



Why personal development? The time spent in personal development activities is time you intentionally spend weeding your garden — your brain — of any negative thoughts. Weeding your mental garden through personal development is your purposeful plan to program your mind for success. At the foundation of continued growth through personal development, the “Triple E” recipe of “Enlighten, Execute, and Evolve” is the ongoing cycle that holds the master key to the doors of unlocking your full potential.

For growth, there are two approaches: 1) You could think the same thoughts and perform the same actions that create the same experiences which produce the same emotions, while secretly expecting something to change in life, OR, 2) Enlighten yourself through personal development, making the brain and body work in new sequences, new patterns and new combinations. It was

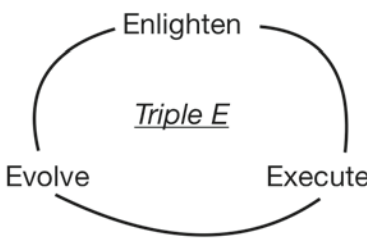
Henry Ford who first said, “If you always do what you’ve always done, you’ll always get what you’ve always got.” As long as we are thinking equal to everything that’s familiar and known to us, what do we keep creating more of? The same life.

To grow and receive more, we must use the one ingredient that allows us to do so: to be enlightened by either knowledge or information. Every time something new is learned, a new connection is created in your brain. That’s what learning is, and it should be scheduled for at least 30 minutes each day. We intentionally schedule oil changes for our cars, workouts and doctor appointments for our bodies, and yet, what exactly gets scheduled for our minds? For our level of thinking? For our growth? The enlightenment from personal development is a scheduled workout and maintenance for your brain.

Knowledge without action is useless. Execution is what separates the highest achievers from those who are not. Winners take action. I know that you already know this because you are a top-producing Realtor® in the D.C. metro area, and that did not just happen by way of luck. This is a call to action for you to execute at the same high level as you’ve done for your business right now, and going forward, for yourself personally.

“An ounce of action is worth a ton of theory,” said Ralph Waldo Emerson. With action come results. Intentionally spending time to be enlightened through personal development activities and executing what is learned to take control of your thoughts will

lead to an evolution and to you taking charge of your life. The evolution of your life begins after executing a plan and implementing strategies learned through enlightenment in order to help grow you through your next breakthrough and, ultimately, to your next plateau — where you will already know what to do next. Rinse and repeat. Triple E.



Jayson Stone is the founder of YOUNiversity, an educational movement to inspire consciousness in personal development. He is a graduate of the University of Maryland College Park. Professionally, Jayson is most excited about rallying people to a better future. Frequently recognized as a “Quote Machine,” one of Jayson’s favorite quotes is from James Allen: “As a man thinketh, so he is. As he continues to think, so he remains.”



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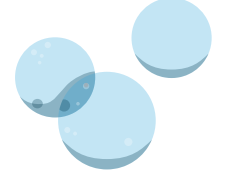
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SEPTEMBER

SUNDAY	MONDAY	TUESDAY
26	27	28
2	3 LABOR DAY (Offices Closed) 	4
9 ADAMS MORGAN DAY 2018 12:00pm – 6:00pm	10	11
16 NATIONAL WORKING PARENTS DAY	17	18
23	24	25
30		

WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
29	30	31	1 NATIONAL TAILGATING DAY
5	6	7	8 GCAAR VS NVAR BBALL GAME 10:00am – 2:00pm #ROOSEVELTREVEAL 2:00pm – 4:00 pm
12 NATIONAL DAY OF ENCOURAGEMENT 	13	14 NATIONAL VIRGINIA DAY	15
19 TALK LIKE A PIRATE DAY 	20	21	22 FALL EQUINOX 
26	27 A WIDER CIRCLE'S COMMUNITY BALL 6:00pm – 10:00pm	28	29

SEPTEMBER

special events



schedule details

SECOND ANNUAL MASTERMIND

November 8, 2018

GCAAR vs NVAR Bball Game

DC Metro Real Producers Partner: 123JUNK

Date: September 8th

Time: 10:00am – 2:00pm

Location: St. Albans School, 3101 Wisconsin Ave NW, Washington, DC 20016

Event Description: 123JUNK presents the first annual GCAAR vs. NVAR Basketball Game at St. Albans in Washington, D.C., starting at 10:00 a.m. Tie up your laces as we play for a cause! We are asking for donations, which will benefit A Wider Circle. You can donate directly to the provided website link: https://awidercircle.givecorps.com/projects/50457-a-wider-circle-123junk-presents-gcaar-vs-nvar-charity-basketball-game?entity_id=awidercircle — or you can bring a check/cash the day of! After the game, stick around for a social event, where there will be food, vendors, and networking. Want to play in the game? Email Kayla Yinglin at kyinglin@gcaar.com. \$0.00 before 9/8/2018. Want to be a sponsor for the event? Email Kevin Wheeler at kwheeler@123junk.com.

#ROOSEVELTREVEAL: Meet the Builder Open House Event at Roosevelt Place

DC Metro Real Producers Partner: Classic Cottages

Date: September 8th

Time: 2:00pm – 4:00 pm

Location: Roosevelt Place, 1906 N Roosevelt St, Arlington, VA 22205 | Model Address: 6404 N 19th St, Arlington, VA 22205
Event Description: Arlington's newest Single Family Home Community by Classic Cottages has just completed its on-site Fairfax Model. The big reveal is Saturday, September 8th. Conveniently located next to the East Falls Church metro station, Roosevelt Place offers unique architectural and design features with modern living in mind. With many homes already sold, floor plan availability is limited. Hurry! Don't miss out on this opportunity to meet the builder, explore the Fairfax model and ask questions during this special open house event. For more information visit www.rooseveltplace.live.

Adams Morgan Day 2018

Date: September 9th

Time: 12:00pm – 6:00pm

Location: Businesses, public spaces and the grounds of Marie H. Reed Elementary School and Community Center, along the entire

stretch of the 18th Street and Columbia Road NW corridors of Adams Morgan, Washington, D.C.

Event Description: An all-volunteer, grassroots celebration of Adams Morgan's eclectic history, culture, businesses, and residents at ADAMS MORGAN DAY 2018 on Sunday, September 9th. Celebrating its 40th year this year, Adams Morgan Day is Washington's longest running neighborhood festival. Adams Morgan Day is a family-friendly celebration with music, art and activities for all ages. Residents and visitors alike are welcome to meet the neighborhood's businesses, artists and service organizations. For more information visit www.admoday.com.

A Wider Circle's Community Ball

DC Metro Real Producers Partner: A Wider Circle

Event Date: September 27th

Event Time: 6:00pm – 10:00pmM

Event Location: National Building Museum, 401 F St NW, Washington, DC 20001

Event Description: Join A Wider Circle on September 27, 2018, for their annual gala at The National Building Museum, as they come together with leaders from every sector to propel the movement to end poverty. Highlights include: Awards to Congressman G.K. Butterfield, of North Carolina, JBG SMITH, and Don & Ann Brown. MC for the evening: WTTG News Anchor Shawn Yancy. Individual tickets \$250. A variety of high-visibility sponsorship opportunities are also available. For more information or to purchase tickets visit communityball@awidercircle.org or call 301-608-3504.

Important Dates to Remember

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September 1st — National Tailgating Day
September 3rd — Labor Day (Offices Closed)
September 9th — Adams Morgan Day 2018
September 12th — National Day of Encouragement
September 14th — National Virginia Day
September 16th — National Working Parents Day
September 19th — Talk Like A Pirate Day
September 22nd — Fall Equinox



Mastermind 9:00am – 3:00pm
Cocktail Reception 3:30pm – 6:00pm

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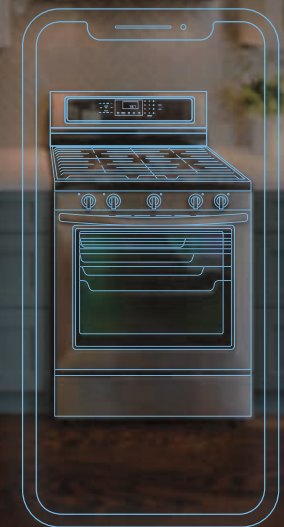


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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties, LLC	31.5	17	48.5	\$106,300,000
2	David Getson	Compass	19.5	83	102.5	\$69,794,113
3	Jennifer Smira	Compass	43	35	78	\$59,886,719
4	Michael Rankin	TTR Sotheby's International Realty	16	10	26	\$57,537,995
5	Tyler Jeffrey	Washington Fine Properties, LLC	8.5	47	55.5	\$47,142,346
6	Nathan Guggenheim	Washington Fine Properties, LLC	18.5	28	46.5	\$39,355,490
7	Kimberly Cestari	Long & Foster Real Estate, Inc.	27	11	38	\$38,155,445
8	Russell Firestone	TTR Sotheby's International Realty	10	11	21	\$37,880,900
9	Margaret Babbington	Compass	10.5	41	51.5	\$36,144,702
10	Christopher Ritzert	TTR Sotheby's International Realty	4	4	8	\$33,622,500
11	Roby Thompson	Long & Foster Real Estate, Inc.	16	16	32	\$31,742,900
12	Louis Chauvin	Compass	5.5	7	12.5	\$31,087,050
13	Mark McFadden	Washington Fine Properties, LLC	2.5	5	7.5	\$30,393,000
14	Michael Brennan	TTR Sotheby's International Realty	19.5	9	28.5	\$29,336,000
15	James C. Peva	Washington Fine Properties, LLC	6.5	5	11.5	\$27,247,500
16	Sheena Saydam	Keller Williams Capital Properties	13.5	39	52.5	\$26,805,534
17	Daryl Judy	Washington Fine Properties, LLC	8.5	8	16.5	\$26,508,795
18	Kira Epstein Begal	Washington Fine Properties, LLC	14	14	28	\$25,310,115
19	Chelsea Traylor	Redfin Corp	42	2	44	\$25,165,300
20	Robert Hryniewicki	Washington Fine Properties, LLC	8.5	5	13.5	\$25,066,750
21	Kara Sheehan	Washington Fine Properties, LLC	7	5	12	\$24,800,500
22	Margot Wilson	Washington Fine Properties, LLC	6.5	6	12.5	\$24,582,500
23	Mehrnaz Bazargan	Redfin Corp	40.5	2	42.5	\$24,311,499
24	Michael Lederman	Keller Williams Capital Properties	36	0	36	\$23,631,408
25	Joel Nelson	Keller Williams Capital Properties	19	11	30	\$23,605,875
26	Carlos Garcia	Keller Williams Capital Properties	20	12	32	\$22,871,100
27	Alex Edwards	Urban Pace, a Long & Foster Company	24.5	2	26.5	\$22,790,250
28	Anne Weir	Washington Fine Properties, LLC	3	3	6	\$21,837,500
29	Frederick Roth	Washington Fine Properties, LLC	7	6	13	\$21,707,000
30	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	10.5	19	29.5	\$21,357,247
31	Marshall Carey	Redfin Corp	31	5	36	\$21,258,499
32	Brent Jackson	TTR Sotheby's International Realty	23	4	27	\$21,158,102
33	Robert Sanders	TTR Sotheby's International Realty	19.5	8	27.5	\$21,150,979
34	Andrew Riguzzi	Compass	8.5	13	21.5	\$21,033,350

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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
35	Jason Townsend	Keller Williams Capital Properties	10	18	28	\$20,762,250
36	Judy Cranford	Cranford & Associates	8	12	20	\$20,704,023
37	Thomas Buerger	Compass	11	19	30	\$20,590,402
38	Robert Crawford	Washington Fine Properties, LLC	14.5	5	19.5	\$20,217,578
39	Anslie Stokes Milligan	McEneaney Associates, Inc.	11.5	18	29.5	\$19,989,149
40	Heidi Hatfield	Washington Fine Properties, LLC	4	4	8	\$19,545,000
41	Tim Barley	RE/MAX Allegiance	8.5	17	25.5	\$19,494,402
42	Nancy Itteilag	Washington Fine Properties, LLC	8	5	13	\$19,459,500
43	Daniel Hynes	Compass	9.5	5	14.5	\$19,013,350
44	Lisa Stransky Brown	Washington Fine Properties, LLC	10.5	7	17.5	\$18,634,503
45	Leslie White	Redfin Corp	0	26	26	\$18,597,900
46	Jennifer Myers	Dwell Residential, A Real Living at Home Company	17	12	29	\$18,460,649
47	Marjorie Dick Stuart	Long & Foster Real Estate, Inc.	11	6	17	\$17,965,899
48	Elizabeth D'Angio	Washington Fine Properties, LLC	6	6	12	\$17,965,000
49	Susan Van Nostrand	Long & Foster Real Estate, Inc.	8	6	14	\$17,953,033
50	Casey Aboulafia	Compass	4.5	16	20.5	\$17,880,671
51	Ryan Tyndall	Evers & Co. Real Estate, A Long & Foster Company	4	13	17	\$17,739,780
52	Delia McCormick	Washington Fine Properties, LLC	12	4	16	\$17,609,006
53	Seth Turner	Compass	9	13	22	\$17,297,900
54	Kate Hanley	Urban Pace, a Long & Foster Company	28	3	31	\$17,049,150
55	Sebastien Courret	Compass	7.5	18	25.5	\$16,983,499
56	Kimberly Casey	Washington Fine Properties ,LLC	8.5	4	12.5	\$16,829,507
57	Jeffrey Wilson	TTR Sotheby's International Realty	6.5	6	12.5	\$16,560,750
58	Loic Pritchett	TTR Sotheby's International Realty	5	10	15	\$16,553,250
59	Eileen McGrath	Washington Fine Properties, LLC	3	3	6	\$16,505,000
60	Cynthia Howar	Washington Fine Properties, LLC	5	5	10	\$16,391,000
61	Brad House	Compass	4	2	6	\$16,221,400
62	Edward Carp	Continental Properties, Ltd.	2	21	23	\$16,038,200
63	Daniel Heider	TTR Sotheby's International Realty	3	9	12	\$15,863,959
64	Robert Carter	Century 21 Redwood Realty	7.5	13	20.5	\$15,513,250
65	Maxwell Rabin	TTR Sotheby's International Realty	11	7	18	\$15,443,600
66	Joseph Mascio	Redfin Corp	27	2	29	\$15,426,540
67	Elizabeth Lavette	Washington Fine Properties, LLC	3	5	8	\$15,419,000
68	Charles Dudley	RE/MAX Realty Services	8	11	19	\$15,228,500
69	Thomas Faison	RE/MAX Allegiance	15.5	4	19.5	\$15,030,902
70	Lalita Dunn	Redfin Corp	0	24	24	\$15,028,399
71	Justin Kitsch	TTR Sotheby's International Realty	8	7	15	\$14,810,875

Rank	Agent	Office	List #	Sell #	Total #	Total \$
72	Gregory Gaddy	TTR Sotheby's International Realty	4.5	2	6.5	\$14,803,650
73	Lee Murphy	Washington Fine Properties, LLC	3	11	14	\$14,756,300
74	Lucy Fraser	Redfin Corp	14.5	11	25.5	\$14,755,649
75	Samer Kuraishi	The ONE Street Company	7	14	21	\$14,654,500
76	Sharif Ibrahim	Keller Williams Capital Properties	1	24	25	\$14,574,050
77	Kornelia Stuphan	Long & Foster Real Estate, Inc.	7	5	12	\$14,534,000
78	Matthew Zanolli	Compass	6	14	20	\$14,133,999
79	Kathleen King	Washington Fine Properties, LLC	8	5	13	\$14,128,300
80	Ellen Morrell	Washington Fine Properties, LLC	3	3	6	\$14,062,500
81	Adam Rackliffe	Washington Fine Properties, LLC	6	3	9	\$13,812,499
82	Peter Grimm	Berkshire Hathaway HomeServices PenFed Realty	6	9	15	\$13,798,750
83	Sarah Howard	Washington Fine Properties, LLC	5	8	13	\$13,796,000
84	Joan Cromwell	McEneaney Associates, Inc.	10	12	22	\$13,748,328
85	David Thomas	Keller Williams Capital Properties	8	11	19	\$13,663,433
86	James Kastner	Real Living At Home	14.5	7	21.5	\$13,593,000
87	Vincent Hurteau	Continental Properties, Ltd.	6	7	13	\$13,482,861
88	Judith Seiden	Berkshire Hathaway HomeServices PenFed Realty	7	6	13	\$13,419,020

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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
89	Christie-Anne Weiss	TTR Sotheby's International Realty	3	1	4	\$13,242,500
90	David Bediz	Keller Williams Capital Properties	12	6	18	\$13,138,338
91	Debra Singleton	DC Living Real Estate LLC	2.5	8	10.5	\$13,103,322
92	Michael Gailey	Compass	5	17	22	\$13,042,000
93	Leyla Phelan	Coldwell Banker Residential Brokerage	7	7	14	\$12,933,500
94	Julie Roberts	Long & Foster Real Estate, Inc.	4.5	5	9.5	\$12,866,499
95	Christopher Polhemus	Long & Foster Real Estate, Inc.	5	7	12	\$12,594,500
96	Ross Vann	Compass	8.5	10	18.5	\$12,460,200
97	Kymber Lovett-Menkiti	Keller Williams Capital Properties	16.5	2	18.5	\$12,458,075
98	Susan Maguire	Washington Fine Properties, LLC	9.5	1	10.5	\$12,414,500
99	Charles Holzwarth	Washington Fine Properties, LLC	6	6	12	\$12,371,126
100	Katri Hunter	Compass	5	15	20	\$12,356,300
101	Matthew McCormick	TTR Sotheby's International Realty	2.5	3	5.5	\$12,132,000
102	Marin Hagen	Coldwell Banker Residential Brokerage	6	4	10	\$12,095,000
103	John Barry	Keller Williams Capital Properties	8	6	14	\$12,080,400
104	Rebecca Love	Redfin Corp	0	19	19	\$11,824,400
105	Michele Scardina	TTR Sotheby's International Realty	5	7	12	\$11,742,000

Rank	Agent	Office	List #	Sell #	Total #	Total \$
106	Dino Milanese	Coldwell Banker Residential Brokerage	13.5	4	17.5	\$11,672,700
107	Joanne Pinover	Washington Fine Properties, LLC	1.5	3	4.5	\$11,644,500
108	Michael Alderfer	Redfin Corp	1	14	15	\$11,586,499
109	Ronald Sitrin	Long & Foster Real Estate, Inc.	15	4	19	\$11,582,750
110	Todd Bissey	Compass	4.5	6	10.5	\$11,566,802
111	Laura McCaffrey	Evers & Co. Real Estate, A Long & Foster Company	7	3	10	\$11,545,500
112	Eric Broermann	Compass	8	13	21	\$11,483,400
113	Jeanne Harrison	Compass	8	3	11	\$11,454,718
114	Todd Vassar	Compass	7	9	16	\$11,211,000
115	Philip DiRuggiero	GreenLine Real Estate, LLC	13.5	2	15.5	\$11,043,899
116	Marco Stilli	TTR Sotheby's International Realty	3	11	14	\$11,012,750
117	Mary Ehrgood	Washington Fine Properties, LLC	4	2	6	\$10,956,500
118	Jonathan Eng	Century 21 Redwood Realty	7.5	12	19.5	\$10,910,900
119	Kimberly Gibson	Washington Fine Properties, LLC	2	4	6	\$10,842,500
120	Megan Shapiro	Compass	4.5	5	9.5	\$10,813,750
121	Brian Lumpkin	RE/MAX Realty Services	10	14	24	\$10,792,234
122	Kelly Williams	TTR Sotheby's International Realty	5	4	9	\$10,781,250
123	Sina Mollaani	The ONE Street Company	7	11	18	\$10,768,550
124	Samuel Dweck	TTR Sotheby's International Realty	6	9	15	\$10,762,950
125	Christopher Chambers	The ONE Street Company	9	16	25	\$10,755,570
126	Sylvia Bergstrom	Coldwell Banker Residential Brokerage	4	3	7	\$10,599,500
127	Brian O Hora	Keller Williams Capital Properties	0	13	13	\$10,577,360
128	Thomas Mathis	Redfin Corp	19.5	3	22.5	\$10,577,149
129	Dennis Horner	Coldwell Banker Residential Brokerage	9	5	14	\$10,514,400
130	J Montalvan	Compass	4.5	12	16.5	\$10,400,000
131	Rory Oblatz	Redfin Corp	0	18	18	\$10,344,200
132	Luis Vivas	Keller Williams Capital Properties	10	8	18	\$10,255,000
133	Jeff Lockard	TTR Sotheby's International Realty	8.5	1	9.5	\$10,239,050
134	JT Powell	Coldwell Banker Residential Brokerage	38	1	39	\$10,224,455
135	Harrison Beacher	Keller Williams Capital Properties	11	13	24	\$10,208,752
136	Rina Kunk	McEneaney Associates, Inc.	9	2	11	\$10,148,500
137	Amy Levin	Long & Foster Real Estate, Inc.	3	9	12	\$10,127,000
138	Adrian Small	TTR Sotheby's International Realty	1.5	4	5.5	\$10,018,900
139	Renee Peres	Compass	7	6	13	\$9,967,490
140	Ginette R. Winston	Winston Real Estate, Inc.	6	3	9	\$9,931,000
141	Philip Guire	Compass	5.5	5	10.5	\$9,926,568
142	Philip Sturm	Evers & Co. Real Estate, A Long & Foster Company	4	6	10	\$9,882,096

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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
143	David Ehrenberg	Redfin Corp	0	16	16	\$9,867,000
144	Joseph Poduslo	TTR Sotheby's International Realty	7.5	4	11.5	\$9,787,800
145	Justin Tanner	RE/MAX Allegiance	1	14	15	\$9,741,400
146	Louis Cardenas	TTR Sotheby's International Realty	4	4	8	\$9,701,850
147	Thomas Keane	Washington Fine Properties, LLC	3.5	4	7.5	\$9,617,500
148	Anne Richardson	Keller Williams Capital Properties	0	16	16	\$9,574,142
149	Hovanes Suleymanian	The ONE Street Company	2.5	18	20.5	\$9,552,450
150	Monica Boyd	Coldwell Banker Residential Brokerage	2	4	6	\$9,536,000
151	Susan Berger	Evers & Co. Real Estate, A Long & Foster Company	5	3	8	\$9,532,500
152	Shelley Gold	Compass	3.5	7	10.5	\$9,530,850
153	Kara Johnson	Keller Williams Capital Properties	4	11	15	\$9,529,000
154	Justin Paulhamus	M Squared Real Estate LLC	6	9	15	\$9,440,200
155	Michael Marriott	Compass	4	6	10	\$9,427,900
156	Gary Jankowski	Coldwell Banker Residential Brokerage	5	4	9	\$9,402,399
157	John Pruski	Jack Realty Group	6.5	5	11.5	\$9,382,501
158	Theresa Burt	Washington Fine Properties, LLC	0.5	3	3.5	\$9,372,500
159	Fleur Howgill	TTR Sotheby's International Realty	5	6	11	\$9,295,499
160	Erin Sobanski	Compass	5	3	8	\$9,265,000
161	Sarah Talcott	TTR Sotheby's International Realty	3	1	4	\$9,250,000
162	Ann Young	Coldwell Banker Residential Brokerage	12	3	15	\$9,213,550

Rank	Agent	Office	List #	Sell #	Total #	Total \$
163	Ioannis Konstantopoulos	TTR Sotheby's International Realty	10	6	16	\$9,209,500
164	Genie Hutinet	John C. Formant Real Estate, Inc.	11.5	0	11.5	\$9,115,750
165	Jason Martin	Real Living At Home	11	3	14	\$9,096,100
166	Ellen Sandler	Evers & Co. Real Estate, A Long & Foster Company	2	4	6	\$9,090,500
167	Stuart Naranch	Redfin Corp	0	13	13	\$9,086,600
168	Toni Ghazi	Compass	2	12	14	\$9,086,455
169	Gordon Harrison	Compass	3	6	9	\$9,053,500
170	Andrew Smith	TTR Sotheby's International Realty	2	7	9	\$9,046,050
171	Cihan Baysal	Long & Foster Real Estate, Inc.	19	5	24	\$9,000,400
172	Benjamin Puchalski	Compass	12	10	22	\$8,975,000
173	Mark Meyerdirk	Urban Brokers, LLC	9	6	15	\$8,969,700
174	Lise Courtney Howe	Keller Williams Capital Properties	10	5	15	\$8,955,500
175	KellyAnn Gray	Compass	0	10	10	\$8,901,900
176	Mary McGuinness	Weichert, REALTORS	6	4	10	\$8,845,500
177	Martin Toews	Compass	8	1	9	\$8,821,750
178	Michael Schaeffer	Coldwell Banker Residential Brokerage	7	2	9	\$8,819,500
179	Samuel Davis	Long & Foster Real Estate, Inc.	7.5	6	13.5	\$8,764,200

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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
180	Silvana Dias	Long & Foster Real Estate, Inc.	5	10	15	\$8,752,700
181	Linda Chaletzky	Evers & Co. Real Estate, A Long & Foster Company	5	3	8	\$8,700,800
182	John Smith	Berkshire Hathaway HomeServices PenFed Realty	9.5	1	10.5	\$8,697,700
183	Brian Evans	Redfin Corp	0	13	13	\$8,690,400
184	David Shotwell	Compass	6	8	14	\$8,659,400
185	Adrian Dungan	Compass	4.5	6	10.5	\$8,653,000
186	Jeffrey Sachse	TTR Sotheby's International Realty	3.5	8	11.5	\$8,596,799
187	John Marcario	Redfin Corp	0	16	16	\$8,576,400
188	Paul Nalabandian	Keller Williams Capital Properties	13.5	4	17.5	\$8,572,850
189	Ethan Drath	Washington Fine Properties, LLC	0.5	5	5.5	\$8,539,500
190	Courtney Abrams	TTR Sotheby's International Realty	6	7	13	\$8,447,027
191	John Coplen	Evers & Co. Real Estate, A Long & Foster Company	5	6	11	\$8,312,378
192	Keith James	Keller Williams Capital Properties	0	21	21	\$8,285,900
193	Patricia Okolo	Windows Over Washington Realty Group, LLC	41	1	42	\$8,258,867
194	Amir Tabatabai	TTR Sotheby's International Realty	6	10	16	\$8,157,400
195	Virginia Gergoff	Keller Williams Capital Properties	10	5	15	\$8,138,775
196	Mark Rutstein	Compass	4	8	12	\$8,033,999
197	Lenore Rubino	Washington Fine Properties, LLC	5	2	7	\$7,970,000
198	Dominique Rychlik	Long & Foster Real Estate, Inc.	3	5	8	\$7,949,000
199	Brett West	McEneaney Associates, Inc.	7	8	15	\$7,948,775
200	Michael Dannenhauer	RE/MAX Allegiance	2	6	8	\$7,939,800
201	Amanda Hursen	Evers & Co. Real Estate, A Long & Foster Company	4.5	17	21.5	\$7,876,852
202	Joseph Zorc	Coldwell Banker Residential Brokerage	4	3	7	\$7,860,000
203	Edward Slavis	S&G Realty	7	2	9	\$7,824,542
204	Desmond McKenna	Evers & Co. Real Estate, A Long & Foster Company	3	9	12	\$7,761,954
205	Rima Tannous	Long & Foster Real Estate, Inc.	4	8	12	\$7,756,677
206	Elizabeth Hughes	Compass	6	1	7	\$7,723,000
207	Crystal Crittenden	Compass	3.5	7	10.5	\$7,680,900
208	Catherine Czuba	Compass	7.5	2	9.5	\$7,669,460
209	John Crisafulli	Compass	4	11	15	\$7,646,500
210	Jeffrey Taylor	TTR Sotheby's International Realty	5	5	10	\$7,633,300
211	Tyler Garrison	TTR Sotheby's International Realty	2	7	9	\$7,601,250
212	Heather Davenport	Washington Fine Properties ,LLC	3.5	7	10.5	\$7,585,450
213	Brian Cusick	Keller Williams Capital Properties	9	6	15	\$7,575,452
214	Steve Pflasterer	RE/MAX Allegiance	4	6	10	\$7,534,400
215	William Skipworth	DC Living Real Estate LLC	5	8	13	\$7,493,350
216	Lyndsi Sitcov	McEneaney Associates	3.5	8	11.5	\$7,425,000

Rank	Agent	Office	List #	Sell #	Total #	Total \$
217	Thomas Williams	McEneaney Associates, Inc.	2.5	5	7.5	\$7,399,000
218	Lasonya Abney	Cosmopolitan Properties Real Estate Brokerage	34	3	37	\$7,342,234
219	Stan Kelly	TTR Sotheby's International Realty	4	2	6	\$7,328,000
220	H. Ryall Smith	Coldwell Banker Residential Brokerage	5.5	4	9.5	\$7,318,828
221	Alyssa Crilley	Washington Fine Properties, LLC	3	3	6	\$7,300,000
222	Andrew Glasow	Coldwell Banker Residential Brokerage	4.5	3	7.5	\$7,264,734
223	Steven Henry	The New Washington Land Company	10	7	17	\$7,243,200
224	Suzanne DesMarais	Compass	5	4	9	\$7,236,899
225	Rebecca Weiner	Long & Foster Real Estate, Inc.	2	8	10	\$7,214,000
226	Jean Hanan	Washington Fine Properties, LLC	0	2	2	\$7,199,000
227	Joshua Oliver	Keller Williams Capital Properties	2.5	9	11.5	\$7,142,622
228	Walter Bowman	Keller Williams Capital Properties	6	8	14	\$7,121,500
229	James Gregory	Washington Fine Properties, LLC	2.5	9	11.5	\$7,069,000
230	Joseph Rieling	Nomadic Real Estate Broker Services	9	2	11	\$6,992,000
231	Stephanie Bredahl	Washington Fine Properties, LLC	2	4	6	\$6,990,400
232	John Coleman	Real Living At Home	1	11	12	\$6,977,000
233	Cecelia Leake	Compass	4	4	8	\$6,947,823

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TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
234	Katrina Schymik Abjornson	Compass	3	7	10	\$6,934,899
235	Christopher Leary	Washington Fine Properties, LLC	2	3	5	\$6,888,450
236	Edward Kraemer	Compass	3	5	8	\$6,870,500
237	John Peters	Compass	3.5	8	11.5	\$6,845,039
238	Graham Grossman	Real Living At Home	3	11	14	\$6,840,505
239	William Hirzy	Redfin Corp	0	11	11	\$6,827,380
240	Molly Branson	Real Living At Home	5	12	17	\$6,775,318
241	Wendy Gadson	Long & Foster Real Estate, Inc.	6	6	12	\$6,725,499
242	Alexander Venditti	Coldwell Banker Residential Brokerage	3	4	7	\$6,723,424
243	Han Saydam	Keller Williams Capital Properties	12	1	13	\$6,713,850
244	Katherine Scire	Redfin Corp	2.5	12	14.5	\$6,641,800
245	Paul Pike	TTR Sotheby's International Realty	2.5	5	7.5	\$6,628,250
246	Jesse Sutton	Compass	2	0	2	\$6,620,000
247	Susan Kupka	TTR Sotheby's International Realty	1.5	2	3.5	\$6,605,000
248	Andrea Paro	Century 21 Redwood Realty	3.5	2	5.5	\$6,598,500
249	Leslie Suarez	Coldwell Banker Residential Brokerage	3	4	7	\$6,593,000
250	Lauren Donnelly	Keller Williams Capital Properties	2	10	12	\$6,587,565

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