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▶ publisher's note

DC METRO REAL PRODUCERS

It's HOT, HOT, HOT! The month of August is probably my most relaxing month. I find that it's the month I can travel a bit and catch up on some lingering things that I have been meaning to do or try.

We will leave for Hawaii on a large family vacation, and then we will also be traveling to Michigan to celebrate my grandmother's 90th birthday. Our family loves to travel, but we are traveling more this summer since our travel schedule will become more restricted once our daughter starts kindergarten in September.

I still can't believe that she's starting school! Every day, I am shocked at how much she has grown, but as a mom, I'm a bit forlorn when I think of her starting school. I know she will have the most amazing adventures, but

I'll miss my little girl as she continues to grow. I'm sure every mom and dad out there knows this same feeling.

Writing these pub notes give me the opportunity to share insights about whatever I want. For this note, I wanted to share a story about Maryland crabs. Recently, Kellie and I decided we wanted to become "real" Maryland residents. I'm not exactly sure what that means, but we went to the store and bought about three dozen blue crabs. Everyone in Maryland talks about these crabs. The sign outside the shop said "lively crabs," and we laughed at whatever that might mean. Little did we know we would certainly find out.

The gentlemen placed them all in a paper bag and off we went. About an hour later,

we arrived home and we realized our crabs were ALIVE! Kellie and Avery got a kick out of poking them with some tongs, but then Mr. Crab busted out of the bag along with a few of his friends. Needless to say, we had a LIVELY bunch of crabs chase us around the kitchen. It took us a while, but we eventually captured them all and put them in the sink. It was hilarious and scary at the same time. Those little guys can snap those claws. Eventually, they made it into the pot, and we spent hours trying to eat them. I'm not sure if that entitles us to say we are "true Marylanders" or not, but it definitely was an experience we won't forget.

This pub is dedicated to you, Mr. Crab! Happy August everyone. Enjoy the last few weeks of summer.

With Gratitude,



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PRESENTS

Golden Nuggets



John Lesniewski
RE/MAX United Real Estate

"Don't buy the suit that's on sale; buy the suit that you want." -Bob Proctor

"Don't be confined by your own concepts of poverty."



Amy Goldstein
BMIC Mortgage, Inc.

"I'm successful because I love my job, I love real estate, I love interacting with people, and I love making a difference. It's that simple. Success is really being able to do what you love."



Jennifer Eckel
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"In a world where you can be anything, be kind."



David Bediz
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"Poverty, illness, and need exists everywhere, and it doesn't always get our attention. Sometimes you must seek it out and find those who are suffering around you, and then you can do what you can to help."



Joey Donofrio
Donofrio & Associates

"Success ... seems to be connected with action. Successful men keep moving. They make mistakes, but they don't quit."

"Success to me is striving to get better every single day and creating value for those around you. I want my kids to know anything is possible!"



Kristin Brindley
DC Metro & NOVA Real Producers

Three words show up on her phone daily: legacy, impact and growth. "I ask myself what am I doing to create these things in the lives of my family and the people around me? How am I moving the needle every day?"



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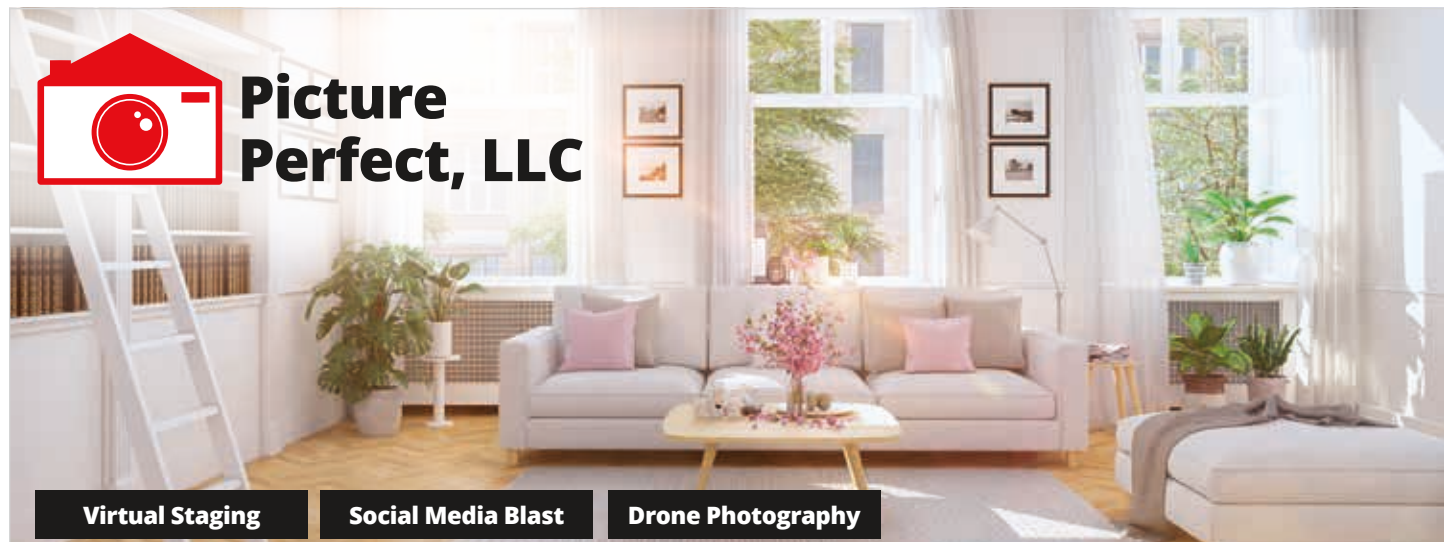
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Publicity

By Christina Daves



WHY WOULD THE MEDIA WANT TO USE ME?

A sentiment that comes up quite often, especially from new agents, is, "Why would the media want to talk to me? I'm new. There's a seasoned agent right up the street." It is important to remember that every real estate agent brings their own gift to the world. Their experience and history are what will help them be a successful agent. It doesn't matter that they are "new," what matters is what they bring to the table.

Use a target as your example to hone in on your niche and use that when pitching the media. What is your specialty? What is your background? Were you an attorney? A CPA? A stay-at-home mom? These are all occupations that allow you to draw expertise from and use to help your real estate clients. For example, if you know the new tax laws and can help first-time homebuyers with potentially lowering their taxes, you just provided extra value for them.

Pull inspiration from this expertise as you are pitching the media, as well. What unique knowledge and value do you bring to the real estate world as well as to a journalist and their audience? If you have any technology expertise, that is very appealing right

now. Can you speak to virtual reality or augmented reality in real estate? What do they mean for the future of the industry?

Take a good look at your background and what you've done in your past and how you can tie that expertise into the field of real estate. Here is a great tip: even if you are new to the real estate industry, don't say "new," say "newly affiliated" with your real estate firm. Then, tie in your past expertise and show your value to both potential clients and the media.



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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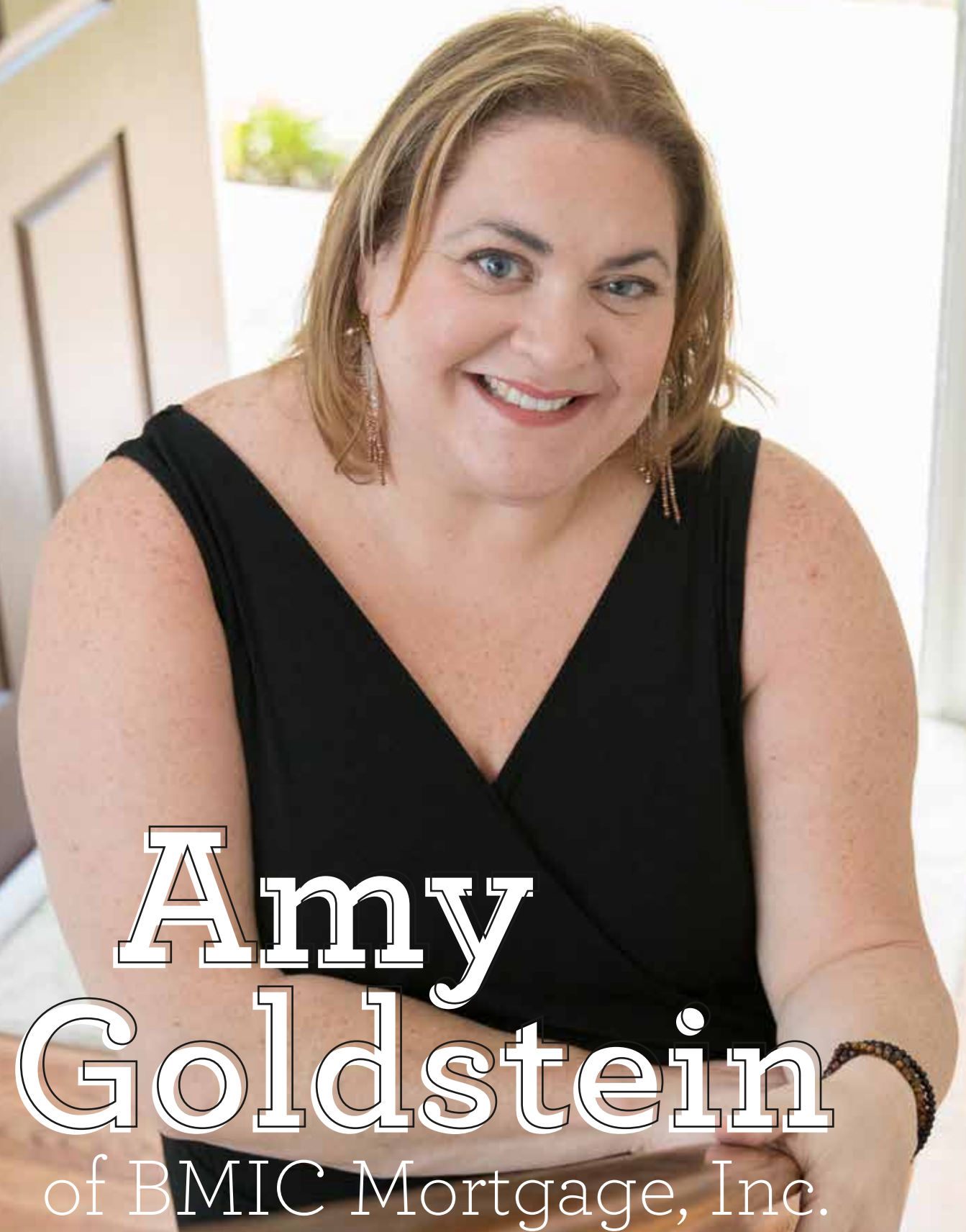
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Amy Goldstein

of BMIC Mortgage, Inc.



The American Dream Making It Happen

Soon after Amy Goldstein graduated from Long Island University in New York, her father, a well-respected mortgage professional in the DC metro area, suggested she come work for him for six months to give her some real-world experience and help him out at his company, BMIC Mortgage, Inc. That was almost 20 years ago.

Amy had initially gone away to college to pursue a career in public relations and marketing. She eventually chose to delve deeper into learning the financial aspects of managing a business. She ultimately graduated with a bachelor's degree in finance and marketing.

Amy hit the ground running as soon as she came on board at BMIC Mortgage. Her primary responsibility was originating loan applications as the company hustled to keep up with the demands of the refinancing boom. She quickly realized that the mortgage industry was in her blood and where she knew her heart belonged. Now immersed in the business for two decades, she is the senior mortgage broker at BMIC Mortgage in Rockville, Maryland.

“My dad’s deep love for this industry and commitment to helping people are philosophies I also share. In real estate, we are dream makers. People’s lives center around their home, and owning a home is a significant part of living the American Dream. Helping others achieve that is what fills my heart and soul!” she shares.

Amy says the best part of her business is getting to know her clients and their families and realizing she can truly make a difference. “Because of my expertise, I know I can help with their mortgage finances, lowering payments or down payments, or assist them with refinancing — all with their best interests in mind. It is extremely fulfilling. It’s the best feeling in the world,” she expresses.

A Reputation Built From Experience

BMIC Mortgage is a family-owned business founded in 1985 by Amy’s father, Gary Schiller. Under his leadership, it has grown into one of the most reputable companies in the DC metro area. Gary is often sought out by the media and real estate attorneys as a residential mortgage lending expert. BMIC Mortgage is frequently featured on WRC-Channel 4 News, as well as *The Washington Post* and *Newsweek*, as one of the area’s leading mortgage companies. For the past several years, they have been ranked among the “Top 25 Mortgage Companies” in the Washington, DC, metro area by the *Washington Business Journal*.

Amy is quick to point out the value of using the professional services of mortgage brokers. “We are an agent’s greatest asset because we are specifically trained and licensed to do our jobs. We assist REALTORS® and their clients in choosing the best mortgage product for their needs and will make sure the real estate transaction is fast and efficient. Our main focus is to make the home buying and refinance process as easy, understandable, and as affordable as possible. Our company has funded more than \$1 billion in loans and is a mortgage lender licensed in Maryland, and a mortgage broker licensed in Virginia, Washington, DC, and Florida.”

Amy explains that one of the key reasons for BMIC Mortgage’s success is the long term relationships they cultivate with their clients, REALTORS®, and builders. They also recognize that each circumstance is unique and can tailor each loan to fit individu-



...



al needs. They can complete a loan application in a matter of minutes with a simple and straightforward customized process. "We can have a loan decision for our clients within an hour; and at that time, we will issue a formal loan approval," she notes.

Amy has been teaching mortgage finance classes for the Greater Capital Area Association of REALTORS® (GCAAR) for the past year and a half. "I had no idea I would enjoy teaching others in a classroom setting about mortgage finance as much as I do," she reveals. "Teaching for GCAAR has really brought my career full-circle and gives me so much joy."

Making Time For Fun and Family

Being in the mortgage and lending industry is a perfect fit for Amy's outgoing personality. "I love unique

experiences and meeting new people, so when I'm not doing that through my work, I love to travel and explore. My husband Eric and I love everything that our area has to offer, such as festivals, live music, or visiting local farms and local wineries. Take me to a concert on a summer night with a picnic basket, and my life is complete!"

Amy and Eric have a 9-year-old daughter, Taylor, who is an avid soccer player and dancer. "We spend a lot of time cheering our girl on! And our family time is the best! We play a ton of card games and enjoy just hanging out together. Also, I'm a big stargazer, so living in Darnestown,



[Maryland], is magical during the summer months as we are fortunate to have clear skies most nights!"

When asked how she defines success, Amy says it is not difficult. "I'm successful because I love my job, I love real estate, I love interacting with people, and I love making a difference. It's that simple. Success is really being able to do what you love."

For more information about how BMIC Mortgage, Inc. can tailor their services to meet your unique needs, contact Amy Goldstein at 301-231-5770 or email her at amy@bmicmortgage.com.

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JOEY DONOFRIO, PRINCIPAL OWNER

“Success . . . seems to be connected with action. Successful men keep moving. They make mistakes, but they don’t quit.” These powerful words of advice, spoken by businessman Conrad Hilton, are the words that drive Joey Donofrio, principal owner of Donofrio & Associates Property Inspections, each day.

Under Joey’s leadership and through his push for action and growth, Donofrio & Associates has catapulted to the top of the home inspection industry. It is the largest non-franchised home inspection company in the DMV area.

Donofrio & Associates offer a wide variety of services, from home inspections to commercial, mold, lead, well, and termite inspections. The company prides itself on being a one-stop shop for homeowners and real estate agents. Emphasizing customer service, Donofrio & Associates aims to

provide exceptional service while helping customers navigate their largest purchases.

“Our systems and processes put us in a league of our own. We focus on the customer experience and are receptive to feedback so we can make improvements,” reports Joey. “We want to be a trusted member of your team, not just when situations are good, but during the bad times, too. Our goal is we want our clients to use us again as an agent and say, ‘Wow! That company was great! We want them on our next purchase.’”

Although the company is always changing and growing, family remains at its heart as a constant, stable force. “My father, Ed Donofrio, has an engineering background and started our company 18 years ago. I grew up in this business,” shares Joey.

Donofrio & Associates is unique because in addition to Joey and Ed, five other family members work there. Ed’s wife, Donna Seeker, is a marketing specialist. Joey’s wife, Stephanie, oversees business and process development. Jason Donofrio, Joey’s brother, is one of the only master home inspectors in the DMV area. Joey’s mother, Donna Jo Donofrio, is also involved as a radon specialist,



partner spotlight ◀◀

Photos by: Ryan Corvello Photography



...

and Donna Seeker's son, Paul Cassens, works as a home inspector.

When Joey approached his father in 2014 with a vision to grow the company, Ed gave his blessing. Joey and Stephanie jumped right in and started a massive campaign to follow that dream.

"My dad said, 'If you have a vision and want to take the company to the next level, go ahead.' I wouldn't be here without him and his trust in me," he confides.

Within a few years, Donofrio & Associates completely transformed itself, growing its team to more than 20 employees and completing over 5,000 home inspections a year. In 2019, Joey launched the Donofrio Academy, a premier training program for new home inspectors, and he conducts a successful podcast, the *Joey Donofrio Show*. The company's growth is apparent thanks to a lot of hard, constant work by all concerned.

According to Joey, "Time management is important, but I try to be present in every situation I'm in. Work/life balance is not really realistic in my opinion; but if I'm present whenever I'm doing something, I think that's important."

To learn more about Joey's growth journey, tune in weekly to the *Joey Donofrio Show*. The podcast centers on his mindset, helping others grow both personally and in their real estate businesses, and elevating the industry overall. As he puts it, "Success to me is striving to get better every single day and creating value for those around you. I want my kids to know anything is possible!"

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► we ask the questions, you submit your answers

What is the strangest thing you have ever seen on a showing?



EAMONN GARVEY
KELLER WILLIAMS REALTY
Marijuana grows operation.



EMILY JACKSON
RE/MAX PROFESSIONALS
Marijuana growing, sex toys and a couple of 6-8 foot snake skins tangled around basement pipes (not all at the same home).



ROSE BUCKLEY
US INSPECT
Not at a showing, but at an inspection, I opened the attic hatch to this: The whole attic was filled with creepy dolls and antique furniture that had sheets over them. I felt like I was in a horror movie!



ROBY THOMPSON
LONG & FOSTER REAL ESTATE, INC.
Watched the police shoot a man after he robbed a liquor store on Rhode Island Ave. and had a tenant put a gun out the window in my face and ask "What the hell do you think you are doing trying to get into my house." Needless to say, we left immediately.



STANLEY BARSCH
BARSCH REALTY
Final walk through. The client and I are checking cabinets and drawers. Settlement is happening at the seller's house for ease. Last drawer we check in master bath...sex toys jackpot!



DAN CUMBERLAND
MOYER & SONS MOVING & STORAGE, INC.
The pictures were amazing... perfect house. They just seemed to have left out the "water damage." Roof had a leak at some point... and when we visited that hole in the roof was the size of a table. (What that tarp didn't fix it?) That hole went from the roof to the basement... right in the middle of the house. You know... maybe we would miss that.

This brings back a memory from a showing I had a couple years ago. If I recall it was in MOCO. Had a showing request approved, the house wasn't staged but had minimal furniture. A love seat in living room, TV was on. There was a bed in the master and bare minimum in the bath. Someone was in the bed under the cover completely covered to make it look like no one was home. My buyers didn't notice it, but when I pointed at it we all couldn't stop laughing. I texted my clients while they were standing next to me asking if they triple dog dare me to start feeling the covers. LOL.



MELINDA ESTRIDGE
LONG & FOSTER REAL ESTATE, INC.
Showing a house in Olney, Maryland, 20 years ago. The house was full of mannequins dressed oddly throughout the house. Creepy.



CHRIS SANDERS
COMPASS
Naked woman.



KEN ABRAMOWITZ
RE/MAX TOWN CENTER
There was a large sheet of plywood in the middle of the basement of a townhome. When I moved it, there was a deep circular pit. Looked EXACTLY like Silence of the Lambs. I've seen a lot of weird stuff, but that freaked me out. Went right home and had some fava beans with a nice Chianti.



CINDY SOUZA
LONG & FOSTER REAL ESTATE, INC.
During a home inspection... found in the MBR closet... a drunk man in his tighty whities. He had broken into the empty house and had gone thru the seller's whole liquor cabinet. He begged us not to hurt him! However, the police were called and he was taken back to jail from where he had just been released.



JOHN YOUNG
RE/MAX EXCELLENCE REALTY
Live raccoon in a fireplace that had been boarded up.



CHERYL LEAHY
LONG & FOSTER REAL ESTATE, INC.
I was standing in a basement with a client when we felt a shadow overhead. We looked up at the light fixture in the ceiling tile and saw a snake slither across. A big snake. She didn't buy the house.



DAVID WAGNER
RE/MAX REALTY CENTRE
A bong sitting on a table with a small box with weed and a lighter. Under the table we saw a gun and a box of ammo. We left pretty quick!!



DAMIAN BUCKLEY
LONG & FOSTER REAL ESTATE, INC.
I went into the basement of a lovely house. The floor looked very shiny. I stepped into water up to my ankle.



DENNY LEE
DOUGLAS REALTY
People sleeping in various bedrooms... LOL



ADAM CHASEN
WEICHERT REALTOR
About 35 terrariums each filled with snakes on the entry room and food left out all over the place. Didn't stick around long enough to see if any snakes were roaming outside of said tanks!



JESSICA OLEVSKY
KELLER WILLIAMS CAPITAL PROPERTIES
A 20-year-old pet African Turtle in the backyard. He weighed 200 lbs.

Oh wait – not PG rated. We cleaned out an estate that had over 1,000 pieces of porn – pictures, videos, magazines, toys. My partner was a brand new agent – and my son. Under every cabinet, under every piece of furniture we found stuff. He powered through it and we had a lot of laughs.



TINA NG CHEUNG
EXP REALTY
Showing townhouse, made loads of noise not knowing who was or was not home. Started upstairs, middle floor, then to basement... no lights on anywhere. Opened a bedroom door, flicked on lights, man lying on the bed facedown... thought he was dead! Screamed my bloody head off only to get a small grumble out of the guy! #drunken-fool #realtorheartattack



CHANIN WISLER
FIRST WASHINGTON MORTGAGE
Agent friend told me the story of a "squatter" in a basement on a couch, candles everywhere. He may or may not have been partially clothed.

Another one from a friend – pet pig, closet full of piggy clothes. FULL. Like total wardrobe!

Oh yeah! Same house as piggy, had 25 or so birds flying around in a room in the basement.



CHRIS REEDER
LONG & FOSTER REAL ESTATE, INC.
 A floor made completely of pennies!



JOHN COLEMAN
RLAH REAL ESTATE
 It's too R-rated.



SPENCER BODIAN
COMPASS
 I've walked in on someone naked before, which was a bit of a shock for my client and I... :)



MICHAEL SCHAEFFER
COLDWELL BANKER
 Well, I was with some clients looking at a listing, and when I looked out the window I saw the rear door of a condo open and a big mannequin on the balcony.

There was also a home I had some clients actually purchase that had a bathroom with two toilets in it, with the shower/tub separating them. They also went with the "Jack and Jill" doors, with a door to go with each toilet!

I was there quite a while and it was very cold and in the middle of the winter. I asked the clients I was with if I could borrow their camera and try and have a closer look at the mannequin on the balcony.



MOLLY CARTER
LONG & FOSTER REAL ESTATE, INC.
 A shrunken monkey head under glass in a velvety parlor in a big old home in Baltimore that I was showing to a client.

Oh! And a giant mushroom growing out of the grout in the kitchen tile where there was massive water damage in the basement below.

When I got the camera and had a closer look it was clear it was a very large man who was totally naked on a chair.

I called the police and told them what I saw. Evidently this man had a heart attack and must have gone outside to get some air and he died in this chair.



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 -Sarah Yelton from Gainesville, VA

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

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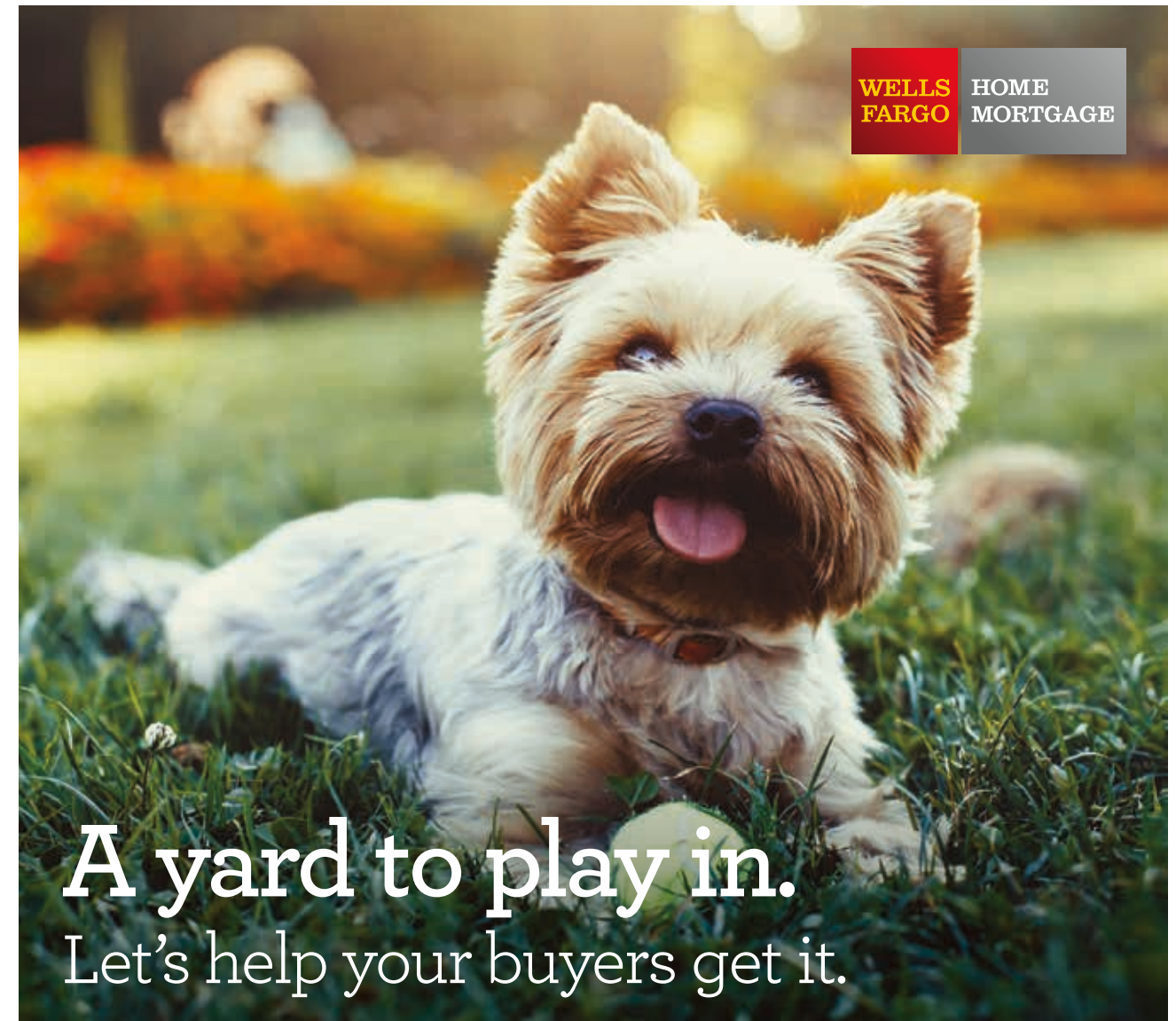
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VALUE PROPOSITION

ARE YOU THE HORSE ON THE LEFT OR THE HORSE ON THE RIGHT?

By **Christy Belt Grossman**, CEO & Owner, Ops Boss Coaching LLC



Let's chat value proposition.

What is the value proposition of being on YOUR team? Do you have one? Do you actually deliver on it? If I asked your team what it is, would they say the same thing YOU think it is?

"Price becomes important only in the absence of value."

We hear that saying all the time in terms of sellers interviewing agents and asking for a reduced commission. They expect a lower commission because the agent hasn't demonstrated their value. Well, the same thing can be true on commission splits with the agents on your team.

So what is YOUR value proposition?

Many teams I talk to say it's leads. My response usually is, "Great! And what else?" Then there's usually a LONG pause.

If your ONLY value proposition is leads, you will inevitably hit a point where agents start thinking, "Oh, I could do this myself and make a lot more money." I've seen it happen over and over. When an agent is new, or new on a team, leads might be enough. Over time, however, the value wanes and they either think they can do it on their own, or they actually CAN do it with any team. So, they start talking to others who might give them a higher split. (Believe me, there's always someone who will because many teams don't actually operate as a business; they don't realize the impact of their



high splits until it's too late and they don't have enough income to support the infrastructure needed to support the team.)

So, back to value proposition. What differentiates YOUR team from others? What do you provide that others don't? What is unique about your team?

When agents are choosing teams, does yours stand out like the horse on the right? Or do you blend in with all the other horses?

Where do you start to answer this question? Here's a 3-step process:

1. Make a list. The list should include both tangible and intangible things that provide value.

Tangibles might be things like admin support, systems access, training, coaching, builder relationships, an amazing touch program that yields 100 closings per year, or client events that are paid by the team. You can think of a million more.

Intangibles might be things like camaraderie, culture, instant credibility in the marketplace due to your team's long-term reputation, a reputation within the company that opens doors to opportunities that others don't even know are there, or the fact that who you surround yourself with matters and your team is full of top producers committed to high standards and personal growth.

2. Once you make your list, translate it into actual facts and stories you can share. Be specific.

For example, a lot of teams say they have "training, coaching, and systems." What does that translate to? On the team I was on, it meant the average agent earned \$80,000 their first year, and seasoned agents earned \$100,000 to \$400,000. And that was over a 20-year period. Only one agent ever left our team and made more alone, while any others who left (whether they joined other teams or flew solo) made less. So, we didn't just have "training, coaching, and systems," we had a PROVEN path to earning six figures.

If teamwork is one of your values, translate that. What are the stories that weave your fabric of teamwork together? On our team, it meant that when one of our agents got cancer, our Rainmaker stepped in and handled a buyer from start to finish for the agent because he was hospitalized, and no adjustment was made to the commission. The agent received the same payment he would have if he had been the one to show multiple

properties, educate the buyer, do the inspections, attend the walkthrough, and go to closing.

3. Then ask these two questions:

Is our team a vehicle for our agents' success, and can they reach their goals faster and more certainly WITH us than without us? If the answer is no, you either know your value prop needs work, or you have a value prop that you're not delivering on.

Why are you part of THIS team instead of any other team? If you're afraid to ask the question, it probably means you're not providing value. If you ask the question and you get great answers -- HIGH FIVE! Put those agents on video and use them to share your story when you recruit to grow your team!

Download our FREE Ops Boss Value Proposition Worksheet on the Resource page of our website to help in your own evaluation.

These are the kinds of conversations we have on a weekly basis with our coaching clients and at our annual retreat. Is it time for you or your Ops Boss to join the Tribe? Find out more at OpsBossCoaching.com.



Christy Belt Grossman is the CEO and owner of Ops Boss Coaching. Spending 23 years as the COO of The Belt Team (one of the nation's top real estate teams with over \$1 billion SOLD) fueled Christy's passion for raising the bar on the operations side of real estate and is what inspired her to found her company in 2015. She and her team teach, train, and coach clients around North America and have a unique passion for developing those riding shotgun in leadership positions in real estate. The mission at Ops Boss Coaching is "Dream BIG, Achieve BIG, IMPACT Lives." One by one by one by one, they change the world. Email Yes@OpsBossCoaching.com for FREE Resources, including our "Average Assistant vs Ops Boss Assessment" and "Ops Boss Memory Jogger for Databank."

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DAVID BEDIZ

“Poverty, illness, and need exists everywhere, and it doesn’t always get our attention. Sometimes, you must seek it out and find those who are suffering around you, and then you can do what you can to help.”

Five years ago, David Bediz, founder and president of the Bediz Group, LLC, and his team were introduced

to the Ladrey Senior Home through a past client who worked at a local church. Service has always been at the top of their values, and when presented with the opportunity to step in and help others within their community, both financially and by giving their time, David and his team stepped up.

“Ladrey is a dose of reality for anyone who thinks our country takes care of its most vulnerable citizens in an effective and meaningful way,” enlightens

David. “The home is in the middle of an affluent area, but the residents are utterly destitute, without even the resources to buy comfortable toilet paper, laundry detergent, and other staples we take for granted.”

David and his team are specifically involved with the Ladrey Senior Home Christmas Bingo event where seniors

“compete” for the opportunity to take frozen food for themselves and toys/clothes for their grandchildren that may come to visit. When he first started helping, David was asked to bring a few basic items as prizes for the bingo event.

“We thought it would be crazy for only a few people to get a few of these items, so instead we organized Paragon Title and Brooke Lowry at Atlantic Coast Mortgage to chip in. We were able to get a gift bag for every single resident that included all of the staples they asked for, and more,” he recounts.

The Bediz Group’s continued involvement with Ladrey has been a real team effort. “This particular event was started at the impetus of Brock Thompson, one of our team members,” David notes, “and Lindsay Kaiser ends up doing 99 percent of the prep work . . . It’s her trunk that is filled with laundry detergent every year.” During the bingo event, The Bediz Group brings the Ladrey Senior Home extra supplies so that they can be used throughout the year.

The personal connection is the aspect of working with Ladrey that draws David and his team in the closest. They’re able to be with the seniors, in front of those they’re helping, making the experience more palpable, fun, and rewarding.

The son of two immigrant parents, David built his career in professional web and graphic design before moving into real estate. He instantly loved real estate, first developing his personal business and then a team. As his business has become more stable, he’s been able to focus more on harmony. By focusing on other aspects of his life, like his partnership, friendships, and community, he keeps his entire life well-balanced. He’s taken lessons learned from his mother, who has long been involved in local charities, into his life as an adult.

“My mom is a charitable person with a heart of gold. As soon as she retired from her 30-year career at a hospital, she immediately took on three other roles as a volunteer, at the local humane society, teaching ESL to immigrant children at her local elementary school, and at a film festival that has events throughout the year. I think she works more now than she did before,” David laughs.

David sees that Ladrey can use help year-round and believes the involvement of his team can help raise awareness of the unseen struggles that exist so close to home. For David, his work with Ladrey is all part of sharing the gifts he’s been given -- and living a life of harmony.

JENNIFER ECKEL

► rising star

By **Katie Moore** | Photos by **Ryan Covello Photography**

Jennifer Eckel is not your average real estate agent. So, it shouldn't be surprising that her story is anything but average, as well.

Jennifer was in commercial real estate for a decade, stayed home for several years before earning her residential real estate license, had a third baby while her husband was deployed in Afghanistan, and then actively started selling in March of 2018. That year, she was a force straight out of the gates and was just shy of \$10 million in volume. She has set her goals high in 2019, all while overseeing a household of a 9- and 7-year-old, and a 19-month-old, plus a husband that is not only active in the military, but is also an orthopedic surgeon. It is a life she loves and a business that she has soared in.

"My favorite part is meeting new people. There is the ongoing goal of meeting someone, they putting their trust in me, and we becoming friends along the way," Eckel states.

She attributes a great part of her success to her mentor, Betty Batty. "She knows the business so well. It is so great to have that person that I can gut check with tips along the way," she explains with joy. "I define success as feeling confident in your abilities in your career. For me, I was ready to go back to work - I needed more for myself. It feels like success for me not because I have done well, but because I'm doing it for myself and I'm showing my kids that you can do whatever you want. You can make what you want in your business. There was something missing in my life, just an internal feeling of accomplishment."

Eckel hasn't been afraid to put herself out there to make her aspirations happen. She often works open houses, events, puts out ads, sends mailers, and above all, she gives back. She invests in herself and her business.

"I think you have to spend money to make money, and I market myself. It is important that I'm working full time. This is my business, and I treat it like one; and at the end of the day, I'm a mom," she exclaims.



...

The days are never typical, which is what she savors about this business. And when she is not working, she enjoys spending time with her family, reading, and traveling.

Her favorite quote defines her beautifully: "In a world where you can be anything, be kind." These are not just words that Jennifer Eckel reads; they are the backbone of how she lives.



Tobin, Sylvia, Evelyn, Jennifer & James

A Little Extra About What Makes This Star Rise

Her people: Tobin Eckel, husband, Sylvia (9), Evelyn (7) and James (19 months)

Brokerage: Compass

Broker: Susann Haskins

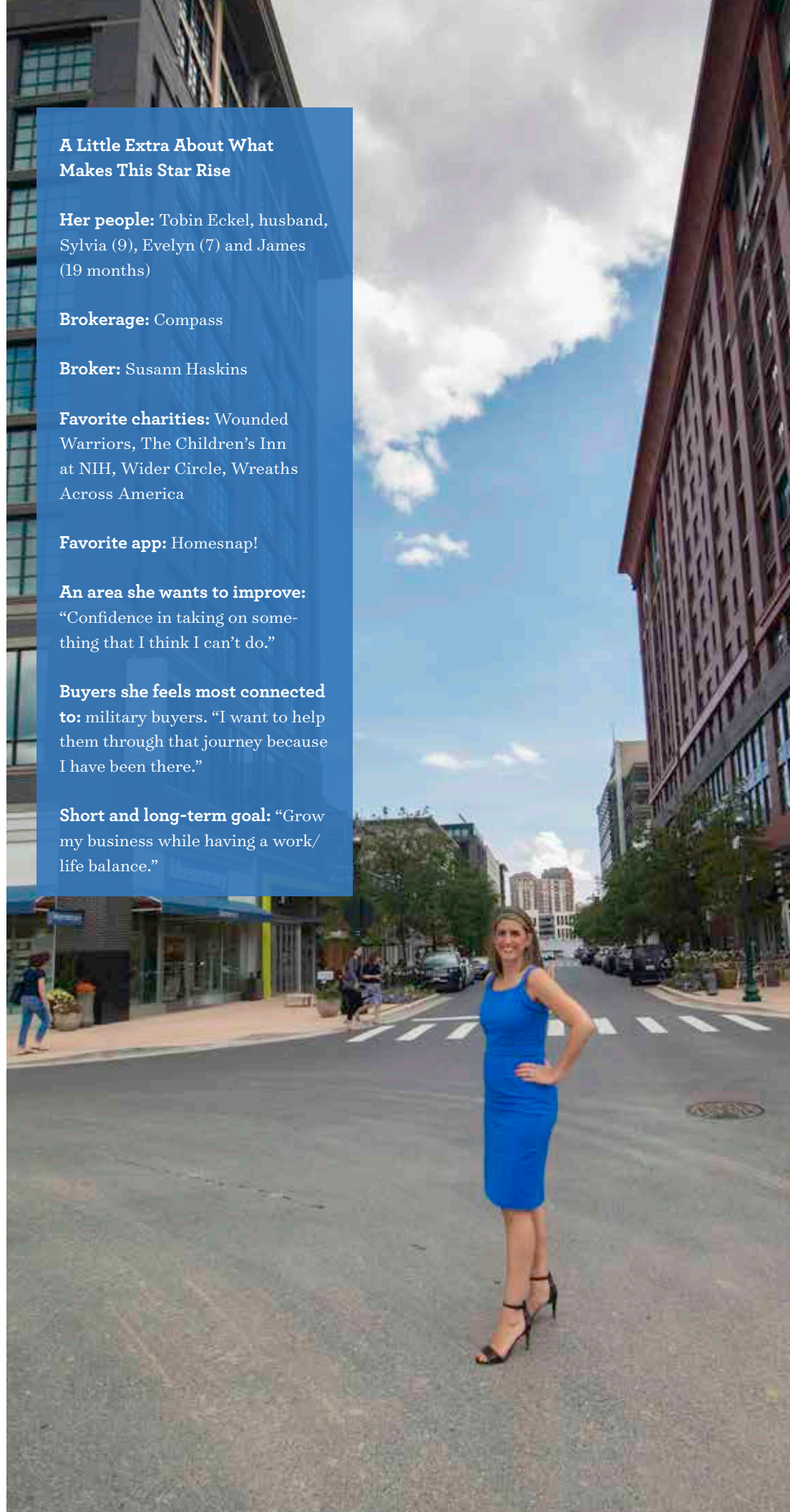
Favorite charities: Wounded Warriors, The Children's Inn at NIH, Wider Circle, Wreaths Across America

Favorite app: Homesnap!

An area she wants to improve: "Confidence in taking on something that I think I can't do."

Buyers she feels most connected to: military buyers. "I want to help them through that journey because I have been there."

Short and long-term goal: "Grow my business while having a work/life balance."



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Meet *Kristin*

Kristin Brindley lives by the motto, “Good People. Good Deeds.” Simple words with a tremendous impact. And it couldn’t be more symbolic of the great and profound way Kristin carries herself and her business.

Kristin started selling Cutco Cutlery during college, and her summer job turned into a 16-year business. “I’ve spoken at hundreds of events to thousands of REALTORS®,” she explains. “I then started Strategic Gifting by adding more suppliers and offering the gifts REALTORS® were asking for. I realized that my top 90 clients out of more than 1,000 REALTORS® did 90% of my business -- the 80/20 rule magnified. They were also the clients I enjoyed working with the most. When I heard about Real Producers, it made so much sense to me. After 14 years of working in alignment with the same company, I ventured into publishing.”

In 2018, Kristin, entrepreneur, publisher, and president of DC Metro Real Producers Magazine, was noted as an up and coming contender within the N2 Publishing arena. With less than one year under her belt, she and her team of three contractors developed a local area publication with over 50 marketing ads, coordinated over 10 area networking events, and orchestrated three area masterminds all directed towards the real estate industry. She has become the vital key to bringing the Top 500 REALTORS® and top housing industry companies together. Kristin has earned the household meme as a real estate connector and someone to know as a who’s who within the real estate industry.

Redefining her success was instrumental in driving what the close of 2018 would look like. In February of





Kristin, Kellie and Avery



2019 STEVIE American Business Awards - Entrepreneur of the Year for Marketing

2018, Kristin launched her second publication, this time focusing on the Northern Virginia (NOVA) real estate community and its supporting teams. Again, she rose to the challenge, bringing together the Top 500 REALTORS® with the area's best-in-the-business housing industry companies. Her team grew from three to nine contractors, she dual launched over 18 networking events, five area masterminds and was able to support several charitable functions. In addition, she doubled her company's net worth by increasing marketing ad sales and growing it by \$600,000.

Now, in 2019, Kristin is on track to cultivate her success and has a vision to double the size of her company with the concept of more publications on the horizon.

"Connecting the Real Producers with each other and the best businesses to support them inspires me," she states. "I see the platform being a center for

communication and collaboration for the top real estate agents to move into the future together. This is a talented group of people who do the majority of the business out of 20,000-plus agents."

Not that there haven't been challenges along the way both personally and professionally, but Kristin chooses to look at them as "growth opportunities." In 2013, Kristin survived cervical cancer while her wife Kellie was pregnant.

"I went through about 40 radiation treatments. I learned a lot about myself and the people around me during that time," Kristin describes. "Avery came five weeks early and three days before I finished treatment. What a blessing it is when you have four pounds of joy to take care of, there is no time to feel bad. I now look at things like working out as something I get to do, not have to do. There is so much to be grateful for."

Kristin has carried that gratitude along with a determination to connect with people into all aspects of her life. She wakes up early and loves having a miracle morning. She makes evenings and weekends with her family a priority with Kellie and their now five-year-old, Avery. Three words show up on her phone

daily: legacy, impact and growth. "I ask myself what am I doing to create these things in the lives of my family and the people around me? How am I moving the needle every day?"

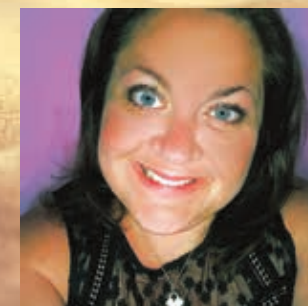
And move the needle she has. "We are starting a Be Local publication, and it looks like a couple more publications are on the way in the next 18 months," she says. "We are constantly thinking about the value we bring to partnerships and how do we undersell and over deliver. Creating a digital app with a partner and a CRM was a big initiative, and the fruit of that labor is about to be realized. We are acquiring great talent and are very excited about the future!"

What began with cutlery has grown exponentially – one day, one page, one goal at a time. With Kristin's genuine warmth and personality combined with her relentless determination and immeasurable vision, there is no limit on what she can not only bring to this industry, but to this world.



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John Lesniewski

» cover story

By Zach Cohen | Photos by Ryan Corvello Photography

REDEFINING SUCCESS



•••

“Don’t buy the suit that’s on sale; buy the suit that you want.”

--Bob Proctor

After over three decades in real estate, John Lesniewski still draws on the teachings of one of his earliest mentors in the business, Bob Proctor. Through Bob, along with other teachers early on in his career, he learned to see the world in a different way.

John was able to change his outlook from one of scarcity to one of abundance. Cooperation took the place of competition. And with that shift, everything in his business began to take off.

“What I did that paid huge dividends was taking tons of training,” John reflects. “Classes. Seminars. Real estate and personal growth training. It changed my attitude. A limited attitude to a more expansive attitude.”

John advises, “Don’t be confined by your own concepts of poverty.”

Real Estate Beginnings

John was only 22 years old when he got his start as a real estate agent. In his 32 years in the business, he has seen the market shift and change, rise and fall -- and he has found success through each turn.

John’s older brother, Jack Bannister, got him into the business. When John was 18, he began working part-time with his brother, who was focusing on VA foreclosures.

“We stayed up drinking all night at Christmas when I was going to go to grad school,” John recalls with a laugh. “He said, ‘I need you to come work with me.’ I said, ‘I’m not going to paint and clean gutters.’ But, he wanted me to be an administrative assistant.”



John with partners: Cheryl Abrams, Jack Bannister and Sam Barbieri



RE/MAX United agents on annual “Day on the Bay”

So at 22, John accepted his brother’s proposition and has never looked back. “He’s very wise,” John says. “I’m fortunate to have him as a brother, mentor, and business partner.”

RE/MAX United Real Estate

John started his career with RE/MAX; but in 2008, when the market began to collapse, the office he had worked at for two decades closed its doors. In the midst of the chaos, John doubled down on his work in real estate, opening his own RE/MAX office -- RE/MAX United Real Estate. His brother, Jack, went in with him as his partner.

Today, RE/MAX United Real Estate has 50 agents and three staff members. John focuses his office with weekly training, encouraging them to always have a plan A, plan B, plan C, and plan D for any scenario.

“The best football coaches make adjustments at halftime,” John says. “We should be able to make adjustments. When I coach the agents, another big mantra we have is: What are your most produc-



“

It’s not all about being the top producer. It’s about living life on your own terms.

...tive, revenue-generating activities? And when that’s not available, what’s your plan B or plan C? What do you do when your appointment cancels? Do you go shopping or go home? Or do you say, ‘Here’s a 90-minute opportunity to visit some builders.’”

John applies the same strategy to his own business. He has developed multiple sources of income. Besides selling real estate as an agent, he is a broker, owns a property management company, and runs John L’s Investor Academy where he partners with other agents on their investments.

“Agents go hunt for houses, find deals, and bring them to me. If it’s a good deal, I provide money for acquisition and renovation, and we split profits 50/50,” he explains. “Who doesn’t want to be a real estate investor? Especially if you have a license. But many agents don’t have the money or expertise. It’s a win-win-win.”

Beyond the Office

“I’m most grateful to be my parents’ kid,” John confides. “My mom always said to us kids growing up -- she is from the Midwest and had this classic sensibility -- whenever we would complain about a task, she would say, ‘That’s no hill for a stepper.’ Meaning get up and go. Do it! I have a lot of my mom’s energy and passion. I have no idea where I’d be if I weren’t my parents’ kid and siblings’ sibling.”

John has two grown children of his own. Luke is 21, and his daughter, Logan, is 18. “They are a huge part of my life,” he boasts.

Besides work, John has two big passions: skiing and soccer. He took four ski trips last year and is planning a trip to Antarctica this fall. On the way through Buenos Aires, he’ll catch a soccer match. His love for soccer runs deep. Although knee injuries have

limited his playing recently, there’s no coincidence his office is named United Real Estate.

(Re)Defining Success

Through all of the years in real estate, John has developed an outlook that goes beyond a singular view of what success looks like. To him, success comes in forms as varied as the people he works with.

“Success is living life on your own terms. Let’s say you are an artist and selling six homes a year allows you to fund your lifestyle to be an artist. You are as much of a success as the person making \$800,000 a year. It’s not all about being the top producer. It’s about living life on your own terms.”

If there’s one thing John has learned in his 30-plus years in the business, it’s how to create success -- on his own terms.

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to June 30, 2019

Rank	Name	Office	Sales	Total
1	Jennifer S Smira	Compass	90	\$71,609,912
2	John T Kirk	Tower Hill Realty	123	\$64,811,336
3	Michael W Rankin	TTR Sotheby's International Realty	22.5	\$55,836,664
4	Alejandro Luis A Martinez	RE/MAX Elite Services	160.5	\$55,190,660
5	David R Getson	Compass	87	\$55,131,504
6	Dana Rice	Compass	45	\$47,750,112
7	Marc Fleisher	TTR Sotheby's International Realty	21	\$45,730,460
8	Avi Galanti	Compass	35	\$40,470,696
9	Melinda L Estridge	Long & Foster Real Estate, Inc.	42	\$37,795,000
10	Wendy I Banner	Long & Foster Real Estate, Inc.	43	\$36,430,100
11	David Orso	Compass	54	\$35,300,088
12	Nurit Coombe	RE/MAX Elite Services	50	\$34,834,472
13	Trent D Heminger	Compass	47.5	\$34,158,752
14	James M Coley	Long & Foster Real Estate, Inc.	40.5	\$34,128,056
15	Barak Sky	Long & Foster Real Estate, Inc.	52.5	\$33,849,804
16	Thomas K Paolini	Redfin Corp	41.5	\$31,550,500
17	Joel S Nelson	Keller Williams Capital Properties	32	\$30,714,656
18	Erich W Cabe	Compass	40.5	\$30,475,950
19	Kimberly A Cestari	Long & Foster Real Estate, Inc.	28	\$30,170,136
20	Eric P Stewart	Long & Foster Real Estate, Inc.	42.5	\$29,876,132
21	Nathan B Dart	RE/MAX Realty Services	65.5	\$29,557,852
22	Christine R Reeder	Long & Foster Real Estate, Inc.	82	\$29,446,900
23	James Bass	Real Estate Teams, LLC	85.5	\$29,019,124
24	Kira Epstein Begal	Washington Fine Properties, LLC	30	\$27,924,300
25	Tyler A Jeffrey	Washington Fine Properties, LLC	34	\$27,001,576
26	Hans L Wydler	Compass	30	\$26,564,476
27	Troyce P Gatewood	RE/MAX Results	61	\$25,370,326
28	Margaret M Babbington	Compass	32	\$25,196,126
29	Antonia Ketabchi	Redfin Corp	30	\$24,416,350
30	Thomas S Hennerty	NetRealtyNow.com, LLC	74	\$24,107,040
31	Michael R Brennan	TTR Sotheby's International Realty	28	\$24,092,750
32	Marshall Carey	Redfin Corp	37	\$23,617,820
33	Chelsea L Traylor	Redfin Corp	45	\$23,522,176
34	Brent E Jackson	TTR Sotheby's International Realty	19.5	\$23,167,680

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to June 30, 2019

Rank	Name	Office	Sales	Total
35	Robert A Sanders	TTR Sotheby's International Realty	20.5	\$22,960,530
36	Andrew Riguzzi	Compass	27	\$22,725,800
37	Bradley J Rozansky	Long & Foster Real Estate, Inc.	20.5	\$21,913,210
38	Carlos A Garcia	Keller Williams Capital Properties	30.5	\$21,861,824
39	Jay A Day	Real Estate Teams, LLC	68.5	\$21,799,396
40	Victor R Llewellyn	Long & Foster Real Estate, Inc.	39	\$21,779,890
41	Anslie C Stokes Milligan	McEneaney Associates, Inc.	24.5	\$21,767,400
42	Robert H Myers	RE/MAX Realty Services	48.5	\$21,413,396
43	Jonathan S Lahey	RE/MAX Fine Living	60	\$20,527,140
44	Meredith L Margolis	Compass	23.5	\$20,249,908
45	Mehrnaz Bazargan	Redfin Corp	38	\$20,219,000
46	Frederick B Roth	Washington Fine Properties, LLC	12	\$20,097,790
47	Christie-Anne Weiss	TTR Sotheby's International Realty	9	\$19,880,000
48	Maxwell E Rabin	TTR Sotheby's International Realty	20.5	\$19,857,880
49	Hazel Shakur	Redfin Corp	53	\$19,736,438
50	Gail E Nyman	RE/MAX United Real Estate	40	\$19,698,600
51	Roby C Thompson III	Long & Foster Real Estate, Inc.	21.5	\$19,642,376
52	Michelle C Yu	Long & Foster Real Estate, Inc.	26.5	\$19,597,400
53	Norman S Domingo	XRealty.NET LLC	52	\$19,555,304
54	Lori Maggin	Rory S. Coakley Realty, Inc.	11	\$19,288,830
55	Charles Dudley	Compass	25	\$19,238,800
56	Daniel M Heider	TTR Sotheby's International Realty	17.5	\$18,956,250
57	Tamara E Kucik	Tower Hill Realty	34.5	\$18,877,940
58	Barbara C Nalls	TTR Sotheby's International Realty	19.5	\$18,754,400
59	D'Ann K Lanning	Compass	29.5	\$18,698,400
60	Bryan Kerrigan	Redfin Corp	36	\$18,569,200
61	Marjorie S Halem	Compass	19.5	\$18,566,350
62	Thomas F Faison	RE/MAX Allegiance	19.5	\$18,379,604
63	Elaine K Koch	Long & Foster Real Estate, Inc.	26	\$18,272,488
64	Lisa C Sabelhaus	RE/MAX Town Center	41.5	\$18,161,998
65	Thomas Lindsay Reishman	Compass	26	\$17,919,250
66	Rina B. Kunk	Compass	16.5	\$17,729,050
67	Jane Fairweather	Long & Foster Real Estate, Inc.	19	\$17,724,278
68	Russell A Firestone III	TTR Sotheby's International Realty	10	\$17,573,500
69	Judy G Cranford	Cranford & Associates	21	\$17,469,800
70	Daryl Judy	Washington Fine Properties ,LLC	13.5	\$17,460,900
71	Leslie B White	Redfin Corp	23	\$17,383,096

Rank	Name	Office	Sales	Total
72	Elysia L Casaday	Compass	20.5	\$17,208,488
73	Tim Barley	RE/MAX Allegiance	24	\$17,021,860
74	Daniel F Metcalf	Long & Foster Real Estate, Inc.	25.5	\$16,979,876
75	Delilah D Dane	Redfin Corp	29	\$16,830,876
76	Sheena Saydam	Keller Williams Capital Properties	36	\$16,809,328
77	Marjorie R Dick Stuart	Keller Williams Capital Properties	17.5	\$16,770,500
78	Lauren E Davis	TTR Sotheby's International Realty	15	\$16,650,400
79	Corey C Burr	TTR Sotheby's International Realty	12	\$16,597,500
80	Jonathan D Taylor	TTR Sotheby's International Realty	6.5	\$16,534,000
81	Gary J Rudden	RE/MAX REALTY SERVICES	17	\$16,522,400
82	Marsha M Schuman	Washington Fine Properties, LLC	13	\$16,432,790
83	Cheryl R Leahy	Long & Foster Real Estate, Inc.	19	\$16,356,850
84	Mansour F Abu-Rahmeh	TTR Sotheby's International Realty	20.5	\$16,307,350
85	David R Bediz	Keller Williams Capital Properties	22	\$16,279,400
86	Carmen C Fontecilla	Compass	31	\$16,210,650
87	Loic C Pritchett	TTR Sotheby's International Realty	18.5	\$16,210,088
88	Long T Ngo	Redfin Corp	33.5	\$16,099,358

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to June 30, 2019

Rank	Name	Office	Sales	Total
89	Juan Umazor Jr.	Long & Foster Real Estate, Inc.	53.5	\$16,064,380
90	Nancy S Itteilag	Washington Fine Properties, LLC	11.5	\$15,971,500
91	Marin Hagen	Coldwell Banker Residential Brokerage	11.5	\$15,964,500
92	Lisa R Stransky Brown	Washington Fine Properties, LLC	16	\$15,828,400
93	Karen D Rollings	Berkshire Hathaway HomeServices PenFed Realty	34	\$15,745,361
94	Michael J Schaeffer	Coldwell Banker Residential Brokerage	13	\$15,496,725
95	Cynthia L Howar	Washington Fine Properties, LLC	6.5	\$15,087,500
96	John L Lesniewski	RE/MAX United Real Estate	42	\$15,075,775
97	Anne C Killeen	Washington Fine Properties, LLC	11.5	\$15,063,750
98	Stacy M Allwein	Century 21 Redwood Realty	42.5	\$14,999,750
99	Andres A Serafini	RLAH Real Estate	25.5	\$14,928,796
100	Margot D Wilson	Washington Fine Properties, LLC	12.5	\$14,921,750
101	Susan G Maguire	Washington Fine Properties, LLC	10	\$14,839,740
102	Patricia G Mills	RE/MAX Achievers	45.5	\$14,808,400
103	Preston E Innerst Jr.	EYA Marketing, LLC	15	\$14,771,860
104	Joseph C Mascio	Redfin Corp	27	\$14,671,900
105	Elizabeth M Burrow	Keller Williams Realty Centre	29	\$14,618,512

Rank	Name	Office	Sales	Total
106	Alecia R Scott	Long & Foster Real Estate, Inc.	35	\$14,599,388
107	Eric M Broermann	Compass	19.5	\$14,582,363
108	Leslie C Friedson	Compass	14	\$14,486,050
109	Justin Kitsch	TTR Sotheby's International Realty	18	\$14,425,000
110	Elizabeth J D'Angio	Washington Fine Properties, LLC	6.5	\$14,364,500
111	Tina C Cheung	EXP Realty, LLC	33.5	\$14,137,855
112	Carl G Becker	Premier Properties, LLC	13	\$14,068,000
113	Farrah E Morgan	Redfin Corp	37	\$14,052,403
114	Amanda M Lasko	Redfin Corp	26.5	\$13,976,301
115	Traudel Lange	Compass	9	\$13,854,500
116	Pamela B Wye	Compass	13	\$13,838,945
117	Cara Pearlman	Compass	24	\$13,797,650
118	Carolyn N Sappenfield	RE/MAX Realty Services	16	\$13,796,500
119	Joshua D Ross	RE/MAX Realty Services	12	\$13,628,150
120	Kelly W Williams	TTR Sotheby's International Realty	13.5	\$13,620,688
121	Eva M Davis	Compass	14.5	\$13,614,849
122	Kara K Sheehan	Washington Fine Properties, LLC	8	\$13,595,000
123	Corey J Lancaster	EXIT Right Realty	37.5	\$13,415,740
124	Eric Steinhoff	EXP Realty, LLC	27	\$13,366,568
125	Jason E Townsend	Keller Williams Capital Properties	19	\$13,302,885
126	Michael Gailey	Compass	17.5	\$13,260,900
127	Katri I Hunter	Compass	17	\$13,254,100
128	Rachel P Levey	Compass	15	\$13,199,500
129	Jennifer T Chow	Long & Foster Real Estate, Inc.	12	\$13,159,145
130	Kenneth M Abramowitz	RE/MAX Town Center	31	\$13,115,299
131	Steve C Agostino	Compass	12	\$13,058,000
132	Rex Thomas	Samson Properties	24	\$12,978,467
133	Mandy Kaur	Redfin Corp	25	\$12,974,400
134	Jean M Bourne-Pirovic	Long & Foster Real Estate, Inc.	27	\$12,949,815
135	Aret Koseian	Compass	24.5	\$12,915,300
136	Margaret M Ferris	Compass	15	\$12,898,500
137	Keith James	Keller Williams Capital Properties	35	\$12,879,875
138	Cheryl A Kurss	Compass	12	\$12,843,850
139	Robert Jenets	Stuart & Maury, Inc.	14	\$12,839,500
140	Scott J Swahl	Redfin Corp	28	\$12,756,900
141	Gladwin S D'Costa	Maryland REO Realty, LLC	57	\$12,707,335
142	Daniel B Register IV	Northrop Realty, A Long & Foster Company	44	\$12,674,918

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to June 30, 2019

Rank	Name	Office	Sales	Total
143	Marilyn G Charity	Washington Fine Properties, LLC	6.5	\$12,660,000
144	Dominique Rychlik	Long & Foster Real Estate, Inc.	12	\$12,654,000
145	Nancy L Mannino	Long & Foster Real Estate, Inc.	12.5	\$12,459,400
146	Barbara A Ciment	Long & Foster Real Estate, Inc.	27	\$12,223,000
147	Todd A Vassar	Compass	15.5	\$12,214,713
148	Ginette R. Winston	Winston Real Estate, Inc.	18	\$12,187,500
149	John T Pruski	Jack Realty Group	7.5	\$12,065,000
150	Lawrence M Lessin	Homes By Owner	37	\$12,059,200
151	Renee M Peres	Compass	17.5	\$11,889,900
152	Nicholas W Poliansky	Keller Williams Preferred Properties	37	\$11,884,000
153	Anne H Weir	Washington Fine Properties, LLC	6.5	\$11,881,250
154	Fleur V Howgill	TTR Sotheby's International Realty	13	\$11,829,400
155	Casey C Aboulafla	Compass	17	\$11,816,750
156	J P Montalvan	Compass	20.5	\$11,741,000
157	Timothy W Brooks	Keller Williams Realty Centre	39	\$11,725,455
158	Todd C Harris	Long & Foster Real Estate, Inc.	16	\$11,715,000
159	Lori M Leasure	Washington Fine Properties	7	\$11,702,000
160	Annabel D Burch- Murton	Compass	11	\$11,656,000
161	Anne-Marie R Finnell	TTR Sotheby's International Realty	15	\$11,632,776
162	Debra P Noone	Redfin Corp	31	\$11,626,143

Rank	Name	Office	Sales	Total
163	Ross A Vann	Compass	12	\$11,617,590
164	Kenneth C Germer	Compass	15	\$11,572,400
165	Elizabeth M Brent	GO BRENT, INC.	17	\$11,564,750
166	Amir Tabatabai	TTR Sotheby's International Realty	15	\$11,533,811
167	David A Ehrenberg	Redfin Corp	24	\$11,513,010
168	Adewemimo D Collins	Redfin Corp	33	\$11,425,079
169	Rebecca J Love	Redfin Corp	15	\$11,413,150
170	Kenneth A Grant	RE/MAX Plus	32	\$11,367,750
171	John Coleman	RLAH Real Estate	19	\$11,275,050
172	Lise Courtney M Howe	Keller Williams Capital Properties	21	\$11,271,000
173	Monica Bryant	Redfin Corp	26	\$11,192,900
174	Andrea S Alderdice	Long & Foster Real Estate, Inc.	15	\$11,189,250
175	Amalia B Morales Garicoits	RLAH Real Estate	14	\$11,098,900
176	Vincent E Hurteau	Continental Properties, Ltd.	18	\$11,051,000
177	Seth S Turner	Compass	17	\$11,043,855
178	William J Skipworth	DC Living Real Estate LLC	13	\$11,020,530
179	Mynor R Herrera	Keller Williams Capital Properties	26.5	\$11,009,614

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to June 30, 2019

Rank	Name	Office	Sales	Total
180	Toni A Ghazi	Compass	12.5	\$10,946,900
181	Katherine Scire	Redfin Corp	17	\$10,905,729
182	Claudia B Donovan	Compass	10	\$10,900,745
183	Craig O Smith	Redfin Corp	25	\$10,884,099
184	Koki Waribo Adasi	Compass	15.5	\$10,797,749
185	Luis A Vivas	Keller Williams Capital Properties	19	\$10,772,900
186	Kerry E Fortune	Washington Fine Properties, LLC	8.5	\$10,699,609
187	Melanie M Hayes	TTR Sotheby's International Realty	12	\$10,681,900
188	JT Powell	Coldwell Banker Residential Brokerage	28	\$10,664,705
189	Aya Netanel	Magnolia Realty LLC	18	\$10,637,500
190	Kathleen A King	Washington Fine Properties, LLC	9	\$10,604,360
191	Faith M Rosselle	Rosselle Realty Services	38	\$10,583,585
192	Mary Lynn White	Compass	9	\$10,571,499
193	James E Gregory	Washington Fine Properties, LLC	12	\$10,552,050
194	Peter J Ferguson	Compass	15.5	\$10,536,900
195	Alexander J Heitkemper	Long & Foster Real Estate, Inc.	22	\$10,532,800
196	Richard Michael Morrison	Redfin Corp	17	\$10,520,400
197	Sylvia Bergstrom	Coldwell Banker Residential Brokerage	6.5	\$10,500,500
198	Itamar Simhony	RE/MAX Elite Services	14.5	\$10,498,400
199	Anthony Mason	Keller Williams Preferred Properties	28.5	\$10,479,830
200	Michael E Shapiro	Compass	13	\$10,391,950
201	Mitchell J Toland Jr.	Redfin Corp	28	\$10,319,050
202	Ioannis Konstantopoulos	TTR Sotheby's International Realty	16	\$10,312,295
203	Justin Tanner	RE/MAX Allegiance	14.5	\$10,282,354
204	Brandon Hoffman	Redfin Corp	23.5	\$10,275,970
205	John P. R. Lee	RE/MAX Success	15.5	\$10,257,770
206	Amanda Briggs	Keller Williams Capital Properties	16	\$10,231,500
207	Robert Crawford	Washington Fine Properties, LLC	10.5	\$10,178,000
208	Mark A Hudson	McEneaney Associates, Inc.	18	\$10,172,600
209	Maribelle S Dizon	Redfin Corp	22	\$10,110,800
210	Graham Grossman	RLAH Real Estate	13	\$10,068,900
211	Catherine L Davila	Redfin Corp	23	\$10,050,000
212	Crystal M Crittenden	Compass	11	\$10,027,750
213	Nicholas P Chaconas	Redfin Corp	23	\$9,993,300
214	Richard A Fox	RE/MAX Realty Centre, Inc.	23	\$9,989,100
215	Meredith M Fogle	Old Line Properties	15	\$9,966,550
216	shuang zhao	Signature Home Realty LLC	26	\$9,923,300

Rank	Name	Office	Sales	Total
217	Michael J Matese	Compass	9	\$9,921,000
218	Jill C Coleman	RE/MAX Realty Centre, Inc.	24	\$9,911,099
219	David DeSantis	TTR Sotheby's International Realty	6.5	\$9,883,950
220	Heidi E Hatfield	Washington Fine Properties, LLC	4.5	\$9,875,000
221	Andrew K Goodman	Goodman Realtors	20.5	\$9,872,400
222	Daniel W Hozhabri	Keller Williams Realty Centre	31	\$9,865,250
223	Brian Smith	Compass	9	\$9,849,987
224	Peter D Grimm	Berkshire Hathaway HomeServices PenFed Realty	12.5	\$9,840,400
225	Dana S Scanlon	Keller Williams Capital Properties	13	\$9,769,311
226	Robert G Carter	Compass	18	\$9,760,950
227	Rheetuparna Pal Mahajan	Redfin Corp	20	\$9,693,300
228	Marcus B Wilson	Redfin Corp	20	\$9,692,500
229	Rory Obletz	Redfin Corp	19	\$9,671,300
230	Asif Qadir	RE/MAX Premiere Selections	16	\$9,656,400
231	Michael J Altobelli	RE/MAX Realty Services	25	\$9,643,600
232	Carrie Babbington Hillegass	Compass	7.5	\$9,558,210
233	Annette H Sante	Redfin Corp	22	\$9,538,700

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to June 30, 2019

Rank	Name	Office	Sales	Total
234	Eric Murtagh	Long & Foster Real Estate, Inc.	6.5	\$9,522,000
235	Robert Hryniewicki	Washington Fine Properties, LLC	6	\$9,401,500
236	Louis G Cardenas	TTR Sotheby's International Realty	6	\$9,389,500
237	Theresa Helfman Taylor	Keller Williams Capital Properties	17	\$9,366,000
238	Michael W Patrick	RE/MAX United Real Estate	32	\$9,359,758
239	Andrew A Werner Jr.	RE/MAX Realty Group	26	\$9,356,575
240	Sergei A Goumilevski	RE/MAX Realty Services	18	\$9,334,224
241	Michael B Aubrey	Compass	12	\$9,313,360
242	Matthew M Koerber	TTR Sotheby's International Realty	11.5	\$9,303,350
243	John A Coplen	Long & Foster Real Estate, Inc.	9	\$9,288,000
244	Melissa G Bernstein	RE/MAX Realty Group	16.5	\$9,251,900
245	Lance S Horsley	Keller Williams Capital Properties	18.5	\$9,215,774
246	Nadia B Nejaime	Compass	9	\$9,170,500
247	Michelle Hodos	Long & Foster Real Estate, Inc.	24	\$9,140,700
248	Matthew E Murton	Long & Foster Real Estate, Inc.	13	\$9,086,000
249	Nicole Roeberg	Redfin Corp	14	\$9,085,400
250	Michael W Moore	Compass	14	\$9,072,011

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Rank	Agent	Office	Sales	Total
76	William Walker	Long & Foster Real Estate, Inc.	6.5	\$9,522,000
77	Andrew Kambick	Washington Fine Properties, LLC	6	\$9,401,500
78	Elizabeth Cavalli	TTR Sotheby's International Realty	6	\$9,389,500
79	Christine Taylor	Keller Williams Capital Properties	17	\$9,366,000
80	Michael W Patrick	RE/MAX United Real Estate	32	\$9,359,758
81	Andrew A Werner Jr.	RE/MAX Realty Group	26	\$9,356,575
82	Sergei A Goumilevski	RE/MAX Realty Services	18	\$9,334,224
83	Michael B Aubrey	Compass	12	\$9,313,360
84	Matthew M Koerber	TTR Sotheby's International Realty	11.5	\$9,303,350
85	John A Coplen	Long & Foster Real Estate, Inc.	9	\$9,288,000
86	Melissa G Bernstein	RE/MAX Realty Group	16.5	\$9,251,900
87	Lance S Horsley	Keller Williams Capital Properties	18.5	\$9,215,774
88	Nadia B Nejaime	Compass	9	\$9,170,500
89	Michelle Hodos	Long & Foster Real Estate, Inc.	24	\$9,140,700
90	Matthew E Murton	Long & Foster Real Estate, Inc.	13	\$9,086,000
91	Nicole Roeberg	Redfin Corp	14	\$9,085,400
92	Michael W Moore	Compass	14	\$9,072,011

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