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Todd Greenbaum
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Our mission is to inform and inspire industry professionals, such as yourselves, within the DC Metro area. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top 0.05 percent of your industry.

Who are we? We are a local, Realtor-centric publication and platform covering the lifestyle, growth, and development of top producing realtors. We accomplish this by providing exclusive, top realtor focused content for our best and brightest agents!

This publication is for you. We want your opinion! What topics and/or columns would help you achieve your 2019 goals?

Without our Preferred Partners, none of this would be possible! We are thankful for their participation and all they do for our community. The publication, realtor features, and most events are

free because of our partners. Thank you! All of our partners are referred to us by our Real Producer community. To my Real Producer community, thank you for the amazing referrals!

We recently had our first annual Awards Gala! This was an amazing event that celebrated the success of our Real Producers community. Check out the photos on Facebook and in our upcoming May 2019 edition of this Real Producers publication.

Look for upcoming event invites! These are amazing opportunities for you to network with your friends and colleagues, as well as meet with preferred partners within the local industry.

For more information about our publication, partners, and future events, check out www.DCMetro-RealProducers.com, our private Facebook group, or email us at info@dcmetrorealproducers.com.

With Gratitude,

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-Sarah Yelton from Gainesville, VA

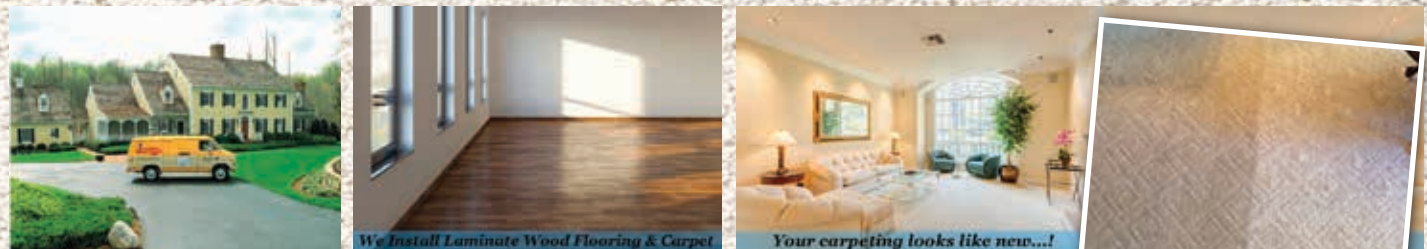
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-Meaghan Tuttle from Fort Washington, MD

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Kasey Martin

FitzGerald Financial Group

"To be able to do what you love and love what you do!"

"Leaving a legacy for my grandchildren so that they will also respect hard work and learn to be kind to others."



Eboneese Thompson

Thompson Premier Homes Group

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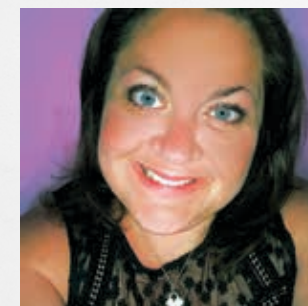
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▶▶ partner spotlight

By Zach Cohen

Photos by Ryan Corvello Photography

KASEY MARTIN, FitzGerald Financial Group



Entrepreneurship and real estate: it's in Kasey Martin's lineage.

"I come from an entrepreneurial family," Kasey begins. Her father, now 82 years old, ran a structural engineering firm in Rockville, Maryland, until recently. He also chaired the International Standards Committee (ISO TC170 2018) meetings in Moscow. Her mother is a licensed real estate broker in Maryland who started with District Maryland Realty way back in the 1970s. She still works there today -- although her focus has shifted to investment properties. Kasey's husband Steve owns a State Farm office in Germantown, Maryland. He has been an insurance agent for 37 years.

"Being surrounded all my life by these hard-charging business owners led me to want to blaze my own path. Mortgage lending was the perfect combination of number crunching and involvement with people. I couldn't be happier with this career choice," shares Kasey.

A native of Iowa, Kasey grew up with small-town values and a strong work ethic. Her family moved often during her childhood and teenage years. "That makes me more empathetic to the families I help today, especially those that are relocating," Kasey explains.



Kasey with her husband, Steve

With their grand dog, Maggie

Most of her adult life has been in Maryland. She graduated from Wootton High School in Rockville and completed her degree at the University of Maryland, College Park.

With FitzGerald Financial Group, Kasey self-describes herself as a “realtor’s lender.” She focuses on residential mortgages that are custom tailored to suit each client.

“I understand that your needs aren’t 9-to-5, so I make myself available to pre-qualify or answer questions as needed. You should know that behind my façade of good cheer, there is a tough and determined advocate for expediting each and every loan.

“I cultivate, nurture and respect relationships,” Kasey continues. “Realtors expect attention to detail, and I aim to ensure there are no surprises during the loan process. We thoroughly review the client applications and documentation up front. It’s enough for realtors to deal with negotiations, home inspections, and other details. I want to be the one piece of the equation they don’t have to worry about.”

Kasey and her team at FitzGerald Financial Group engage a host of top-notch technology to ensure that their clients and partners have the best experience possible. SimpleNexus is a phone app that allows clients to apply for a loan, upload documents, and follow the progress of their mortgage application in real time, all from their mobile phone. This software can also be shared with partners and realtors, allowing them the opportunity to follow along in the mortgage process from their smartphone. It’s one extra step of connectivity that streamlines the mortgage process.

Kasey and her team also employ a number of co-branded marketing pieces that create a cost-benefit analysis of owning versus renting.

It’s an exceptional tool to pass along to clients, and hopefully, to convert leads into buyers.

Outside the office, Kasey’s greatest joy is spending time with her family, while relaxing with a cup of tea and chatting with good friends comes in as a close second. Kasey and Steve have three grown children -- twin daughters and a son. “They have gifted us with five grandchildren and our granddog Maggie. Steve and I both come from large families with lots of sisters and brothers, aunts and uncles, nieces and nephews. There is always someone to share time and activities.”

Cheering on her grandkids’ sporting activities keeps Kasey busy, and she’s learned that she does have cell service on every ballfield in Maryland. Her parents have a second home in Costa Rica, and Kasey loves to find quick getaways for some sun and fun when her schedule permits. “And yes, I have a fully operational office in the house in Costa Rica,” she adds with a smile.

With a passion for her business and a love for her family, Kasey finds joy in every nook and cranny of her life. So, how does she define success?

“To be able to do what you love and love what you do!” Kasey exclaims. “Leaving a legacy for my grandchildren so that they will also respect hard work and learn to be kind to others.”

To partner with or get more information about FitzGerald Financial Group and Kasey Martin, visit www.KaseyMartin.com.



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EBONEESE THOMPSON

A Sense of Purpose

When meeting Eboneese Thompson, the first thing you notice is her beautiful smile, but it is her infectious personality and enthusiasm that makes it easy to figure out why she has quickly become a rising star in real estate.

Eboneese is the team leader of Thompson Premier Homes Group powered by RE/MAX Fine Living in Rockville, Maryland. She ventured into real estate just five years ago, prompted by an unexpected life event that ended up being the catalyst for redirecting her life's pathway.

At the time, Eboneese was enjoying a successful career in the medical field as a financial services manager for Adventist HealthCare. However, she couldn't quell a nagging feeling that she might be happier doing something else, working for herself. She decided to enroll in real estate classes and took the exam in 2013. She was planning to gradually venture into real estate on a part-time basis.

In April of 2014, she purchased her first home in Montgomery County with the intention of finally planting roots in a community

she loved. Then in May of that same year, she unexpectedly lost her job. "I was devastated. I thought, 'What am I going to do? I am 40 years old.' And because I had been a hiring manager before, I was well aware of the marketplace competition from new college graduates who would work for a lower salary. Then it hit me — I already had my real estate license. So, I felt it was a sign that I should take a leap of faith and go for it. It was now or never!"

By November of that year, Eboneese had her first contract and finished the year strong in sales and volume numbers. Her first year's volume (2014) was more than \$4 million with 27 properties sold. In 2015, she reached \$3.7 million with 11 properties sold.

"I couldn't believe I was already making six figures. I didn't even realize I knew enough people to make those connections and get off to such a great start. The past few years, my numbers decreased a little when I was between brokerages; but now, they have evened out and are on the way back up. More importantly, I have learned how to balance those fluctuations and survive them," Eboneese explains.

• • •

Reflecting on her decision to switch brokerages at the risk of affecting her sales, she confides, “After several years in the business, I knew it was important for me to find a broker that would work with me as a partner, who would help me grow. I wanted to find someone who would appreciate what I’m trying to do with my business and is knowledgeable enough to help me get there. It took me a while to find that combination. Now, I’m with RE/MAX Fine Living, and it’s been a great collaboration.”

Eboneese is also confident of the strengths she brings to the partnership. She says it’s essential to be self-assured about the skills you have honed from previous work and life experiences, and how those transfer into your real estate career.

“In my former job, I had a big title with big responsibility and big budgets. So when I got into real estate, I was confident in my ability to transfer the customer service skills I had learned. I was experienced in keeping the momentum going for large groups of individuals and understanding temperaments and personalities — which all make me a better manager. I knew I could bring that into real estate,” Eboneese shares.

She says one of her favorite quotes is, “Great things never came from comfort zones.” She realizes that if you want to achieve great things, you need to go beyond what you think you can do to reach your full potential.

Her vision of success would be to build a business of powerful women supporting each other. “For me, success has never been a financial goal. It’s personal. Obviously, if I do well in my business, I’m going to be financially successful. But, it would be so much more rewarding if I could develop a business full of strong, successful women lifting each other up. I can already see that vision — a powerhouse brokerage of confident, accomplished women!”

She says, like most people, she sometimes questions whether she has what it takes to get where she wants to go. However, she turns that doubt into an opportunity to learn. “I’m not afraid to be a student, to ask questions, to

be uncomfortable, and seek help. When my fears take hold of my ambition, I know it’s an opportunity for growth. That is one of the reasons why I love the Real Producer Mastermind Classes. They remind me that I’m not by myself reinventing the wheel. It helps to keep me engaged and connected.”

Eboneese believes in the power of positive thinking. She knows that by visualizing your goals and writing them down, it sets the wheels in motion for achieving them. “Last year, I took a picture at one of the Real Producer events and posted it online with the caption ‘Future feature in DC Metro Real Producers!’ At the time, it had been a rough year for me. I wasn’t doing as well as I had been and hadn’t closed on anything in a while. Since then, things have completely turned around. My numbers have come back up, and here we are — I’m being featured in the magazine!”

For Eboneese, one of the most gratifying aspects of being a realtor is the connection she feels with her clients and the communities she finds for them. “Before I was an agent, when I drove down the streets in a community, I was just passing through. Now, I see things from a completely different perspective. I look at areas through the eyes of my clients and their needs — whether they would appeal to millennials, families, or empty-nesters. When I see the properties I’ve sold, I realize that I am putting families in homes where they are becoming part of the fabric of that community. That’s amazing when you think about it. Real estate is bringing me closer to this world we live in. I’m not just driving through anymore.”



Eddie Jackson, Alexes Haggins, Eboneese Thompson and Tangent Askew



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GET SEEN IN 2019

Publicity

By Christina Daves



Follow this *Publicity* acronym to have the best success when pitching the media

P - Prepare

When preparing to pitch the media, make sure you do your homework. You are an expert in the real estate field, but if you are discussing a niche or specific topic in the industry, gather statistics, or see what studies have been done. Get what you need from credible sources to support your idea. Inman, Realtor.com, and NAR regularly release data in the real estate space. Use that to support your media pitch.

U - Understand

It is imperative that you understand who the audience is. What media outlet are you pitching, and who is their audience? You always want your story idea to resonate with the demographic of the media outlet. Google is a great resource to research demographics and then craft your pitch accordingly.

B - Be Ready

Be ready when the media calls. When you pitch the media or provide a quote, always use your cell phone number and make sure you are prepared to answer it immediately. Many journalists are on tight deadlines. Even if you pitch the idea, if you aren't available, they will likely go to another source.

L - Listen

When being interviewed, listen to what the journalist is asking. You want to make sure that you are providing a relevant answer and putting you in your best light. Always listen intently to the question(s) a journalist asks you.

I - Intentional

Be intentional with your media pitches. You are providing value to an audience and sharing your expertise, but make sure that you are intentional with what you provide so that you can benefit from the story and attract more listings and buyers.

C - Care

Care about the audience. The best way to have a pitch accepted is to show that you care about their audience. You want to provide value and be meaningful and caring in the information you offer. This comes through in the story and benefits you as an agent.

I - Inquire

Gather information and inquire about your topic so you are thoroughly knowledgeable on the subject matter. As mentioned above, gather studies and statistics from reliable sources (preferably national) to help with your credibility.

T - Timely

The news is timely. Make sure you are pitching timely stories to the media. Take into account seasonality, what's happening in the world, and breaking news when putting together your media pitches.

Y - Yes!

Enjoy the, "Yes!" Taking the above into consideration when pitching the media should help you get the "yes" to your pitch.

Christina Daves
PR for Anyone



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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Which Celebrity Would You Want To Have Dinner With And Why?



JUDY CRANFORD

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PAT CUNNINGHAM

"That's easy! I adore Richard Branson! Or locally, Jose Andres. They are both extraordinary humans."



MALENA KAPLAN

"I'd like to have dinner with Ina Garten (Barefoot Contessa). I love her story: from gov't worker to uber-successful businesswoman who has made an incredibly positive impact on millions of people, all the while being a part of a successful marriage relationship and social network. I'd like to know more about her failures in the process of becoming successful, and how she made it through the tough days and balanced it all. Plus, I would just LOVE to be in her kitchen and cook a fabulous meal with her."



DAN DEIST

"I would enjoy a casual dinner with Jeff Bezos, president of Amazon. Being a business owner myself, I'm curious about his opinion on cultural stability during exponential growth. I would ask specifically how to engage employees through the introduction of additional client services, and how to navigate personality indifference that accompanies the hiring of new employees. Essentially, how does he maintain Amazon's productive culture during the turbulence of growth?"



JEREMY LICHTENSTEIN

"I would most like to have dinner with Barack Obama. He was the best president in my lifetime. He speaks eloquently and is just so cool. It would be a treat just to sit and pick his brain and listen to the stories he could tell."



ANNE-MARIE FINNELL

"Hands down Ellen Degeneres. She is the most positive, full-of-love person around!"



EBONEESE THE REALTOR

"Oprah Winfrey. While this was a hard question to answer because I've never considered it, I'm strongly pulling towards Oprah. Why? Her rocky beginnings turned into a solid mountain. I see her as someone that took life's obstacles and America's prejudices and built an empire bridge over it. I would love to have an in-depth five points to grow and live by dialogue with her."



KASEY MARTIN

"Author of the Harry Potter series J.K. Rowling. Like Ms. Rowling, I wanted to become a writer when I was young. She actually succeeded — and in a big way. I read all of her books with my son and nephews. I hope to enjoy them someday with my grandkids."



ROB MERCER

"Am I too late to tell you it would be Dwayne 'The Rock' Johnson? Cause everyone wishes they could be as cool as The Rock."

"I would enjoy a casual dinner with Jeff Bezos, president of Amazon. Being a business owner myself, I'm curious about his opinion on cultural stability during exponential growth."

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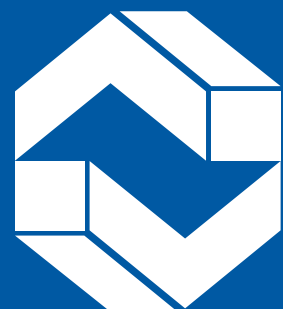
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By Karla Bowling

HARRISON BEACHER

LEADING WITH CHARISMA AND CHARACTER

Harrison Beacher, the founder of The Harrison Beacher Group and managing partner of Coalition Properties Group, Keller Williams Capital Properties in DC, is known for his charismatic personality and generous spirit. He is a natural motivator and has embraced the leadership role of his dynamic, community-focused, full-service real estate teams.

The Harrison Beacher Group is enjoying the rewards of their comprehensive team approach to real estate. They finished the 2018 calendar year with 70 transactions, \$30 million in sales volume, and just over \$800,000 in gross commission income earned.

Harrison expanded his brand and joined forces with two friends to form Coalition Properties Group. This new alliance combines the momentum of three ambitious, forward-thinking partners to maximize exposure and opportunities in the DC, Maryland, and Northern Virginia markets.

Harrison has worked as a full-time realtor since graduating from college. He says being a native Washingtonian has been an advantage for expanding his business. "My superpower is building relationships, and when I do that right and provide value to people, I earn their referral business," he asserts. "I'm so fortunate to have a larger than normal network from being a native Washingtonian who stayed in town for high school and college."

Harrison graduated from St. John's College High School and later from Georgetown University. He earned a bachelor's degree, majoring in studio art with a concentration in photography and digital art



Photos by Randolph Images



professional life. His goal is to positively change lives, careers, and communities through real estate and the opportunities it provides.

Harrison was appointed to the 2017–2019 board of directors for both the Greater Capital Area Association of Realtors® (GCAAR) and the DC Association of Realtors® (DCAR), where he assists with coordinating professional development, networking, and community service events for local realtors. He was honored by the National Association of Realtors® (NAR) and included in Realtor® Magazine's "30 Under 30" Class of 2016. Harrison was also appointed to the National Association of Realtors® Young Professionals Network (YPN) National Advisory Board for the 2019–2020 term as the RPAC participation chair. In 2015, Harrison was honored by the DC Housing Finance Agency (DCHFA) as their "Realtor Partner of the Year" for his efforts to promote the DC Open Doors program, which offers affordable mortgage solutions and down payment assistance for first-time buyers in DC.

In addition to striving to make a social impact on his industry, Harrison also devotes his energies to serving the people of his community, especially the youth. Harrison sits on the board of directors and is a founding member for FILS (First in Life Science program), a non-profit that focuses on providing STEM educational opportunities to underserved elementary school students of color in DC.

In January 2019, Harrison was named vice president of NextGen, a Keller Williams initiative which focuses on cultivating a group of innovative young

and a minor in theology. He also carved out time to play football and held leadership roles in numerous student organizations, all while working at the campus bar The Tombs and running a supply delivery business. He currently lives in the Michigan Park neighborhood of Northeast DC with his wife, Lindsay, and their two dogs, Andi and Ziggy.

Harrison has a talent for bringing people together and building relationships through shared experiences. He is tireless in his service to the DC community and the real estate industry as a whole. Harrison is a highly sought after national speaker, traveling across the country to share insights on real estate marketing, young professionals, real estate sales maximization, networking, social media optimization, and reaching millennials by capitalizing on that demographic's mindset.

When he joins an organization, he is not content to blend into the background. He jumps in at full speed with the same commitment and contagious energy he brings to all aspects of his personal and

leaders to get involved within their community, as well as the DC metro area real estate market. The initiative serves as a vehicle to facilitate networking and professional and personal development within that group. "As we prep for the future of the real estate industry, we are looking to attract Realtors® who are connected, conscientious, hungry, and prefer to be in a growth-focused environment. We're working to create a place where they want to be, then provide them with the tools and support to achieve their goals," Harrison explains.

As he approaches his 11th year in real estate, he reflects on the success and the importance of being an engaged and productive member of the community. "Success means having the freedom to live life on your terms and empower those who work with you to do the same," he says.

Harrison and his sales teams are passionate about giving back to the communities they serve. They frequently participate in clothing and food drives, volunteer for numerous charity events



•••

throughout the year, and raise thousands of dollars through their combined efforts.

Harrison is most passionate about connecting real estate professionals with organizations and non-profits that serve individuals experiencing homelessness. “We are the stewards of homeownership. It makes sense that in an industry dedicated to finding homes for people, we should be committed to finding homes for everyone.”

He also points out that a natural by-product of the real estate industry is tremendous excess and waste, such as building materials from renovations and new construction, as well as household items, pantry goods, and discarded furniture from moving and downsizing. Partnering with several organizations provides a way to reuse, donate, or repurpose those items. Harrison’s ability to see the needs of others and coordinate within his business and personal networks is the key to making those transactions happen.

Harrison’s approach to community service is not “all work and no play.” On the contrary, he shares that for almost every event he organizes, whether it’s for business or fun with friends and fam-

ily, his goal is to make it a fun experience while raising awareness and collecting donations for a charity. “We call it ‘Party With a Purpose!’” he smiles.

“It makes sense. Real estate is an industry built on networking, and it’s an efficient way to combine both goals. My wife and I also host several events at our home with the same objective,” Harrison says.

His tacky sweater theme is the one that seems to generate the best response at his parties. “We’ll have client appreciation get-togethers, Realtor® association events, and holiday parties with family and friends, all centered around who can come up with the tackiest sweater. But, we also ask them to bring a sweater or clothing item to donate as well — a normal sweater!” he laughs. In addition to collecting items to donate to local charities, the event serves as a way to raise awareness of the needs of that organization and how others can help.

Another fundraising favorite that Harrison and his wife love to host is the “One-Pot Supper Night,” which benefits Martha’s Table. This city-wide annual campaign is organized by Martha’s

Table of DC to make people aware of the hundreds of people who go hungry every day and address the reality of food insecurity that confronts thousands of families in the DC area. The organization has worked for nearly 40 years to support healthy children, strong families, and thriving communities by increasing access to quality education programs, healthy food, and family support.

Harrison’s business philosophy is simple: Focus on building relationships and helping other people. He lives his truths by example and has learned that achieving your goals is a natural result when you live by your core principles. Just mix in an outgoing personality, charismatic disposition, and positive outlook, and you’ve got the perfect recipe for success.

Harrison has a talent for bringing people together and building relationships through shared experiences. He is tireless in his service to the DC community and the real estate industry as a whole.





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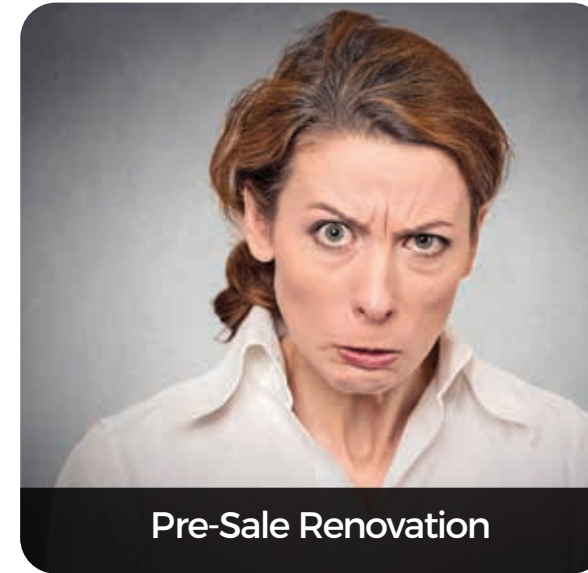
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By Zach Cohen
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Megan deMayo, Malena Kaplan
and Tammy Pasquinelli

MK
STAGING
AND
DESIGN

“I always knew I loved all things design related,” Malena Kaplan begins, “despite growing up in a loving but linear home.”

For a decade and a half, Malena worked her way up the ladder in the mortgage finance world building a successful career. Yet, slowly and surely, she came to a definitive realization: she was never entirely happy with her job. Early in 2007, with the real estate market heading into a downward spiral, Malena found herself jobless.

“I automatically got my real estate license thinking that was the natural next step in my career,” Malena recalls, “and I figured that would also allow me flexibility for my young daughter.”

However, it didn’t take long for Malena to realize that selling homes was not what she wanted to do. When a former colleague asked her to help him rehab foreclosed properties, she jumped at the chance. “[He] had just landed a deal to help a major bank recoup some of the foreclosed properties in the area by fixing them up, and he offered to hire me as a consultant,” Malena explains.

Eleven Years and Counting

When Malena got into the business, the staging industry was in its infancy. “There was not much information available, but I was able to find a few certification courses, joined a staging organization, applied for a business license, and grew my clients by helping the realtors I had gotten to know through mortgage finance,” Malena says.

The rest, as they say, is history.

Eleven years later, MK Staging and Design has built a reputation for making a difference in the lives of their clients, streamlining the staging process, and helping to increase the value of homes.

Malena and her team connect houses with their next owners by offering vacant property staging for resells and new construction. They create and execute a custom design plan using furniture, art, and accessories from their 5,000-square-foot warehouse, tailored to each unique property. Pre-listing consultations provide customized guidance for owners living in the property, and

MALENA KAPLAN, MK STAGING AND DESIGN, LLC

BEYOND STAGING

“But these things I plan won’t happen right away. Slowly, steadily, surely, the time approaches when the vision will be fulfilled. If it seems slow, do not despair, for these things will surely come to pass. Just be patient! They will not be overdue a single day!” Habakkuk 1:3-5 (TLB)

...

their concierge services provide advice to agents and owners in the cases where the house needs some extra work before it can be staged.

Above and Beyond

“We’re here to make a positive difference in the lives of those we serve,” Malena says. “We’ve been in business for 11 years and plan to be around for a long time. We’re not perfect, but we’re always striving for that extra mile, always trying to stay a step ahead of trends and the needs of our clients so we can support them and their clients as their businesses grow.”



Staging as Guidance

“We believe staging begins the minute the conversation starts about how to prepare to list a property. Our job is to offer guidance and support throughout the process. We offer safe, objective, non-judgmental counsel delivered in a gracious way,” Malena says.

Malena has a passion for seeing her projects from start to completion, all the while knowing that the quality with which she does her job affects the lives of homebuyers and sellers. When asked about what it means to find success, she immediately turns her attention away from real estate and back to the basics: her faith and love for building relationships.

“[Success is] having significant relationships, being highly respected and well-loved,” Malena says. And the reason for her success? “The grace of God, hard work, and perseverance.”

A few years ago, Malena noticed that agents required resources to help their clients “beyond just guidance,” as she says. “They needed hands-on help.” As a result, Malena and her team launched MK Staging Concierge Service, a segment that gives clients access to referrals for professional organizers, estate liquidators, downsizers, and junk removal companies, as well as services for project management. From painting to floors, light refreshes to full renovations of kitchens and baths, MK Staging Concierge Services gives real estate agents access to all the services they need before the house can be staged.

“We literally have clients hand us the keys, and then we hand the keys back to the agent when the house is ready to go live. We’ve had a lot of success with this service and really see it as a continuing need as sellers get busier and busier.”



To learn how you can benefit from a partnership with MK Staging Concierge Service, visit www.mkstaging.com, call 301-657-9795, or email hello@mkstaging.com.

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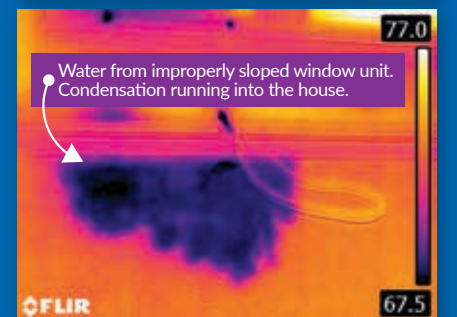


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PROPERTY LINES

By David Parker

Other than the fact that it was 7:00 a.m. on a Wednesday morning in the middle of February, it seemed like a routine phone call. "Grandma?" the caller said. "Joey?" responded Grandma Sue. "Yes, Grandma, it's me, Joey," said the caller. And the Grandma Scam was on.

Somewhat dazed by the early 7:00 in the morning call, Grandma Sue instinctively asked if everything was OK. At this point, the story gets a bit mystifying, but somewhere in the explanation was something about a road trip to Vegas, Grandson Joey getting arrested, his wallet being stolen and a desperate need for cash so that Grandson Joey could be set free on bail and purchase a plane ticket to fly home. To New York. Where he was a college freshman. Which leads to some incredibly obvious questions such as: How did Grandson Joey take a road trip to Vegas on a Wednesday in February when he was in the middle of his freshman year of college in New York? Or perhaps: Why was Grandson Joey calling his Grandma for bail money, and not his Mom and Dad?

I tell you this story because it is real. And it gets worse. Grandma Sue was instructed to go to a store and buy Visa gift cards. She was then instructed to call back the number where Grandson Joey was being held in "prison" so that the gift cards could be used for bail. So Grandma Sue went to the local Safeway to buy the gift cards, but she could not find them. She asked a cashier for help, which led to a discussion as to why she needed \$5,000 in gift cards, which led to a look of shock and disbelief on the part of the cashier and thankfully led to the end of the Grandma Scam. For the most part. Because Grandma Sue still felt the need to call Grandson Joey's Mom, who also seemed to fall for the Grandma Scam, and Joey's Mom then tried to reach Joey who wasn't answering his phone

because it was now 8:00 a.m. on a cold Wednesday morning in New York and Joey was sleeping in. Because he was probably hung over, or tired from staying up all night studying, or maybe just sleeping in because that is what college freshmen do. And thus, the Grandma Scam became the Daughter in Law Scam until the Daughter in Law finally reached her son who, as it turns out, wasn't answering his phone because he didn't really want to talk to his Mom at 8:00 a.m. in the morning. Or at noon.

I am sure that many of you are wondering what this story about the Grandma Scam could possibly have to do with a real estate transaction and if you are, then that is the reason why I am telling you about the Grandma Scam. Because the Grandma Scam is just one step away from the I'm Ignoring All of the Warnings About Wire Fraud Scam that has infected our industry. Every settlement attorney, every real estate agent, every loan officer and even the local plumber has inserted a warning on their e-mail signature line, or their letter head, or their website imploring buyers and sellers NOT TO TRUST ANY WIRE INSTRUCTIONS THAT THEY RECEIVE VIA E-MAIL. For those of you who may have missed it, we are experiencing a bit of a problem wherein the fraudsters, who I am fairly certain are the same people who called Grandma Sue, or perhaps they are the Finance Minister of a faraway country, are sending phony wire instructions to Buyers who are then wiring their life savings to a small bank in the Cayman Islands because that seems like a logical place for a Maryland title company to do their banking.

Many of you loyal readers know that I always end the column with some strange twist or magical piece of advice or valuable learning tool that will help to make you a better Realtor. And thus, I offer you this final thought. Share this column with all of your buyers and sellers so that they understand that they should always call a trusted phone number to make sure that the wire instructions that they received are indeed correct and that their life savings are not going to be sent to the Cayman Islands. And when your buyers and sellers make the call to their settlement attorney, you might want to suggest that they try not to call at 7:00 a.m. on a Wednesday morning.



David Parker is an attorney and the President of Village Settlements, Inc. His columns have appeared regularly in local newspapers, magazines and newsletters. He is the co-author of the book, "Real Estate Practice in DC, Maryland and Virginia." This column, Property Lines, will take a look at the lighter side of real estate transactions. Readers are encouraged to contact him with topics that they would like to see discussed. He can be reached at dparker@villagesettlements.com.



Photos by Ryan Corvello Photography

Brent Jackson & Rob Sanders

cover story ◀◀

By **Karla Lutz Bowling**

Often with partnerships, opposites attract. Individuals with opposing talents and diverse strengths merge to form a union which becomes more powerful than if those individuals would be on their own. This is true for Rob Sanders and Brent Jackson, principals of The Rob & Brent Group at TTR Sotheby's International Realty.

Rob and Brent admit they are opposites in many ways. However, when it comes to real estate, they are unified in their shared passion for redefining real estate in the Washington, D.C. metropolitan area. They are both hard-working and driven to provide clients with an unparalleled real estate experience.

Their vision took shape immediately once they established their partnership in 2007. The duo quickly went to work laying the foundation and building their team of hand-picked professionals. Today, The Rob & Brent Group is well known in the region and consistently ranks among the area's top producers. Last year, the team had more than \$100 million in sales with over 100 transactions. In 2017, they had sales of over \$115 million. They are licensed in D.C., Virginia, and Maryland.

Rob and Brent met through a mutual friend. "When he partnered us up together, he said we would be a perfect fit because we're night-and-day different," Brent recalls. "Rob is a people person, very animated and expressive, full of energy, he's an 'in-your-face' type, and isn't afraid to say what's on his mind," he laughs.

Rob agrees. "I'm constantly on the go, non-stop. Having a military background taught me a lot about time management — what needs to be done just needs to get done. Brent is a hard worker, very analytical, with a driver personality. He is a hard-nosed, down-to-business guy."

Their work and personal styles differ as well. Brent is an early riser and prefers to stick to a strict schedule: up by 4 a.m., in the office by 8 a.m., and working the phone between 9 and 11 a.m. For lunch, he likes to relieve stress with a game of basketball at least four days a week, and in the afternoon, he is usually back in the office.

"I have an open-door policy because it's important to be available to your team as a resource and encourage approachable communication," Brent reports. He makes an effort to leave his evenings free between 6 and 8:30 p.m. to spend time with his family — wife Andrea, son Finn (5), and daughter Isabella (20 months).

On the other hand, Rob frequently burns the midnight oil. He comes in later, around 9:30 or 10 o'clock in the morning, but often

works until midnight or later making sure clients' needs are met — even if it means responding to an email at 2:30 a.m. Rob manages to carve out time in his day for his stress relievers — running, weightlifting, and recently golf, which for now may or may not prove to be much of a stress reliever!

"Because of our different work habits, our clients can reach us from 4 a.m. to midnight every day, virtually around the clock — me in the early morning and Rob late at night," Brent points out. "We're focused on customer service first and results second. If your main focus is on the customer, results will naturally fall into line. We like to say that we're 'customer service-oriented and results driven.' Most importantly, our approach is team based. Even though individuals can shine, we all work together cohesively as a team. It's vital because everyone has different roles."

Rob mentions that it is this targeted teamwork approach which sets The Rob & Brent Group apart. He states that each person brings his or her unique strengths to the table, whether it's expert negotiating techniques, the ability to produce exceptional advertising and marketing pieces, the knowledge to handle technology and research, or the enthusiasm for working an open house. "We all have different skill sets, but we complement each other perfectly, so you're getting the best of all worlds when you hire our team."



Shannon Hettinger, Grant Steerzer, Doug Richards, Rob Sanders, Brent Jackson, Mattia D'Affuso, Charles Krampf and Peter Lane

Both Rob and Brent bring a wealth of experience from various careers to the partnership. Brent has been selling residential real estate in the D.C. area for almost fourteen years. His interest in the industry began during his college days at West Virginia University in Morgantown, West Virginia. He started buying property as an investment while he earned a BS in Business Administration with a concentration in finance. He later went on to earn an MBA from the University of Maryland.

When his wife, Andrea, was accepted to NYU after graduating from law school, they decided to keep the properties even though they were moving to New York. While there, Brent was a pharmaceutical representative for GlaxoSmithKline, winning several awards and recognition for his leadership and marketing skills. It was after his wife was offered a position in a D.C. law firm that they decided to sell the West Virginia properties and bought their first home in Northern Virginia — sight unseen. While still in New York, Brent took the real estate exam, passing the Virginia portion, and jumped head first into real estate full time after they moved, never looking back.

Rob's foray into real estate came somewhat serendipitously. He grew up in Glenn Dale, Maryland, graduating from DeMatha Catholic High School followed by the University of Maryland. As he ventured out on his own and began looking for apartments, he knew he wanted to be in the heart of D.C. He found a property in Dupont Circle that was a perfect fit — with a bonus rooftop pool sealing the deal.

Shortly after moving in, one of the first things he did was head up to the pool and dive in, splashing a girl sitting next to the edge. After their unconventional introduction, they hit it off right away. As they were talking, she mentioned she was a real estate agent and invited him to come with her as she was showing properties later that day. By the end of the evening, Rob had not only signed a contract on one of the properties they toured, but had also agreed to partner with her to sell real estate part-time. That partnership lasted a few years until he met Brent, and he then began working exclusively with him.

Rob retired as an Allstate Agent, but he balanced the demands of both jobs for a few years before forming The Rob & Brent Group. "Working both careers was one of my biggest challenges. Realistically, I worked two full-time jobs for several years. I think I only took one 'real' vacation during that time. However, I was always able to prioritize what needed to be done and still meet high expectations for both jobs," Rob shares.

Since forming The Rob & Brent Group, they have been top producers and the No. 1 team with the most transactions year after year. Each of the last two years, their total sales volume was well over \$100 million, and their total career volume is over \$750 million. Brent states that once the two of them decided to form The Rob & Brent Group, their year-over-year growth had surged exponentially, sometimes up to 40 percent in the early years.



Honors include recognition as a Washingtonian Magazine Very Best Agent and Top Producer, and also ranking on the Wall Street Journal Real Trends Top 150. They have won TTR Sotheby's International Realty Awards annually since 2006.

For Brent, one of the challenges he has had to overcome is that he is a perfectionist. "I have had to learn that I can't control every aspect of a transaction. Sometimes a deal will fall apart for different reasons. We have to learn from those transactions and move on to the next. We're constantly in improvement mode — assessing how we can become better. I am passionate about furthering my knowledge in all aspects of the industry, continually reading, going to seminars, listening to podcasts."

It isn't surprising to hear Rob and Brent suggest that, when starting a team, an agent should match up with a partner who has the same work ethic as they do, but with a different personality style. "Embrace diversity," adds Rob.

For up-and-coming top producers, as well as new agents, Brent advises that they maintain a daily schedule and are systematic

with the methods they utilize for growing their business, i.e. marketing systems, open houses, prospecting, previewing properties, letter writing, etc. "Have a systematic marketing campaign and review it quarterly. Many agents send one flyer and don't get a response, then never hit that target market again. Be the master of something, whether it's your building, your block, or your neighborhood. Corner that niche."

Rob agrees. "Farm certain buildings, start with your friends or neighbors and market the buildings in which you live. Send out mailers, set goals and stick with them. Give out at least five business cards a day."

Brent encourages new agents to be a sponge and learn as much as they can from as many people as they can. "Every agent wants to be interesting, but it's more important to be interested," he says. He adds that it is equally important for the top 500 agents to remember to give back and help young agents succeed. "Applied knowledge is powerful."

Rob and Brent attribute their success to their determined work ethic, knowledge of the industry, and drive for success. They acknowledge that even though parts of their personalities may differ, it's their shared core value of simply being nice guys that most likely is the main reason for their success. Brent concludes, "In real estate, everyone has an ego. Everyone wants to be important. What's most important is to be kind."



Brent's wife Andrea, daughter Isabella, son Finn, and Brent

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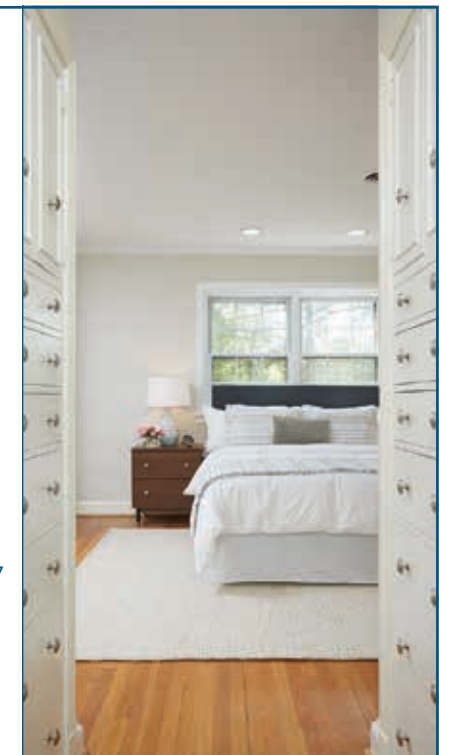


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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Feb 28, 2019

Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	6.5	2	8.5	\$25,450,000
2	Michael Rankin	TTR Sotheby's International Realty	3	1	4	\$16,385,000
3	Oluwatuminiu Demuren	Central Properties	6	4	10	\$12,957,500
4	Nathan Guggenheim	Washington Fine Properties	6	5	11	\$12,250,000
5	David Getson	Compass	6.5	15	21.5	\$11,993,805
6	Jennifer Smira	Compass	8	11	19	\$11,809,950
7	Alejandro Luis Martinez	RE/MAX Elite Services	10.5	22	32.5	\$11,707,950
8	Lee Murphy	Washington Fine Properties	2	3	5	\$11,315,000
9	John Kirk	Tower Hill Realty	20	0	20	\$10,464,690
10	Avi Galanti	Compass	5	2	7	\$10,202,824
11	Barak Sky	Long & Foster Real Estate	3.5	7	10.5	\$9,808,500
12	Trent Heminger	Compass	12.5	1	13.5	\$9,571,747
13	James C. Peva	Washington Fine Properties	1	3	4	\$9,224,900
14	Thomas Reishman	Compass	16	0	16	\$8,286,250
15	Marc Fleisher	TTR Sotheby's International Realty	3	0	3	\$7,625,000
16	Alyssa Crilley	Washington Fine Properties	3	3	6	\$7,195,000
17	Charles Burger	Coldwell Banker Residential Brokerage	1	2	3	\$7,181,775
18	David Bediz	Keller Williams Capital Properties	7	4	11	\$7,157,400
19	Dana Rice	Compass	4.5	2	6.5	\$6,972,000
20	Marjorie Dick Stuart	Keller Williams Capital Properties	6	1	7	\$6,900,000
21	D'Ann Lanning	Compass	9.5	2	11.5	\$6,895,600
22	Rina Kunk	Compass	3	3	6	\$6,879,900
23	Thomas Hennerty	Netrealtynow.Com	13	2	15	\$6,786,850
24	Ginette R. Winston	Winston Real Estate	1	3	4	\$6,483,500
25	Kira Epstein Begal	Washington Fine Properties	2	3	5	\$6,398,000
26	Jonathan Taylor	TTR Sotheby's International Realty	0.5	1	1.5	\$6,395,000
27	Heidi Hatfield	Washington Fine Properties	0	2	2	\$6,275,000
28	Meredith Margolis	Compass	1.5	5	6.5	\$6,215,000
29	Joel Nelson	Keller Williams Capital Properties	4	2	6	\$6,209,900
30	Nancy Itteilag	Washington Fine Properties	4.5	1	5.5	\$6,160,000
31	James Bass	Real Estate Teams	8	7.5	15.5	\$6,032,900
32	Anne Weir	Washington Fine Properties	1	1	2	\$5,925,000
33	Jennifer Chow	Long & Foster Real Estate	3	1	4	\$5,893,694
34	Barbara Nalls	TTR Sotheby's International Realty	6	1	7	\$5,856,400

Disclaimer: Information based on reported numbers to MLS as of March 5, 2019. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. If you had any sales outside of the DC Metro Real Producers service area (DC, Montgomery, Prince Georges, and Frederick counties), that could also account for a discrepancy. DC Metro Real Producers does not compile this data nor claim responsibility for the stats reported to/by MLS. Data may vary up to 3 percent.

TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Feb 28, 2019

Rank	Agent	Office	List #	Sell #	Total #	Total \$
35	Erich Cabe	Compass	1.5	5	6.5	\$5,739,900
36	Frederick Roth	Washington Fine Properties	1.5	2	3.5	\$5,601,500
37	Mehrnaz Bazargan	Redfin Corp	7	2	9	\$5,537,350
38	Troyce Gatewood	RE/MAX Results	5	8	13	\$5,515,400
39	Kimberly Cestari	Long & Foster Real Estate	4	1	5	\$5,510,000
40	Paul Newton	Washington Fine Properties	2.5	1	3.5	\$5,490,000
41	Lisa Stransky Brown	Washington Fine Properties	2	2	4	\$5,305,000
42	Corey Burr	TTR Sotheby's International Realty	2.5	1	3.5	\$5,257,500
43	Anslie Stokes Milligan	Mcenearney Associates	5	1	6	\$5,256,000
44	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	1.5	4	5.5	\$5,247,000
45	Joseph Zorc	Coldwell Banker Residential Brokerage	3	1	4	\$5,244,000
46	Thomas Paolini	Redfin Corp	3	4	7	\$5,030,500
47	Michael Brennan	TTR Sotheby's International Realty	6	2	8	\$4,997,500
48	Ira Hersh	Long & Foster Real Estate	1.5	2	3.5	\$4,926,400
49	Theresa Burt	Washington Fine Properties	2	2	4	\$4,920,000
50	Sarah Grinder	The One Street Company	0	2	2	\$4,915,000
51	Katrina Roeckelein	Coldwell Banker Residential Brokerage	0	1	1	\$4,890,000
52	Michael Seay	Long & Foster Real Estate	1	1	2	\$4,800,000
53	Carlos Garcia	Keller Williams Capital Properties	5	4	9	\$4,793,500
54	Bryan Kerrigan	Redfin Corp	9	0	9	\$4,777,900
55	Melinda Estridge	Long & Foster Real Estate	3	3.5	6.5	\$4,717,750
56	Elizabeth D'Angio	Washington Fine Properties	1.5	1	2.5	\$4,682,000
57	Eric Steinhoff	Exp Realty	6	3	9	\$4,643,000
58	Norman Domingo	Xrealty.Net	8	0	8	\$4,636,804
59	Chelsea Traylor	Redfin Corp	9	0	9	\$4,610,900
60	Jill Balow	Greystone Realty	2	2	4	\$4,558,800
61	Koki Adasi	Compass	3.5	3	6.5	\$4,552,899
62	Renee Peres	Compass	4	2	6	\$4,541,000
63	Robert Hryniewicki	Washington Fine Properties	0.5	3	3.5	\$4,534,000
64	Peter Ferguson	Compass	1	5	6	\$4,525,000
65	John Coplen	Long & Foster Real Estate	2	5	7	\$4,495,500
66	Jay Day	Real Estate Teams	10.5	3	13.5	\$4,493,085
67	Lise Courtney Howe	Keller Williams Capital Properties	3	6	9	\$4,484,500
68	Tamara Kucik	Tower Hill Realty	5	2	7	\$4,449,140
69	Matthew Mchugh	Washington Fine Properties	1	2	3	\$4,435,950
70	Evelyn Branic	Coldwell Banker Residential Brokerage	5	1	6	\$4,425,500
71	Lee Goldstein	Rlah Real Estate	3	2	5	\$4,408,000

Rank	Agent	Office	List #	Sell #	Total #	Total \$
72	Tim Barley	RE/MAX Allegiance	3	2	5	\$4,407,750
73	Mary Noone	Compass	0.5	3	3.5	\$4,363,147
74	John Lee	RE/MAX Success	3	3	6	\$4,334,500
75	Asif Qadir	RE/MAX Premiere Selections	2	4	6	\$4,289,700
76	Jeremy Lichtenstein	RE/MAX Realty Services	3	1	4	\$4,275,250
77	Natalie Hasny	Capital Residential Properties	1	0	1	\$4,275,000
78	Elaine Koch	Long & Foster Real Estate	5	2.5	7.5	\$4,246,900
79	Victor Llewellyn	Long & Foster Real Estate	2	5	7	\$4,209,400
80	John Taylor	Chatel Real Estate	2	1	3	\$4,200,000
81	Bradley Rozansky	Long & Foster Real Estate	2.5	2	4.5	\$4,187,500
82	Robert Sanders	TTR Sotheby's International Realty	2.5	2.5	5	\$4,165,425
83	Robert Jenets	Stuart & Maury	4	0	4	\$4,154,000
84	Amanda Provost	Compass	0	2	2	\$4,154,000
85	Ronald Sitrin	Long & Foster Real Estate	4	0.5	4.5	\$4,145,000
86	Lori Leasure	Washington Fine Properties	2	0	2	\$4,123,000
87	Samuel Davis	Long & Foster Real Estate	2	1	3	\$4,103,000
88	Lance Horsley	Keller Williams Capital Properties	1	6	7	\$4,087,750

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Feb 28, 2019

Rank	Agent	Office	List #	Sell #	Total #	Total \$
89	Leslie White	Redfin Corp	0	7	7	\$4,066,195
90	John Lesniewski	RE/MAX United Real Estate	10	1	11	\$4,057,875
91	Eric Murtagh	Long & Foster Real Estate	4	0	4	\$4,034,000
92	Maxwell Rabin	TTR Sotheby's International Realty	1.5	2	3.5	\$4,026,000
93	Thomas Faison	RE/MAX Allegiance	4	0	4	\$4,001,750
94	Nathan Dart	RE/MAX Realty Services	7	2	9	\$4,000,000
95	Christine Reeder	Long & Foster Real Estate	5.5	8	13.5	\$3,996,994
96	Robert Myers	RE/MAX Realty Services	7	3	10	\$3,984,100
97	Lynn Bulmer	TTR Sotheby's International Realty	1	2	3	\$3,950,000
98	Suzanne Desmarais	Compass	2	2	4	\$3,929,000
99	Cheryl Leahy	Long & Foster Real Estate	4	0	4	\$3,927,500
100	Nurit Coombe	RE/MAX Elite Services	5	4	9	\$3,898,475
101	Matthew Maury	Stuart & Maury	2	2	4	\$3,885,000
102	Stan Kelly	TTR Sotheby's International Realty	4	0	4	\$3,879,000
103	Eva Davis	Compass	0	3	3	\$3,869,000
104	Jacob Abbott	Berkshire Hathaway Homeservices Penfed Realty	2	2	4	\$3,838,500
105	Margaret Babbington	Compass	1.5	5.5	7	\$3,800,000

Rank	Agent	Office	List #	Sell #	Total #	Total \$
106	Carl Becker	Premier Properties	2	1	3	\$3,759,000
107	Daniel Heider	TTR Sotheby's International Realty	0	3.5	3.5	\$3,715,900
108	Matthew Zanolli	Compass	4	1	5	\$3,678,500
109	Phyllis Young	Coldwell Banker Residential Brokerage	2	1	3	\$3,668,713
110	Russell Brazil	Long & Foster Real Estate	2	6	8	\$3,625,400
111	Theresa Robinson	Long & Foster Real Estate	1	4	5	\$3,624,000
112	Theresa Helfman Taylor	Keller Williams Capital Properties	3	3	6	\$3,624,000
113	Mynor Herrera	Keller Williams Capital Properties	6	2	8	\$3,617,400
114	Cheryl Abrams	RE/MAX United Real Estate	4	3	7	\$3,581,700
115	Jason Townsend	Keller Williams Capital Properties	3	3	6	\$3,563,885
116	Matt Ackland	Washington Fine Properties	0	1	1	\$3,550,000
117	Eric Stewart	Long & Foster Real Estate	3.5	3.5	7	\$3,547,500
118	Wendy Banner	Long & Foster Real Estate	2	4	6	\$3,540,500
119	Rory Obletz	Redfin Corp	0	6	6	\$3,540,000
120	Peggy Lyn Speicher	Long & Foster Real Estate	1.5	5	6.5	\$3,533,500
121	Marin Hagen	Coldwell Banker Residential Brokerage	1.5	1	2.5	\$3,525,000
122	Michael Bowers	Long & Foster Real Estate	1	1	2	\$3,525,000
123	Carmen Fontecilla	Compass	5	1	6	\$3,512,000
124	Kelly Williams	TTR Sotheby's International Realty	2	1	3	\$3,486,500
125	Daniel Register	Northrop Realty, A Long & Foster Company	8.5	0	8.5	\$3,478,623
126	Dana Scanlon	Keller Williams Capital Properties	1	3	4	\$3,440,999
127	Luis Vivas	Keller Williams Capital Properties	4	1	5	\$3,411,000
128	Timothy Brooks	Keller Williams Realty Centre	8	5	13	\$3,409,900
129	Christopher Bulka	Compass	1.5	1.5	3	\$3,347,148
130	Guiying Pan	Signature Home Realty	2	5	7	\$3,341,000
131	Mandy Kaur	Redfin Corp	4	2	6	\$3,327,500
132	David Sprindzunas	Evers & Co. Real Estate, A Long & Foster Company	1	2	3	\$3,295,000
133	Kathleen Slawta	Stuart & Maury	1	2	3	\$3,292,500
134	Katri Hunter	Compass	0	5	5	\$3,280,350
135	Benjamin Puchalski	Compass	1.5	3	4.5	\$3,267,349
136	John Barry	Compass	2.5	2	4.5	\$3,253,900
137	Loic Pritchett	TTR Sotheby's International Realty	2	2	4	\$3,248,900
138	James Coley	Long & Foster Real Estate	1.5	2	3.5	\$3,236,640
139	John Fazio	TTR Sotheby's International Realty	1.5	1	2.5	\$3,232,500
140	John Mammano	Compass	3	3	6	\$3,228,000
141	Joshua Ross	RE/MAX Realty Services	0.5	3	3.5	\$3,198,650
142	Cecelia Leake	Compass	1	2	3	\$3,180,000

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Feb 28, 2019

Rank	Agent	Office	List #	Sell #	Total #	Total \$
143	Sebastien Courret	Compass	1	2	3	\$3,168,750
144	Sheena Saydam	Keller Williams Capital Properties	2.5	5	7.5	\$3,150,700
145	Salem Rihani	M Squared Real Estate	7	0	7	\$3,141,700
146	Rima Tannous	Long & Foster Real Estate	3	1	4	\$3,140,355
147	Antonia Ketabchi	Redfin Corp	1	4	5	\$3,133,950
148	Steve Agostino	Compass	2	1	3	\$3,125,000
149	Graham Grossman	Rlah Real Estate	1	3	4	\$3,093,000
150	Richard Morrison	Redfin Corp	0	5	5	\$3,075,000
151	David Desantis	TTR Sotheby's International Realty	1	1	2	\$3,075,000
152	Christopher Leary	Washington Fine Properties	0.5	2	2.5	\$3,060,000
153	Harrison Beacher	Keller Williams Capital Properties	2	4	6	\$3,050,699
154	Kymber Lovett-Menkiti	Keller Williams Capital Properties	4	0	4	\$3,049,000
155	Elizabeth Hughes	Compass	2	2	4	\$3,048,250
156	Jeffrey Brier	Compass	0	2	2	\$3,047,650
157	Katherine Wellborn	Compass	0	3	3	\$3,044,000
158	Marcus Wilson	Redfin Corp	0	6	6	\$3,039,900
159	Andrea Alderdice	Long & Foster Real Estate	3	2	5	\$3,034,000
160	Mary Saltzman	Compass	2	1	3	\$3,016,000
161	Daniel Brewer	Compass	2	1	3	\$3,001,750
162	Eileen Mcgrath	Washington Fine Properties	1.5	0	1.5	\$2,992,500

Rank	Agent	Office	List #	Sell #	Total #	Total \$
163	Marjorie Halem	Compass	0	3.5	3.5	\$2,989,950
164	Katherine Scire	Redfin Corp	0	4	4	\$2,980,830
165	Kathleen Eder	Compass	1.5	1	2.5	\$2,980,750
166	Michele Scardina	TTR Sotheby's International Realty	1	1	2	\$2,972,000
167	Michael Patrick	RE/MAX United Real Estate	9	0	9	\$2,968,500
168	Adrian Small	TTR Sotheby's International Realty	2	2	4	\$2,944,650
169	Traudel Lange	Washington Fine Properties	2	0	2	\$2,944,000
170	Charisse Callender-Scott	Desiree Callender Realtors And Associate	8.5	3	11.5	\$2,937,250
171	Patricia Mills	RE/MAX Achievers	7.5	3	10.5	\$2,922,490
172	Jan Brito	Compass	3	2	5	\$2,921,500
173	Steven Cline	Coldwell Banker Residential Brokerage	1	1	2	\$2,900,000
174	John Peters	Compass	1.5	1.5	3	\$2,887,248
175	Eldad Moraru	Long & Foster Real Estate	1	1	2	\$2,849,999
176	Debra Edwards	Long & Foster Real Estate	1	3	4	\$2,845,000
177	Michael Shapiro	Compass	2	2	4	\$2,819,950
178	Fleur Howgill	TTR Sotheby's International Realty	1	2	3	\$2,807,500
179	Craig Rosenfeld	RE/MAX Realty Group	4	1	5	\$2,806,500

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Feb 28, 2019

Rank	Agent	Office	List #	Sell #	Total #	Total \$
180	Michelle Hodos	Long & Foster Real Estate	2.5	5	7.5	\$2,803,600
181	Jaime Willis	Compass	0	4	4	\$2,785,800
182	Michael Fowler	Compass	0	2	2	\$2,775,000
183	Nicole Roeberg	Redfin Corp	0	4	4	\$2,774,900
184	Tyler Jeffrey	Washington Fine Properties	0.5	3	3.5	\$2,772,500
185	Margot Wilson	Washington Fine Properties	1	1	2	\$2,770,000
186	Albert Elliott	Long & Foster Real Estate	4	1	5	\$2,763,000
187	Christopher Chambers	The One Street Company	3	0	3	\$2,760,000
188	Michael Matese	Long & Foster Real Estate	2	0	2	\$2,760,000
189	Anne Killeen	Washington Fine Properties	2	1	3	\$2,759,099
190	Anthony Mason	Keller Williams Preferred Properties	3	3	6	\$2,745,520
191	Roby Thompson	Long & Foster Real Estate	4.5	1	5.5	\$2,745,375
192	Matthew Paschall	Long & Foster Real Estate	2.5	1	3.5	\$2,730,000
193	Lauren Davis	TTR Sotheby's International Realty	2	1	3	\$2,725,000
194	Ethan Drath	Washington Fine Properties	0	2	2	\$2,714,000
195	Cheryl Kurss	Compass	1	1	2	\$2,705,000
196	Jason Martin	Rlah Real Estate	2	2	4	\$2,679,000
197	Lisa Sabelhaus	RE/MAX Town Center	3.5	3.5	7	\$2,676,550
198	Thomas Williams	Mcneaney Associates	0	1	1	\$2,665,000
199	Kelly Kelley	Compass	0.5	4	4.5	\$2,664,500
200	Sarah Funt	Long & Foster Real Estate	1	1	2	\$2,660,000
201	John Breast	TTR Sotheby's International Realty	1	1	2	\$2,649,000
202	Karen Rollings	Berkshire Hathaway Homeservices Penfed Realty	5	2	7	\$2,646,500
203	Tina Cheung	Exp Realty	2	5	7	\$2,633,105
204	Brooke Myers	City Houses	2	1	3	\$2,630,000
205	Thomas Mathis	Redfin Corp	3	1	4	\$2,628,000
206	Frances Mcglaughlin	RE/MAX Realty Services	4	3	7	\$2,625,700
207	Margaret Ferris	Compass	1.5	2	3.5	\$2,623,500
208	Jean Bourne-Pirovic	Long & Foster Real Estate	5	0	5	\$2,623,000
209	Lori Maggin	Rory S. Coakley Realty	1	1	2	\$2,594,880
210	Brent Jackson	TTR Sotheby's International Realty	2.5	0.5	3	\$2,590,425
211	Hazel Shakur	Redfin Corp	6	0	6	\$2,590,000
212	Jt Powell	Coldwell Banker Residential Brokerage	6	1	7	\$2,580,000
213	Craig Smith	Redfin Corp	4	1	5	\$2,575,000
214	Dustin Borzet	RE/MAX Realty Group	3	3	6	\$2,562,900
215	Charles Dudley	Compass	1	2	3	\$2,549,000
216	Juan Umanzor	Long & Foster Real Estate	6	4	10	\$2,533,000

Rank	Agent	Office	List #	Sell #	Total #	Total \$
217	Brett West	Mcneaney Associates	0.5	4	4.5	\$2,524,950
218	Kerry Fortune	Washington Fine Properties	0	2	2	\$2,523,750
219	Sherrri Anne Green	Coldwell Banker Residential Brokerage	2	2	4	\$2,509,000
220	James Brown	Turning Point Real Estate	3.5	2	5.5	\$2,501,500
221	Louis Cardenas	TTR Sotheby's International Realty	0.5	1	1.5	\$2,494,500
222	Jacob Anderson	Coldwell Banker Residential Brokerage	1	2	3	\$2,490,000
223	Elysia Casaday	Compass	1	2	3	\$2,490,000
224	Judith Seiden	Berkshire Hathaway Homeservices Penfed Realty	1	1	2	\$2,481,500
225	Taylor Huffman	Long & Foster Real Estate	6.5	0	6.5	\$2,474,000
226	Tammy Gale	Washington Fine Properties	1	1	2	\$2,469,000
227	Jonathan Lahey	RE/MAX Fine Living	3.5	5	8.5	\$2,468,900
228	Elizabeth Lavette	Washington Fine Properties	1	0	1	\$2,467,650
229	Marlene Aisenberg	Coldwell Banker Residential Brokerage	2	2	4	\$2,463,000
230	Alecia Scott	Long & Foster Real Estate	3	2	5	\$2,447,950
231	Sonny Arora	Evergreen Real Estate, Inc	0	2	2	\$2,432,500
232	Mark Ellington	Keller Williams Preferred Properties	3	1	4	\$2,420,000
233	Joseph Mascio	Redfin Corp	6	0	6	\$2,419,000

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Feb 28, 2019

Rank	Agent	Office	List #	Sell #	Total #	Total \$
234	Shelley Gold	Compass	1	2	3	\$2,412,400
235	Christopher Coppola	Compass	4	1	5	\$2,404,508
236	Marco Stilli	TTR Sotheby's International Realty	1	2	3	\$2,403,000
237	Vanessa Patterson	Berkshire Hathaway Homeservices Penfed Realty	2	2	4	\$2,400,455
238	James Kim	Mcenearney Associates	0	2	2	\$2,400,000
239	Annette Sante	Redfin Corp	6	0	6	\$2,396,000
240	Kenneth Germer	Compass	1	2	3	\$2,394,900
241	Cailin Monahan	Washington Fine Properties	0.5	2	2.5	\$2,387,500
242	Lynn Dubin	Long & Foster Real Estate	0.5	1	1.5	\$2,377,500
243	Katie Nicholson	RE/MAX Achievers	4	1	5	\$2,376,000
244	Edward Dumitrache	Redfin Corp	0	6	6	\$2,369,500
245	Shari Gronvall	Compass	1	1	2	\$2,362,500
246	Katrina Schymik Abjornson	Compass	1	2	3	\$2,358,500
247	Teresa Burton	Long & Foster Real Estate	3	0	3	\$2,352,400
248	Desmond Mckenna	Long & Foster Real Estate	1	3	4	\$2,338,800
249	Balaram Owens	Rlah Real Estate	2	3	5	\$2,333,400
250	Stuart Naranch	Redfin Corp	0	5	5	\$2,322,500

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RESIDENTIAL & COMMERCIAL INSPECTIONS

Rank	Agent	Office	List #	Sell #	Total #	Total \$
251	William Walker	Compass	1	2	3	\$2,312,400
252	Andrew Kambick	Compass	4	1	5	\$2,304,508
253	Elizabeth Cavalli	TTR Sotheby's International Realty	1	2	3	\$2,303,000
254	Christine Taylor	Berkshire Hathaway Homeservices Penfed Realty	2	2	4	\$2,300,455
255	Mike Thompson	Mcenearney Associates	0	2	2	\$2,300,000
256	Judy Goodwin	Redfin Corp	6	0	6	\$2,296,000
257	Leah Murray	Compass	1	2	3	\$2,294,900
258		Washington Fine Properties	0.5	2	2.5	\$2,287,500
259		Long & Foster Real Estate	0.5	1	1.5	\$2,277,500
260		RE/MAX Achievers	4	1	5	\$2,276,000
261		Redfin Corp	0	6	6	\$2,269,500
262		Compass	1	1	2	\$2,262,500
263		Compass	1	2	3	\$2,258,500
264		Long & Foster Real Estate	3	0	3	\$2,252,400
265		Long & Foster Real Estate	1	3	4	\$2,238,800
266		Rlah Real Estate	2	3	5	\$2,233,400
267		Redfin Corp	0	5	5	\$2,222,500

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