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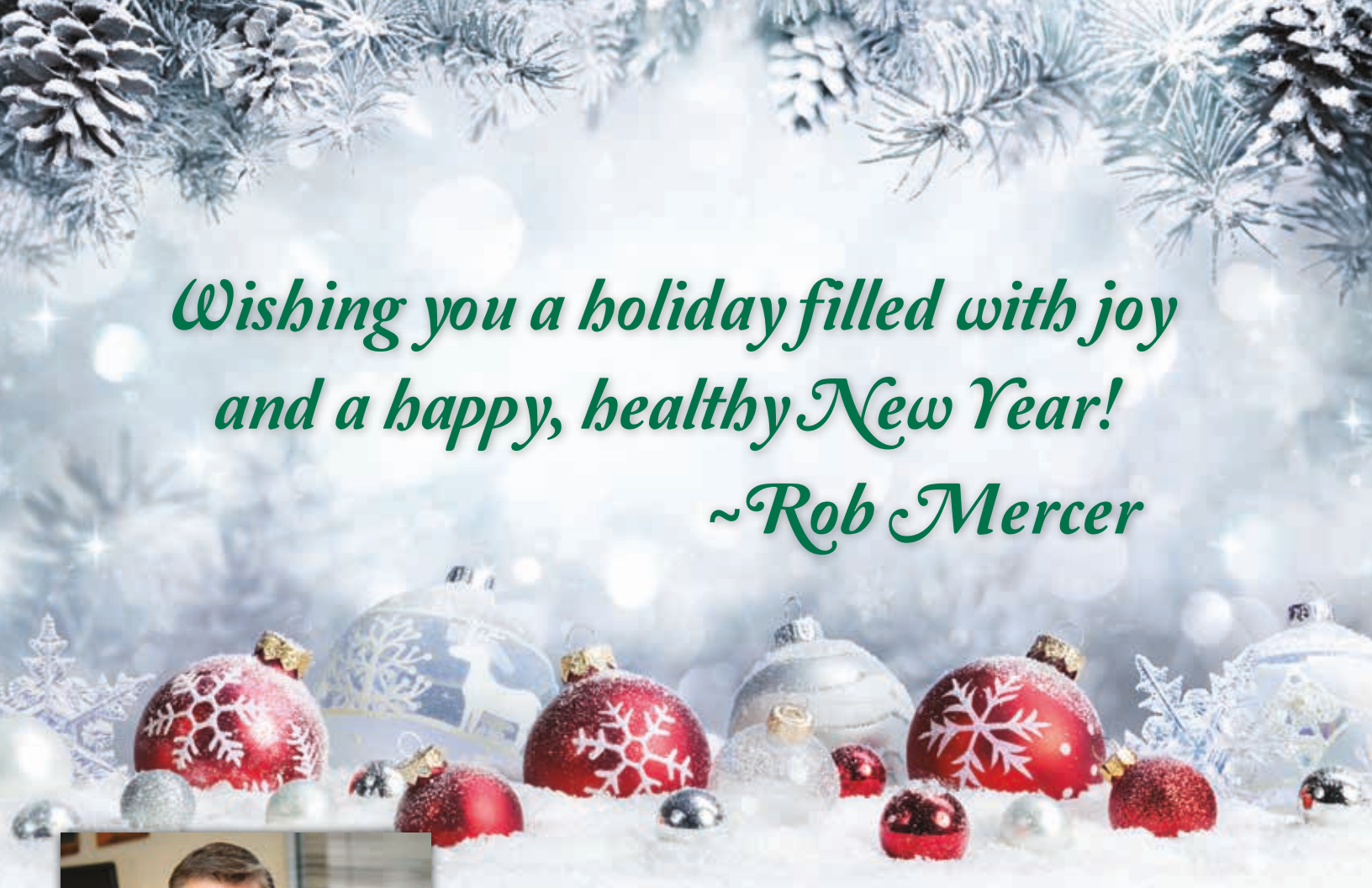
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# Golden Nuggets



**Dana Rice**  
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**Christina Miller**  
Compass Real Estate

"Success is liking yourself, liking what you do, and liking how you do it." —Maya Angelou



**Tiffany Parker**  
Parker Interiors

"[The biggest win-win for us is] when our clients are pleased with the product, they receive multiple offers, and they sell fast. We love what we do, so the fact that it helps people achieve their goals is a win-win for us every time."



**Veera Phillips**  
Keller Williams  
Preferred Properties

"To be sure, there have been choices that have led me here, and if I had made different choices, I wouldn't be here. 'Here' is not so bad."

"Time slips by, and you often put off having experiences because you think you are like Methuselah and have all the time in the world and that you get second chances. Sometimes you do, but most of the time, you don't."

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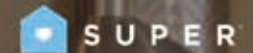
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By Christina Daves



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## What Will Be Different In 2020?

If you look back on the year from 2018 to 2019, did you do anything differently? Did you implement a visibility plan? Did you grow your social media following? Did you pitch the media? Did you create a lead generation tool to share with prospective clients? If you answered no to any of these questions, it's time for a shift in 2020. Albert Einstein said it best, "The definition of insanity is doing the same thing over and over again and expecting different results."

Here is your 2020 checklist to make that change:

- Create something of value that potential clients would be willing to give you their name and email

address in exchange for. Maybe it's a checklist, a PDF, a guide, or a video to help them in their real estate process.

- Create valuable content on social media, preferably live video, that provides value to your potential clients. Lay out a content plan for each quarter, so you aren't scrambling to figure out topics to cover.
- Create an evergreen media-pitching plan that has ideas of what to pitch the local media every month. Evergreen means it's not timely. It could be related to seasonality or a holiday. Make sure you're ready to jump on a timely or trending story as it happens.
- Lastly, put together your list of local real estate journalists. Find them on social media, then connect, comment, and share.

Without making a change, you won't see a transformation. Using media to grow your real estate business is simple and can have life-altering effects.

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*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.Chatwith-Christina.com](http://www.Chatwith-Christina.com), and learn more about her at [www.ChristinaDaves.com](http://www.ChristinaDaves.com).*

▶▶ partner spotlight

By Zachary Cohen | Photos by Ryan Corvello Photography



# TIFFANY PARKER

## Founder/CEO, Parker Interiors



“I originally intended to become a real estate agent, but I came across a book by Barbara Schwartz, the founder of stagedhomes.com, while looking for real estate study guides at the bookstore,” Tiffany recalls. Only a week later, Tiffany started working on the plans for her own staging business.

### Parker Staging

Today, Parker Staging is a go-to staging resource in the D.C. metro area. Their business philosophy continues to be focused on service, value, and partnership. “We believe that staging is an essential service in today’s real estate market,” Tiffany explains. “For sellers who do not want to face price reduction after price reduction, staging is a small price to pay for putting your best effort forward from the beginning.”

“We believe in service,” Tiffany continues. “I come from a service background, and I have ingrained that into the business. We exist to help our clients. My entire team goes above and beyond to satisfy our clients at every level of the business. We just want to be helpful.”

With a focus on relationships, Tiffany and her team at Parker Staging recognize that their job is both to stage a home effectively and to care for their clients’ personalized needs. “I really value my clients. I enjoy helping them solve problems. Most of my clients know that I will go above and beyond for them. I view it as a partnership versus a client relationship.”

### The Art of Staging

Home staging helps real estate sellers and buyers by setting a mood, lifestyle, and character for a home, making it easier to visualize its potential. With the right furniture and dressings, smaller, empty rooms come alive with style and personality.

Tiffany sees staging as the art of preparing a home for sale. She works with her team to apply the fundamentals of design to make homes appealing to the broadest number of individuals.

“The goal of staging is to sell homes faster and for more money,” Tiffany states. “We help homeowners, agents, builders, and investors do this by

## INDIVIDUALIZED STAGING SOLUTIONS

*“[The biggest win-win for us is] when our clients are pleased with the product, they receive multiple offers, and they sell fast. We love what we do, so the fact that it helps people achieve their goals is a win-win for us every time.”*



After building a successful career in foreign and public policy, Tiffany Parker recognized she was in need of a career change. She had worked in both the public and private sectors for years, but always had a passion for architecture. So ten years ago, she decided to follow that passion in real estate.





Tiffani Darby, Admin Assistant; Lauren Kee, Marketing Assistant; Tiffany Parker, Founder/ CEO; Christopher Walters, Designer; Izza Malik, Operations. Assistant

enhancing interiors and helping to overcome buyer obstacles.”

With a business designed to help clients achieve their personalized goals, rather than a canned approach, Tiffany is able to provide custom solutions for each and every home.

“I want [real estate agents] to know that we have a deep understanding of their needs, and the business is designed to help them and their clients achieve their goals. From our walk-and-talk consultations, staging at nearly every price point, and occupied stagings to furniture sales and staging education, we try to accommodate and grow the business in ways that are useful to our clients.”

Every day in real estate is different. As a result, Tiffany practices presence, giving her the ability to help each and every client to the best of her ability.

### Beyond the Office



Tiffany carries her zest for life beyond the office and into every part of her world. She loves to travel (she has visited 24 countries in total), and cherishes time in nature, fitness, yoga, reading, and meditation. Tiffany understands that keeping herself mentally, physically, and emotionally healthy al-

lows her to show up fully in her work every day. Her focus on self-care also enables her to continue to see the positive side of things — a blessing in a stressful real estate environment.

“I do one thing for myself every day,” she explains. “Bob Marley said, ‘Some people feel the rain; others just get wet.’ This quote reflects my life philosophy that everything is about perspective. I believe in seeing the sunny side of life.”

“Success is peace within oneself. It is when the life you are living is in alignment with the life you feel you should be living.” Both in and out of the office, Tiffany is, in fact, living the life she is meant to live.

For more information, please visit [parkerinteriorsdc.com](http://parkerinteriorsdc.com).

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-Sarah Yelton from Gainesville, VA

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

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# VEERA PHILLIPS

## *Looking Behind The Curtain*

*"To be sure, there have been choices that have led me here, and if I had made different choices, I wouldn't be here. 'Here' is not so bad."*

Growing up in Washington, D.C., Veera Phillips lived a drastically different life than the one she does today. It was those early experiences that shaped who she is and drove her to the success she enjoys in real estate and life.

Veera is the 2019 President of the Prince George's County Association of REALTORS®. Becoming the president was the culmination of many years of wanting to "look behind the curtain," first as a committee member serving on the Community

Service Committee, then as a board member. Veera eventually moved up the ladder to serve on the Executive Committee as an officer of the board, and now, as president.

"Serving real estate agents has been a fabulous experience, giving me the opportunity to share with others all across the state of Maryland — in service to homeowners and soon-to-be homeowners. The education and legislative work that the association does is renowned and award-winning. Serving has been a 'Wow!' experience," Veera shares.

Today, Veera is an associate broker with Keller Williams Preferred Properties, the largest single office in Washington, D.C.,

▶▶ a cool life story

By Zachary Cohen | Photos by Ryan Corvello Photography

...

with over 560 agents serving the metropolitan area. Along with Cindy Singh, the co-team leader, Veera's plan is to grow her team and become the real estate agent of choice in Prince George's County.

### Humble Roots

Back in the 1960s, Life magazine did an article about the neighborhood that Veera was raised in; the piece was titled, "A Ghetto in the Shadow of the Capitol Building."

"We lived on 2nd and F St. NW... I didn't know I lived in a ghetto [then]," Veera reflects.

Her father was an entrepreneur. He had a small fleet of dump trucks and a salvage yard for construction materials. It was through her dad that Veera got her first taste of sales and entrepreneurship.

"He would have us sell fruits and Christmas trees every year from that salvage yard. That was the beginning of my sales training," she smiles.

Despite her father's innovative nature, Veera's family still struggled financially. They moved around a lot when she was growing up. When Veera's mother, at 83, had to move from a three-level townhome into a one-bedroom apartment because the landlord increased the rent by \$300, Veera was inspired to make a change. At that moment, she decided to give real estate sales a shot.

### A Real Shift

"Becoming a real estate agent required a major attitude adjustment, improved self-esteem, and lots of mindset changes," Veera recalls. "I had to toughen up, become less gullible, and learn to ask questions. I am still working on the asking questions part."

Veera is passionate about helping families that come from similar backgrounds to her own. "The state of African American homeownership has declined to numbers lower than in 1968," Veera explains. As a result, she's focused on improving education about the importance of homeownership in her community.

One of her proudest moments was when she became a homeowner herself. Another was when she owned her home free and clear — when the mortgage was paid off. "[I love] my varied experience



working with people to build wealth through homeownership," Veera says.

Veera admits there are some frustrations with her job on a daily basis — like communication, getting people to hear her message and respond, and finding motivated individuals to work with — but overall, she couldn't be happier with where she is today.

"[The biggest reason for my success has been] looking behind the curtain.

Wanting to know what I was NOT being told," Veera explains. "Time slips by, and you often put off having experiences because you think you are like Methuselah and have all the time in the world and that you get second chances. Sometimes you do, but most of the time, you don't."

Veera is making sure that she's taking full advantage of all the time she has.

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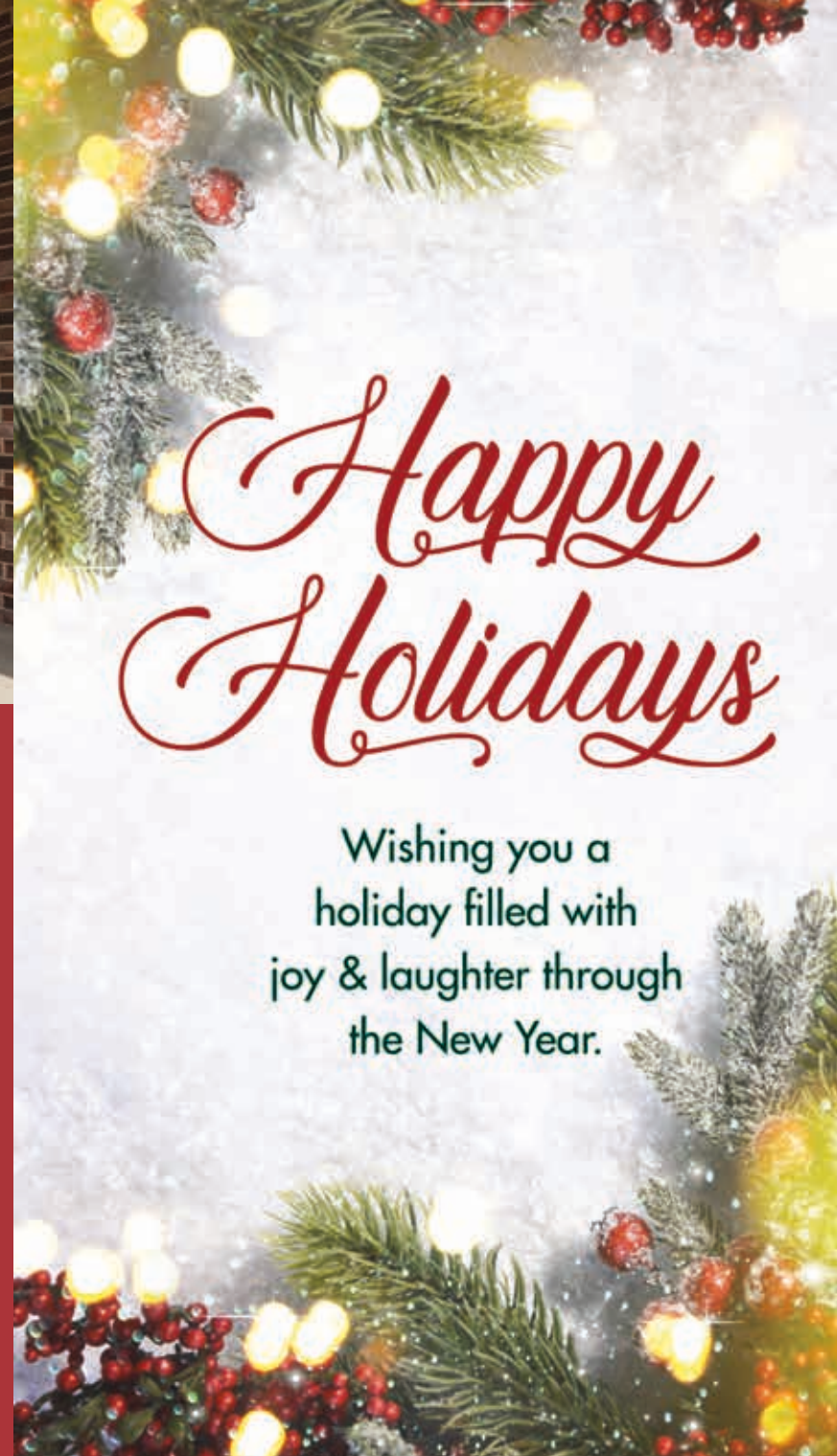
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By Karen Wenner Cooper

# Don't try to manage your time, learn to

# MASTER IT. Part 2



Last month, we covered the importance of the concept of yes = no. This month, I want to get super tactical with you and cover “do, delegate, delete.”

Do, delegate or delete is a powerful action system that can be applied to your email inbox, your mail, even requests on your schedule. Here's how.

When something comes across your desk, your inbox, or your calendar, ask these questions and apply one of these actions to it:

Is this a HIGHEST VALUE activity for you?

Something that only you can or should do?

Will this task/email/appointment be dollar-productive for your business?

If the answer to these questions is yes for you, then DO it now, or schedule it on your calendar to do at a later time. If the answer is no, then move on to delegate or delete. Examples of these,

for me, are driving my kids to school, prospecting within my database, and coaching my team.

Next, can you hire someone to complete this task for less than your hourly rate?

Your time is money. Just because you can scrub your toilets, should you really? What else could you do with the hour that it takes to grocery shop or clean your house? Could you have lunch with an A+ client or write notes to your database? What about spending that time reading with your children? If you can hire someone to do it for you for less, then DELEGATE, or move on to delete.

So you've identified that it's not a high-value activity for you. You aren't the only one who can or should do it. It's not dollar-productive. You can hire someone to do it for you for less than your hourly rate, but maybe you don't want to.

Let. It. Go. DELETE. Look at your current season of life and business and recognize that you can't do everything. How many things are you doing out of obligation, or because you think you're supposed to, or because you always have? Just because you are saying no to something right now doesn't mean there won't be another time in your life when it will be appropriate for you.

As with most things, give yourself a break. It's all about progress, not perfection. Identify the priorities in your life and your business right now and focus there. It's okay to ask for or hire help or to not do it at all. Your life, your schedule, your choice.

**Next Month:** Establishing Boundaries



Karen Wenner Cooper is a wife, mom of three boys, real estate veteran, and owner of the

31-woman (and 1 brave man!)-strong Platinum Group Real Estate team at Pearson Smith Realty, located in Leesburg, Virginia. She is the founder of Empowering Women In Real Estate, a nationwide group of 10,000-plus women, and is the principal behind Empower Coaching by Karen Cooper, providing coaching and marketing systems for REALTOR<sup>®</sup>. Connect with Karen on Instagram @karen.w.cooper.



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rising star

By Katie Moore | Photos by A  
Claire Vision Photography

# CHRISTINA MILLER

Daring To Be Different



I AM JUST GETTING STARTED, AND HAVE SO MUCH MORE TO LEARN AND EXPERIENCE. THIS IS THE JOB THAT KEEPS YOU ON YOUR TOES. THE INDUSTRY IS CONSTANTLY CHANGING, SO YOU HAVE TO CHANGE WITH IT AND STILL FIND A WAY TO BE DIFFERENT.

aged me to take my career to the next level, and I wouldn't be where I am today without him. He is my biggest cheerleader in the business."

The biggest game-changer in her business was the decision to go into a partnership with CJ Rader. "We realized we can do so much more together. We push each other, help each other, and, at the end of the day, are great friends and have each other's backs. We are both extremely involved in each of our clients' home buying processes," she explains.

In reading "The Miracle Morning," Christina discovered the value of self-care. "I have learned that you have to make time for yourself, which gives you the ability to be completely focused on your clients and give them your best."

She loves to play golf when she is not selling homes. "It helps clear my head and stay focused. It's a game, like real estate, that challenges you to your full potential."

That focus has paid off tremendously in her real estate career. "Real estate is 100 percent what you put into it. If you put in the hard work, the results will come, and I like challenging myself to constantly do more," she says with a smile. "My favorite part of being a REALTOR® is the relationship you build with every client. Every client has a different journey, which keeps it exciting, but being able to help them reach the same end goal is what keeps me going. I want to provide value and not just open doors."

She recognizes that she still has so much to learn, which is what keeps Christina excited about the business. "I am just getting started, and have so much more to learn and experience. This is the

job that keeps you on your toes. The industry is constantly changing, so you have to change with it and still find a way to be different."

And different is what makes her stand apart, with a relentless vision of success and a passion that is contagious. Christina Miller is just getting started.



"Success is liking yourself, liking what you do, and liking how you do it." —Maya Angelou

Christina Miller embodies success. As she describes it, "Success is about finding something you are passionate about and adding value."

She grew up in the area with real estate in her blood. Many of her family members are in the industry, which makes her no stranger to the competitive nature of the business. But the love of real estate and the love of helping clients was something she discovered on her own.

"I became a REALTOR® because I wanted to do something that had meaning behind it. Real estate is a business where you help people in their happiest times and also their hardest times. There are a lot of emotions involved, and I love helping people get to where they need to be and being the voice of reason," she states. "I have been in real estate since I graduated from college. I got my first job out of college working with the Wydler Brothers as their listing coordinator. I thought it would be a job to get my feet on the ground, but it turned into more than I could have ever imagined. Hans Wydler encour-

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# What is your greatest accomplishment in 2019?



**ANDREW GOODMAN**  
GOODMAN REALTOR®

Providing more of an auto-mated transaction system for my agents so they can spend more time with their clients and, more importantly, their families.



**KIMBERLY CESTARI**  
LONG & FOSTER REAL ESTATE

Building a house from the ground up, moving three times in four months due to builder delays, still working full-time (and achieving No. 1 status for Long & Foster), and staying sane at the same time!



**DAN DEIST**  
TOP TO BOTTOM SERVICES

In 2019, we finally achieved citizenship for Pedro Garcia. I had agreed to sponsor him over five years ago to get his resident green card. He and I celebrated this past September when he received his acceptance letter from the United States of America!



**ZELDA HELLER**  
LONG & FOSTER REAL ESTATE

My greatest accomplishment in 2019 was learning how to balance my work life with my personal goals, such as spending time with our newly born granddaughter. With the support of my partners and team, I have succeeded without reducing my passion for real estate or lessening our achievements.



**RICH STEWART**  
JK MOVING SERVICES

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**JOHN YOUNG**  
RE/MAX EXCELLENCE REALTY

Speaking in public for the first time on a national stage. Then, being selected to speak at the NAR annual conference in San Francisco this fall.



**EMILY JACKSON**  
RE/MAX PROFESSIONALS

Closing on a house that I had been working to get the listing for two years.



**ANNE-MARIE FINNELL**  
TTR SOTHEBY'S INTERNATIONAL REALTY

My greatest accomplishment in 2019 was saying hello to Orange Theory and saying goodbye to my muffin top!



**VERONICA SEVA-GONZALEZ**  
KELLER WILLIAMS CAPITAL PROPERTIES

More time with my family. For over 14 years, I've worked 70-plus hours a week. This year, I have been able to work fewer hours and spend quality time with my husband, three kids (ages 3, 5 and 8), and my family thanks to Fulcrum Properties Group.



**NURIT COOMBE**  
RE/MAX ELITE SERVICES

This year has been a fantastic year with our highest sales ever! As we expanded our sales, we needed to expand our support team and our office space, so this year has been exciting for us. We now have such a colorful, fun, smart, and successful team that every day I am happy to come to work and believe that every day is a brand new, beautiful day. So, my greatest accomplishment for this year would be forming this incredible family that cares for each other as much as we care about our clients.



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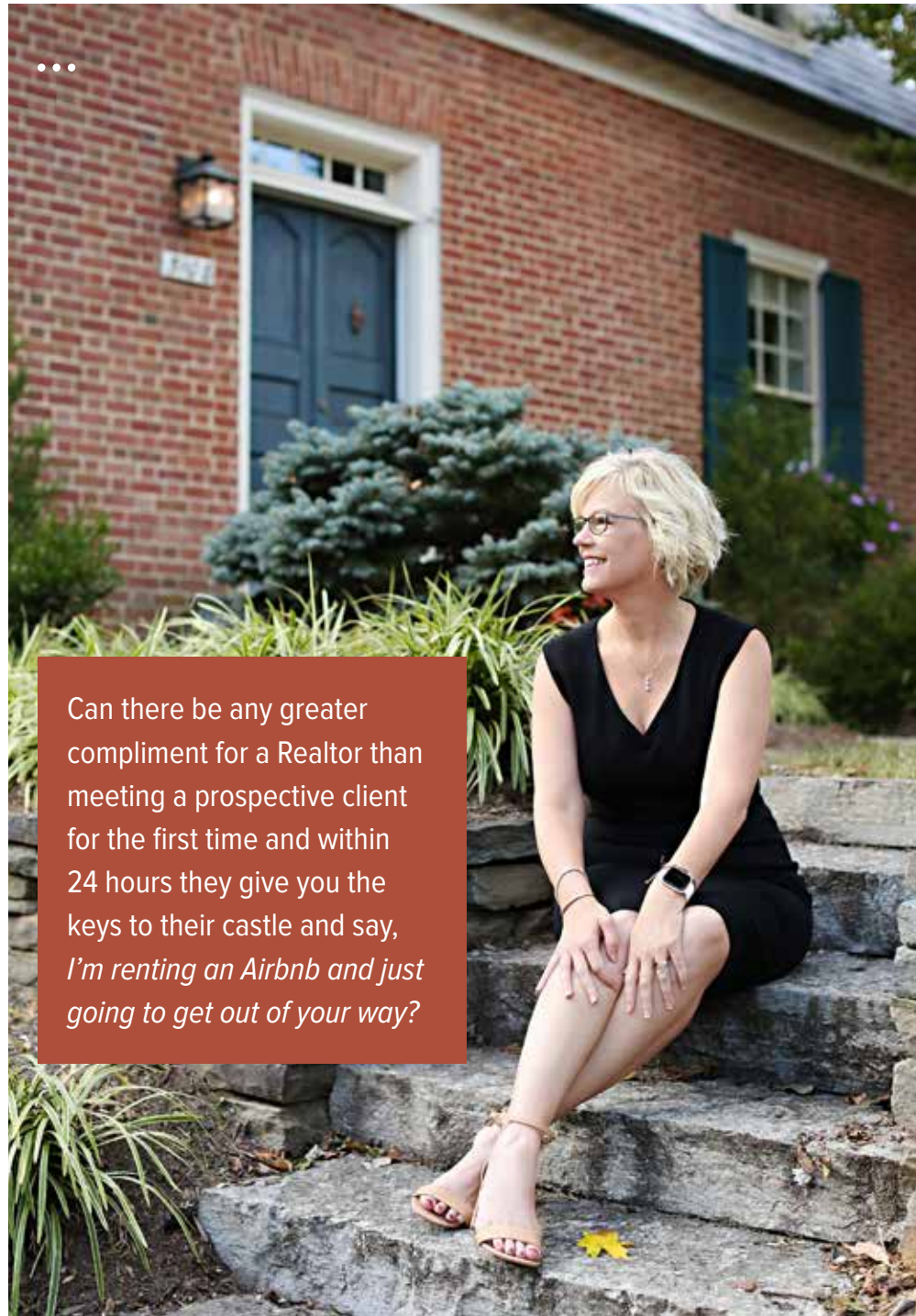
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**DANA RICE**

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▶▶ cover story

By Molly Laurysens | Photos by A Claire Vision Photography





Can there be any greater compliment for a Realtor than meeting a prospective client for the first time and within 24 hours they give you the keys to their castle and say, *I'm renting an Airbnb and just going to get out of your way?*

The principal of the Dana Rice Group found this not only reassuring, but humbling. This story illustrates the kind of magic that Dana is feeling these days in her role as a Realtor — what she calls her second act. It's the kind of magic that cannot be contained, and extends to all her clients, as well as her team.

Suffice it to say that the woman who gave her the keys quickly became Dana's favorite client and one

day asked, *are you always like this, so authentic?* Dana's comeback: "I don't know what else to be? I'm just telling you what I know."

Dana has been licensed for six years now and joined the Compass team four years ago. "It's weird when you have this vision of something and it

feels so sure — you can see it clear as day, and things are so much easier."

Born in Texas, her dad was in the Air Force. She spent some formative years in New Jersey, but the family moved to Annapolis in 1976, when her father took a job with the federal government. A professed Maryland girl to her core, Dana graduated from the University of Maryland with a journalism degree. Her first act was as a Fortune 500 marketing and public relations executive. This translates well for her, since now she is fine-tuning those PR moves for individual homes.

A former Rising Star in this magazine, Dana is growing lightning fast. What has changed since her debut on these pages? "I'm starting to figure out how special my team is — they are the best. I mean, really, we have an amazing, collaborative dynamic!" Her team consists of Kcrystal Boschma, Lisa Resch, Megan Conway, Karen Kelly, Catie Martin and Melissa Wagar as the Director of Operations, and Inma Aldamiz as the stager/designer, who happens to be married to Dana's brother, Finn Neilsen. Finn is a landscaper and handles all the curb appeal.

Things have never been better for Dana, thanks in part to a friend and client, Jennifer McCollum. Jennifer is the CEO of Linkage, which is a women's global leadership company and specializes in corporate visioning (think vision boards, only much more robust). Jennifer has graciously been working with the team once a year and they recently reviewed their goals from last year. All those fantastic milestones Dana has been dreaming of have come to fruition: surpassing \$100 million in sales — check (projecting \$120 million); eclipsing 100 transactions — check; increasing median sale price — check; ranking in the top 25 of Real Producers — check (top 10 now).



Lisa Resch, Inma Aldamiz, Megan Conway, Dana Rice, Karen Kelly, Melissa Wagar, Kcrystal Boschma (team members not pictured are Catie Martin and Laura Werber.)

What's that feel like for Dana? "It was remarkable. And it scared me to death, actually. If I put it down on paper, then it will come true!" So, what's Dana's next vision? A warehouse. Dana said they have a significant staging and design business, so they will likely be getting a warehouse.

Jennifer has also worked with Fortune 500 companies like Coca Cola, among others, and has been impressed with Dana's vision for the team, "[Dana] began with an aspirational vision to transform the Realtor experience with a team-based approach focused on a differentiated service model, innovative marketing, and an inspiring culture that draws both exceptional team members and clients." Jennifer also mentioned this team sets their goals high, holds each other accountable, and truly cares about the entire team's success. "They are one to watch and one to emulate."

To date, Dana's most prized award has come from Compass. They asked all agents who they would personally want to list their home and they chose Dana, earning her the affectionate title "Ms. Compass."

When asked what kinds of things she does for balance, Dana laughed. Hard. "I don't have any. I swear to you this is the toughest question for me because I don't. If people looked at me they'd be like, she's so out of balance — but I'm so happy. My happy place is working. I love it! I don't know anything else I'd want to be doing."

At 51 years old, she is very much a community builder. Always has been. She serves as a board member with the B-CC Educational Foundation, and served as President of the Westbrook School Foundation, among other various volunteer roles. She also sits on the Compass Advisory Board, as



“My happy place is working. I love it! I don't know anything else I'd want to be doing.”

well as the Advisory Board for Little Falls Village, which is designed to help keep senior citizens in their homes.

Dana has been with her husband, Dan, since junior high school and they have three sons together — 21-year old Kai, 17-year old Cole, and 15-year old Doc. The family lives in Bethesda. Sometimes they spend their weekends at rowing regattas.

When she's not working, Dana's service mindset is perpetually in motion, constantly creating, "I know I can help people. I'm here to serve. I know exactly what I'm doing and it's just a joy to feel that way. There's a confidence that comes along with knowing what you are doing. It's just a joy."



**Wishing you and your family a Happy Holiday and prosperous New Year!**



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## TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Oct. 31, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Jennifer S Smira	Compass	75.5	\$66,437,156	70.5	\$52,950,344	146	\$119,387,504
2	Nancy W Taylor Bubes	Washington Fine Properties, LLC	32	\$72,243,240	10.5	\$35,200,000	42.5	\$107,443,240
3	John T Kirk	Tower Hill Realty	165	\$88,328,240	6	\$3,949,900	171	\$92,278,144
4	Michael W Rankin	TTR Sotheby's International Realty	14.5	\$36,494,164	18	\$48,834,500	32.5	\$85,328,664
5	Jay A Day	Real Estate Teams, LLC	160	\$67,182,104	44	\$16,160,202	204	\$83,342,304
6	Barak Sky	Long & Foster Real Estate, Inc.	38	\$29,875,210	70	\$51,193,000	108	\$81,068,208
7	Hans L Wydler	Compass	51	\$57,425,588	24	\$21,061,776	75	\$78,487,360
8	Alejandro Luis A Martinez	RE/MAX Elite Services	69	\$27,629,388	158.5	\$50,820,272	227.5	\$78,449,656
9	David R Getson	Compass	36.5	\$25,120,292	80.5	\$53,170,540	117	\$78,290,832
10	Marc Fleisher	TTR Sotheby's International Realty	24.5	\$55,946,484	7.5	\$18,482,976	32	\$74,429,456
11	Dana Rice	Compass	34	\$35,575,540	34.5	\$34,985,564	68.5	\$70,561,104
12	Nathan J Guggenheim	Washington Fine Properties, LLC	41	\$26,096,052	43.5	\$40,393,952	84.5	\$66,490,004
13	Wendy I Banner	Long & Foster Real Estate, Inc.	25.5	\$30,606,400	39.5	\$35,018,848	65	\$65,625,248
14	James M Coley	Long & Foster Real Estate, Inc.	34	\$27,751,700	41	\$35,111,528	75	\$62,863,228
15	Nurit Coombe	RE/MAX Elite Services	32.5	\$24,689,684	54	\$34,982,708	86.5	\$59,672,392
16	Avi Galanti	Compass	27.5	\$33,489,800	22	\$26,092,196	49.5	\$59,581,996
17	Melinda L Estridge	Long & Foster Real Estate, Inc.	30.5	\$25,998,090	39.5	\$30,256,930	70	\$56,255,020
18	Christine R Reeder	Long & Foster Real Estate, Inc.	85	\$31,878,074	69	\$23,129,880	154	\$55,007,952
19	Trent D Heminger	Compass	63.5	\$42,304,648	13	\$10,399,250	76.5	\$52,703,900
20	Kimberly A Cestari	Long & Foster Real Estate, Inc.	39.5	\$42,633,000	10.5	\$9,856,635	50	\$52,489,636
21	Thomas S Hennerty	NetRealtyNow.com, LLC	130	\$44,382,448	11	\$3,307,450	141	\$47,689,896
22	Tyler A Jeffrey	Washington Fine Properties, LLC	8.5	\$6,937,750	46	\$40,626,324	54.5	\$47,564,076
23	Erich W Cabe	Compass	26.5	\$23,454,476	34.5	\$23,860,276	61	\$47,314,752
24	Norman S Domingo	XRealty.NET LLC	124	\$47,292,136	0	\$0	124	\$47,292,136
25	James Bass	Real Estate Teams, LLC	72	\$26,704,442	61.5	\$20,074,590	133.5	\$46,779,032
26	Laura E Peruzzi	RE/MAX One	45	\$26,710,172	32	\$18,215,712	77	\$44,925,884
27	Nancy S Itteilag	Washington Fine Properties, LLC	20.5	\$29,252,850	7	\$14,215,350	27.5	\$43,468,200
28	Antonia Ketabchi	Redfin Corp	13	\$7,705,400	42	\$35,335,752	55	\$43,041,152
29	Nathan B Dart	RE/MAX Realty Services	49	\$19,993,204	41	\$22,815,948	90	\$42,809,152
30	Robert A Sanders	TTR Sotheby's International Realty	23	\$23,224,004	17.5	\$19,555,300	40.5	\$42,779,304
31	Kira Epstein Begal	Washington Fine Properties, LLC	19.5	\$16,577,250	29.5	\$25,712,300	49	\$42,289,552
32	Joel S Nelson	Keller Williams Capital Properties	26	\$24,269,300	17.5	\$17,599,856	43.5	\$41,869,156
33	Cheryl A Bare	Century 21 New Millennium	73	\$25,453,800	30	\$14,546,685	103	\$40,000,484
34	Jane Fairweather	Long & Foster Real Estate, Inc.	31.5	\$29,682,778	7.5	\$10,132,500	39	\$39,815,276

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# TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Oct. 31, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Eric P Stewart	Long & Foster Real Estate, Inc.	46	\$34,111,632	10.5	\$5,701,250	56.5	\$39,812,882
36	Chelsea L Traylor	Redfin Corp	68	\$38,550,572	1	\$445,000	69	\$38,995,572
37	Brent E Jackson	TTR Sotheby's International Realty	21	\$21,193,290	17.5	\$17,709,680	38.5	\$38,902,968
38	Margaret M Babbington	Compass	15	\$11,024,224	38	\$27,377,240	53	\$38,401,464
39	Jonathan D Taylor	TTR Sotheby's International Realty	10	\$20,449,776	6	\$17,032,550	16	\$37,482,324
40	Thomas K Paolini	Redfin Corp	19.5	\$12,709,500	32	\$24,609,500	51.5	\$37,319,000
41	Daniel M Heider	TTR Sotheby's International Realty	9.5	\$19,024,450	16.5	\$18,023,050	26	\$37,047,500
42	Andrew Riguzzi	Compass	25	\$22,049,668	18	\$14,788,900	43	\$36,838,568
43	Brittany Dawn Newman	Dan Ryan Builders Realty, LLC	78	\$28,696,163	21	\$8,085,127	99	\$36,781,290
44	Rong Ma	Libra Realty LLC	5	\$2,866,000	48	\$33,784,300	53	\$36,650,300
45	Preston E Innerst Jr.	EYA Marketing, LLC	21	\$27,127,584	8	\$9,014,630	29	\$36,142,216
46	Maxwell E Rabin	TTR Sotheby's International Realty	19	\$25,627,276	13	\$10,446,880	32	\$36,074,156
47	Kara K Sheehan	Washington Fine Properties, LLC	10	\$21,640,620	6	\$13,764,200	16	\$35,404,820
48	Troyce P Gatewood	RE/MAX Results	31.5	\$13,327,812	57	\$21,880,900	88.5	\$35,208,712
49	Meredith L Margolis	Compass	11	\$12,533,309	30	\$22,458,348	41	\$34,991,656
50	Victor R Llewellyn	Long & Foster Real Estate, Inc.	30.5	\$15,033,825	35	\$19,938,640	65.5	\$34,972,464
51	Michelle C Yu	Long & Foster Real Estate, Inc.	35	\$27,423,776	12.5	\$7,189,950	47.5	\$34,613,724
52	Frederick B Roth	Washington Fine Properties, LLC	8.5	\$12,336,290	12	\$21,574,000	20.5	\$33,910,288
53	Anslie C Stokes Milligan	McEneaney Associates, Inc.	21.5	\$15,441,425	18.5	\$17,895,400	40	\$33,336,824
54	Sheena Saydam	Keller Williams Capital Properties	27	\$12,169,468	42	\$21,023,548	69	\$33,193,016
55	Jonathan S Lahey	RE/MAX Fine Living	50.5	\$15,498,690	44.5	\$17,581,450	95	\$33,080,140
56	Judy G Cranford	Cranford & Associates	15	\$9,380,100	28	\$23,257,700	43	\$32,637,800
57	Robert H Myers	RE/MAX Realty Services	34.5	\$14,561,300	38	\$17,689,644	72.5	\$32,250,944
58	Sheila R Pack	RE/MAX Roots	69	\$19,611,900	39	\$12,509,904	108	\$32,121,804
59	Mark D McFadden	Compass	7	\$16,997,500	9	\$14,878,600	16	\$31,876,100
60	Marjorie S Halem	Compass	23	\$21,891,900	10.5	\$9,722,450	33.5	\$31,614,352
61	Hazel Shakur	Redfin Corp	81	\$30,366,400	2	\$1,235,438	83	\$31,601,838
62	Anne C Killeen	Washington Fine Properties, LLC	16.5	\$20,471,500	7.5	\$11,081,250	24	\$31,552,750
63	Karen D Rollings	Berkshire Hathaway HomeServices PenFed Realty	53	\$27,345,712	8	\$3,962,500	61	\$31,308,212
64	Bryan Kerrigan	Redfin Corp	62	\$29,038,600	2	\$2,140,000	64	\$31,178,600
65	Mehnaz Bazargan	Redfin Corp	54	\$28,657,950	3	\$2,394,000	57	\$31,051,950
66	Michael R Brennan	TTR Sotheby's International Realty	25	\$19,494,124	10	\$11,489,625	35	\$30,983,750
67	Tamara E Kucik	Tower Hill Realty	33.5	\$19,465,550	19.5	\$10,906,190	53	\$30,371,740
68	Bradley J Rozansky	Long & Foster Real Estate, Inc.	23.5	\$24,518,184	6	\$5,291,500	29.5	\$29,809,684
69	Carlos A Garcia	Keller Williams Capital Properties	19.5	\$15,181,760	22	\$14,587,800	41.5	\$29,769,560
70	Russell A Firestone III	TTR Sotheby's International Realty	7	\$8,146,000	9	\$21,197,500	16	\$29,343,500
71	Roby C Thompson III	Long & Foster Real Estate, Inc.	20.5	\$17,243,680	12	\$11,979,300	32.5	\$29,222,980

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Charles Dudley	Compass	14.5	\$8,773,500	27.5	\$20,347,600	42	\$29,121,100
73	Marshall Carey	Redfin Corp	45	\$27,965,070	2	\$1,120,000	47	\$29,085,070
74	Lauren E Davis	TTR Sotheby's International Realty	10	\$11,708,000	12	\$17,348,680	22	\$29,056,680
75	Tina C Cheung	EXP Realty, LLC	11	\$4,656,100	53.5	\$24,093,556	64.5	\$28,749,656
76	Daryl Judy	Washington Fine Properties ,LLC	11	\$14,215,992	12.5	\$14,468,400	23.5	\$28,684,392
77	Christie-Anne Weiss	TTR Sotheby's International Realty	10	\$22,775,000	3.5	\$5,848,500	13.5	\$28,623,500
78	Lori Maggin	Rory S. Coakley Realty, Inc.	10	\$15,084,390	8	\$13,104,830	18	\$28,189,220
79	Gail E Nyman	RE/MAX United Real Estate	50.5	\$23,300,930	7	\$4,424,800	57.5	\$27,725,730
80	Lisa R Stransky Brown	Washington Fine Properties, LLC	11	\$9,948,500	17	\$17,663,188	28	\$27,611,688
81	Barbara J Higdon	RE/MAX One	33.5	\$17,085,828	20	\$10,499,711	53.5	\$27,585,540
82	Robert G Carter	Compass	13	\$7,687,100	28.5	\$19,823,650	41.5	\$27,510,750
83	Lawrence M Lessin	Homes By Owner, Inc.	79	\$27,056,250	0	\$0	79	\$27,056,250
84	Eva M Davis	Compass	12	\$9,268,450	21	\$17,748,094	33	\$27,016,544
85	Tim Barley	RE/MAX Allegiance	15	\$12,882,750	21	\$14,040,020	36	\$26,922,770
86	Loic C Pritchett	TTR Sotheby's International Realty	13.5	\$12,784,438	15	\$13,888,400	28.5	\$26,672,838
87	Lisa C Sabelhaus	RE/MAX Town Center	36.5	\$16,634,978	24	\$9,873,474	60.5	\$26,508,452
88	Scott J Swahl	Redfin Corp	46	\$23,396,000	5	\$3,090,000	51	\$26,486,000

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 Executive Vice President | NMLSR# 698683



# TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Oct. 31, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Rina B. Kunk	Compass	16.5	\$17,160,000	8	\$9,249,800	24.5	\$26,409,800
90	Lee Murphy	Washington Fine Properties, LLC	8	\$8,685,500	14	\$17,211,490	22	\$25,896,990
91	Keene Taylor Jr.	Compass	7	\$5,713,000	7	\$20,025,000	14	\$25,738,000
92	Delilah D Dane	Redfin Corp	41	\$23,244,876	4	\$2,360,000	45	\$25,604,876
93	Mandy Kaur	Redfin Corp	41	\$21,700,500	6	\$3,818,900	47	\$25,519,400
94	Thomas F Faison	RE/MAX Allegiance	19.5	\$18,611,664	6	\$6,507,500	25.5	\$25,119,164
95	Pamela B Wye	Compass	14	\$13,041,045	10.5	\$12,062,500	24.5	\$25,103,544
96	Marjorie R Dick Stuart	Keller Williams Capital Properties	15	\$15,620,000	9.5	\$9,302,500	24.5	\$24,922,500
97	Corey C Burr	TTR Sotheby's International Realty	12.5	\$15,371,000	7.5	\$9,512,500	20	\$24,883,500
98	D'Ann K Lanning	Compass	36	\$22,128,350	4	\$2,554,900	40	\$24,683,250
99	Stacy M Allwein	Century 21 Redwood Realty	31.5	\$11,035,339	38	\$13,611,705	69.5	\$24,647,044
100	Carolyn N Sappenfield	RE/MAX Realty Services	14	\$15,000,180	11	\$9,625,180	25	\$24,625,360
101	Leslie B White	Redfin Corp	0	\$0	33	\$24,576,096	33	\$24,576,096
102	Juan Umanzor Jr.	Long & Foster Real Estate, Inc.	30	\$8,606,050	46	\$15,799,920	76	\$24,405,970
103	Elysia L Casaday	Compass	17.5	\$12,904,389	11	\$11,135,888	28.5	\$24,040,276
104	Andres A Serafini	RLAH Real Estate	16	\$9,499,596	22.5	\$14,294,682	38.5	\$23,794,280
105	Sergei A Goumivlevski	RE/MAX Realty Services	21	\$9,124,824	23	\$14,655,300	44	\$23,780,124

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	John L Lesniewski	RE/MAX United Real Estate	49.5	\$18,653,276	12.5	\$5,079,200	62	\$23,732,476
107	Eric M Broermann	Compass	10.5	\$6,043,813	23	\$17,591,188	33.5	\$23,635,000
108	Elaine K Koch	Long & Foster Real Estate, Inc.	24.5	\$15,562,488	11.5	\$8,066,000	36	\$23,628,488
109	Patricia G Mills	RE/MAX Achievers	52	\$16,001,714	23	\$7,626,587	75	\$23,628,300
110	Amanda M Lasko	Redfin Corp	40.5	\$20,393,700	6	\$3,186,400	46.5	\$23,580,100
111	Joshua D Ross	RE/MAX Realty Services	9.5	\$10,996,000	13	\$12,395,900	22.5	\$23,391,900
112	Gary J Rudden	RE/MAX REALTY SERVICES	20	\$16,349,400	4	\$6,820,000	24	\$23,169,400
113	Cheryl R Leahy	Long & Foster Real Estate, Inc.	15.5	\$14,350,865	12	\$8,729,250	27.5	\$23,080,116
114	Monica Bryant	Redfin Corp	52	\$21,724,824	3	\$1,201,000	55	\$22,925,824
115	John Coleman	RLAH Real Estate	11	\$6,167,665	29	\$16,704,969	40	\$22,872,634
116	John T Pruski	Jack Realty Group	5	\$7,727,000	10.5	\$15,123,000	15.5	\$22,850,000
117	Todd A Vassar	Compass	7.5	\$4,318,413	20	\$18,479,648	27.5	\$22,798,062
118	Patricia E Stueckler	RE/MAX One	28.5	\$11,232,100	31	\$11,529,527	59.5	\$22,761,628
119	Barbara C Nalls	TTR Sotheby's International Realty	14.5	\$12,674,900	10	\$9,882,500	24.5	\$22,557,400
120	James C. Peva	Washington Fine Properties, LLC	5.5	\$14,587,500	4	\$7,914,900	9.5	\$22,502,400
121	Mansour F Abu-Rahmeh	Compass	6.5	\$4,413,400	23	\$18,035,900	29.5	\$22,449,300
122	Margot D Wilson	Washington Fine Properties, LLC	9	\$12,803,750	10	\$9,634,000	19	\$22,437,750
123	Toni A Ghazi	Compass	5	\$1,925,500	16.5	\$20,452,400	21.5	\$22,377,900
124	Marsha M Schuman	Washington Fine Properties, LLC	10	\$12,294,790	8	\$10,049,000	18	\$22,343,790
125	Rex Thomas	Samson Properties	9	\$4,088,200	31	\$18,078,816	40	\$22,167,016
126	Cynthia L Howar	Washington Fine Properties, LLC	9.5	\$17,352,500	3	\$4,765,000	12.5	\$22,117,500
127	Laura W Steuart	Compass	8	\$10,489,000	9	\$11,553,500	17	\$22,042,500
128	Daniel F Metcalf	Long & Foster Real Estate, Inc.	32.5	\$21,685,876	1	\$250,000	33.5	\$21,935,876
129	Kenneth M Abramowitz	RE/MAX Town Center	22.5	\$8,903,350	32	\$12,904,899	54.5	\$21,808,248
130	Kathleen A King	Washington Fine Properties, LLC	9.5	\$11,197,360	7	\$10,581,000	16.5	\$21,778,360
131	Long T Ngo	Redfin Corp	0.5	\$122,500	43	\$21,582,358	43.5	\$21,704,858
132	Jennifer T Chow	Long & Foster Real Estate, Inc.	14.5	\$18,447,144	4	\$3,127,000	18.5	\$21,574,144
133	Leslie C Friedson	Compass	13	\$9,971,050	9.5	\$11,452,520	22.5	\$21,423,570
134	Eric Steinhoff	EXP Realty, LLC	30	\$14,067,345	13	\$7,261,218	43	\$21,328,564
135	Carl G Becker	Premier Properties, LLC	11	\$10,161,900	10	\$11,087,000	21	\$21,248,900
136	Michael J Schaeffer	Coldwell Banker Residential Brokerage	13.5	\$15,243,065	4	\$5,838,450	17.5	\$21,081,516
137	Robert Crawford	Washington Fine Properties, LLC	15.5	\$12,181,625	4	\$8,869,790	19.5	\$21,051,416
138	Katri I Hunter	Compass	7	\$4,907,000	21	\$16,085,850	28	\$20,992,850
139	Farah E Fuchs	Redfin Corp	46	\$18,344,428	6	\$2,606,400	52	\$20,950,828
140	Kelly W Williams	TTR Sotheby's International Realty	14	\$14,769,438	5	\$6,065,000	19	\$20,834,438
141	Stephen G Carpenter-Israel	Buyers Edge Co., Inc.	0	\$0	18	\$20,779,500	18	\$20,779,500
142	Justin Kitsch	TTR Sotheby's International Realty	12.5	\$10,901,000	13	\$9,780,000	25.5	\$20,681,000

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# TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Oct. 31, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Steve C Agostino	Compass	14	\$15,485,000	4	\$5,194,900	18	\$20,679,900
144	David R Bediz	Keller Williams Capital Properties	18	\$11,284,900	11	\$9,392,500	29	\$20,677,400
145	Carmen C Fontecilla	Compass	26	\$12,472,625	15	\$8,158,650	41	\$20,631,276
146	Koki Waribo Adasi	Compass	20.5	\$12,694,750	9	\$7,757,399	29.5	\$20,452,148
147	Ginette R. Winston	Winston Real Estate, Inc.	15	\$10,119,505	14	\$10,148,000	29	\$20,267,504
148	Cara Pearlman	Compass	24	\$12,200,680	11	\$8,047,900	35	\$20,248,580
149	Ross A Vann	Compass	6	\$5,755,000	17	\$14,469,790	23	\$20,224,790
150	Thomas Lindsay Reishman	Compass	26.5	\$19,144,250	1	\$1,050,000	27.5	\$20,194,250
151	John M Barry Jr.	Compass	17.5	\$10,361,300	13	\$9,696,250	30.5	\$20,057,550
152	Nicholas P Chaconas	Redfin Corp	34	\$14,769,200	7	\$5,240,500	41	\$20,009,700
153	Ioannis Konstantopoulos	Compass	19	\$8,478,402	16	\$11,440,798	35	\$19,919,200
154	Justin Thomas Difranco	TTR Sotheby's International Realty	8	\$17,084,450	2	\$2,822,500	10	\$19,906,950
155	Jeremy E Lichtenstein	RE/MAX Realty Services	11	\$12,503,330	6	\$7,340,000	17	\$19,843,330
156	Lynda O O'Dea	Long & Foster Real Estate, Inc.	3	\$5,228,000	11	\$14,545,000	14	\$19,773,000
157	Mark C Lowham	TTR Sotheby's International Realty	1	\$5,500,000	2	\$14,250,000	3	\$19,750,000
158	Barbara A Ciment	Long & Foster Real Estate, Inc.	26	\$10,239,000	20	\$9,495,070	46	\$19,734,070
159	Todd C Harris	Long & Foster Real Estate, Inc.	12	\$9,954,500	13	\$9,732,000	25	\$19,686,500
160	Casey C Aboulafia	Compass	7.5	\$6,069,950	18	\$13,570,500	25.5	\$19,640,450
161	Molly O Branson	RLAH Real Estate	21	\$14,476,450	10	\$5,150,000	31	\$19,626,450
162	Anne H Weir	Washington Fine Properties, LLC	5.5	\$12,786,250	3	\$6,780,000	8.5	\$19,566,250

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Mark A Frisco Jr.	Century 21 New Millennium	22	\$9,847,975	33	\$9,680,650	55	\$19,528,624
164	Rheetuparna Pal Mahajan	Redfin Corp	0	\$0	37	\$19,485,996	37	\$19,485,996
165	Elizabeth M Burrow	Keller Williams Realty Centre	24	\$12,352,422	13	\$7,073,819	37	\$19,426,240
166	Keith James	Keller Williams Capital Properties	7.5	\$2,501,738	46	\$16,839,876	53.5	\$19,341,612
167	Ronald S Sitrin	Long & Foster Real Estate, Inc.	19.5	\$15,599,800	3.5	\$3,700,500	23	\$19,300,300
168	Alecia R Scott	Long & Foster Real Estate, Inc.	24.5	\$10,667,114	22	\$8,623,500	46.5	\$19,290,614
169	Debra P Noone	Redfin Corp	50	\$18,357,500	2	\$904,543	52	\$19,262,044
170	Seth S Turner	Compass	11.5	\$7,285,250	19.5	\$11,828,905	31	\$19,114,156
171	Corey J Lancaster	EXIT Right Realty	28	\$8,662,940	29	\$10,433,200	57	\$19,096,140
172	Kathy Xu	RE/MAX Realty Group	18	\$9,571,500	15	\$9,400,350	33	\$18,971,850
173	Michael J Matese	Compass	11	\$14,003,000	5	\$4,946,050	16	\$18,949,050
174	Daniel B Register IV	Northrop Realty, A Long & Foster Company	67.5	\$17,391,568	3	\$1,544,900	70.5	\$18,936,468
175	Andrea S Alderdice	Long & Foster Real Estate, Inc.	15	\$11,866,650	10	\$7,055,500	25	\$18,922,150
176	Annette H Sante	Redfin Corp	40	\$16,777,700	5	\$2,052,800	45	\$18,830,500
177	Adewemimo D Collins	Redfin Corp	54	\$18,825,580	0	\$0	54	\$18,825,580
178	Joseph C Mascio	Redfin Corp	35	\$18,187,900	1	\$606,000	36	\$18,793,900
179	Claudia B Donovan	Compass	10	\$11,547,245	6.5	\$7,245,000	16.5	\$18,792,244

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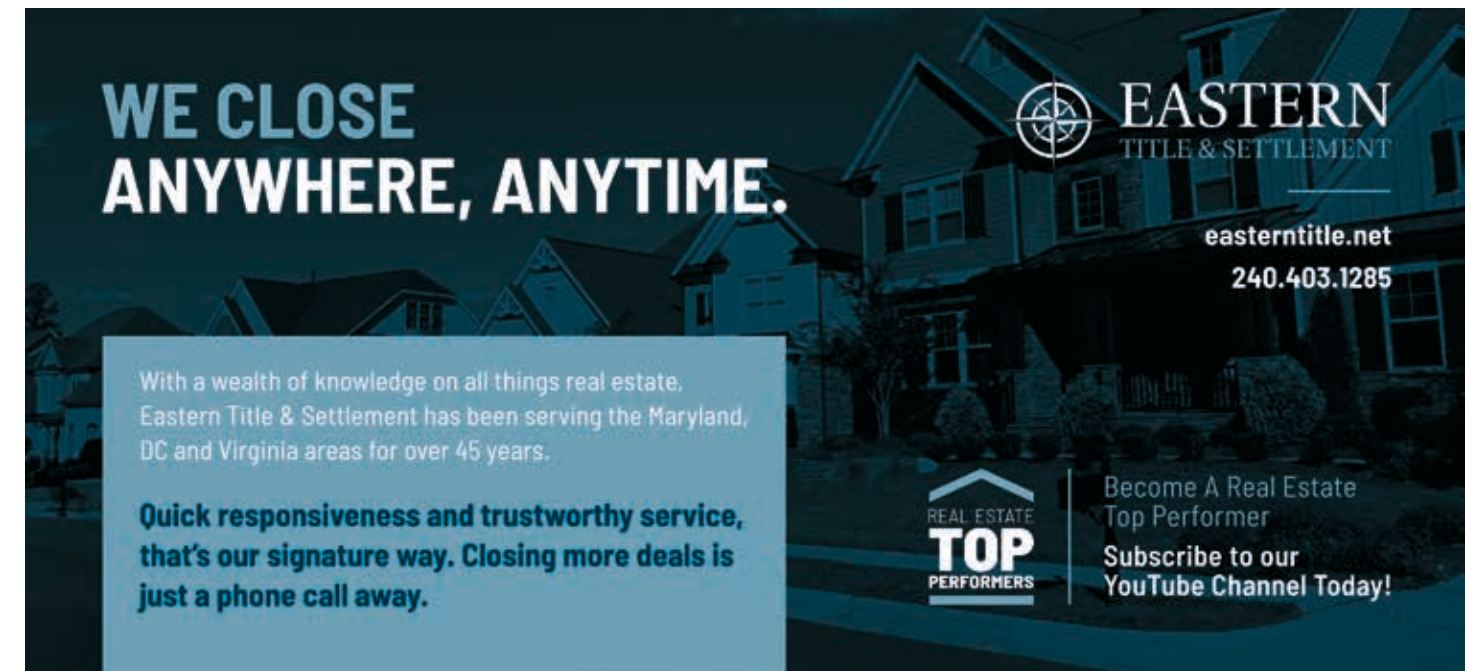
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# TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Oct. 31, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Jean M Bourne-Pirovic	Long & Foster Real Estate, Inc.	27	\$12,205,815	12	\$6,504,500	39	\$18,710,316
181	Xuri Wang	Hometown Elite Realty LLC	8	\$6,134,400	13	\$12,462,250	21	\$18,596,650
182	Kerry E Fortune	Washington Fine Properties, LLC	9.5	\$8,445,359	7.5	\$10,131,750	17	\$18,577,108
183	Marin Hagen	Coldwell Banker Residential Brokerage	6.5	\$8,718,000	8	\$9,801,000	14.5	\$18,519,000
184	John J Lavery	Mid-Atlantic Builders Realty, Inc	2	\$997,181	32	\$17,442,816	34	\$18,439,996
185	Jason E Townsend	Keller Williams Capital Properties	15	\$9,511,635	14.5	\$8,852,275	29.5	\$18,363,910
186	James E Brown	Turning Point Real Estate	15	\$8,005,550	18	\$10,181,000	33	\$18,186,550
187	Mitchell J Toland Jr.	Redfin Corp	31	\$11,555,900	20	\$6,591,845	51	\$18,147,744
188	Melissa G Bernstein	RE/MAX Realty Group	19	\$11,044,350	9	\$7,082,562	28	\$18,126,912
189	Dominique Rychlik	Long & Foster Real Estate, Inc.	12	\$11,499,000	6	\$6,625,000	18	\$18,124,000
190	Edward Slavis	S&G Realty	18	\$12,427,997	11	\$5,690,415	29	\$18,118,412
191	Robert Hryniewicki	Washington Fine Properties, LLC	6.5	\$11,742,750	5	\$6,309,000	11.5	\$18,051,750
192	Elizabeth M Brent	GO BRENT, INC.	27	\$18,001,250	0	\$0	27	\$18,001,250
193	Aret Koseian	Compass	6.5	\$3,130,500	29	\$14,624,800	35.5	\$17,755,300
194	Craig O Smith	Redfin Corp	41	\$16,742,499	1	\$955,000	42	\$17,697,500
195	David A Ehrenberg	Redfin Corp	2	\$524,500	32	\$17,054,036	34	\$17,578,536
196	Cynthia T Grimes	J&B Real Estate	48	\$12,620,400	16.5	\$4,813,200	64.5	\$17,433,600
197	Annabel D Burch-Murton	Compass	10	\$9,449,650	7	\$7,980,000	17	\$17,429,650
198	Kenneth A Grant	RE/MAX Plus	8	\$3,637,900	45	\$13,652,950	53	\$17,290,850
199	Vincent E Hurteau	Continental Properties, Ltd.	15	\$7,755,400	13	\$9,482,000	28	\$17,237,400
200	Elizabeth J D'Angio	Washington Fine Properties, LLC	6	\$9,682,540	5.5	\$7,543,581	11.5	\$17,226,122
201	Alyssa A Crilley	Washington Fine Properties, LLC	7.5	\$8,934,500	7	\$8,263,090	14.5	\$17,197,590
202	Anthony Mason	Keller Williams Preferred Properties	24.5	\$9,340,260	22	\$7,787,870	46.5	\$17,128,130
203	Lise Courtney M Howe	Keller Williams Capital Properties	19	\$10,030,500	13	\$7,043,900	32	\$17,074,400
204	Wendy Slaughter	Elevate Real Estate Brokerage	17.5	\$8,789,110	19	\$8,263,294	36.5	\$17,052,404
205	Michael A Jacques	Century 21 New Millennium	28	\$11,330,873	13	\$5,688,266	41	\$17,019,140
206	Carolyn A Kalmus-Choporis	Century 21 New Millennium	30.5	\$11,178,950	13	\$5,774,599	43.5	\$16,953,548
207	William T Gossett	Washington Fine Properties, LLC	7.5	\$10,878,000	5	\$5,955,900	12.5	\$16,833,900
208	Elizabeth W Wills	RE/MAX 100	41	\$14,205,275	8	\$2,611,756	49	\$16,817,032
209	Michael Gailey	Compass	8.5	\$4,708,500	15	\$12,090,300	23.5	\$16,798,800
210	Jennifer L Goddard	Century 21 New Millennium	25	\$8,482,100	22	\$8,300,930	47	\$16,783,030
211	Gladwin S D'Costa	Maryland REO Realty, LLC	76	\$16,753,035	0	\$0	76	\$16,753,035
212	Linda Pettie	Coldwell Banker Residential Brokerage	6	\$6,294,500	7	\$10,434,450	13	\$16,728,950
213	Joshua J Harrison	Washington Fine Properties, LLC	4.5	\$4,178,850	13.5	\$12,525,640	18	\$16,704,490
214	Rebecca Weiner	Compass	6	\$4,571,750	16	\$12,074,000	22	\$16,645,750
215	Kimberly A Casey	Washington Fine Properties, LLC	11.5	\$14,521,992	2.5	\$2,108,000	14	\$16,629,992
216	Ethan F Drath	Washington Fine Properties, LLC	1	\$1,345,000	10	\$15,159,000	11	\$16,504,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
217	Kenneth C Germer	Compass	14	\$10,353,611	9.5	\$6,126,800	23.5	\$16,480,411
218	Brandon Hoffman	Redfin Corp	34.5	\$15,267,470	2	\$1,199,800	36.5	\$16,467,270
219	Daniel Brewer	Compass	11.5	\$10,428,944	6.5	\$5,969,000	18	\$16,397,944
220	Amy E Wease	RLAH Real Estate	13	\$7,333,030	15	\$8,972,785	28	\$16,305,815
221	Kevin Gray	Compass	13	\$9,409,450	11	\$6,794,400	24	\$16,203,850
222	Robert Jenets	Stuart & Maury, Inc.	16	\$14,878,500	1	\$1,240,000	17	\$16,118,500
223	Jennifer Felix	Urban Pace, a Long & Foster Company	10.5	\$14,528,050	0.5	\$1,512,500	11	\$16,040,550
224	Renee M Peres	Compass	13.5	\$8,515,500	10	\$7,517,900	23.5	\$16,033,400
225	Brittany Allison	Compass	11	\$7,388,800	11	\$8,642,615	22	\$16,031,415
226	Fleur V Howgill	TTR Sotheby's International Realty	7	\$6,932,500	12	\$9,086,800	19	\$16,019,300
227	Marilyn G Charity	Washington Fine Properties, LLC	6.5	\$14,940,000	2	\$1,074,000	8.5	\$16,014,000
228	J P Montalvan	Compass	12.5	\$6,430,600	15.5	\$9,572,400	28	\$16,003,000
229	Bobbi Prescott	RE/MAX Results	35	\$13,046,350	8	\$2,940,390	43	\$15,986,740
230	Thomas S Buerger	Compass	13	\$7,235,000	16	\$8,725,200	29	\$15,960,200
231	Rebecca J Love	Redfin Corp	2	\$782,000	19	\$15,165,775	21	\$15,947,775
232	Natalie Erin Perez	Donna Kerr Group	27.5	\$14,956,311	1	\$975,000	28.5	\$15,931,311
233	Dawn F Riley	RE/MAX One	35	\$14,351,300	3	\$1,506,500	38	\$15,857,800

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# TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Oct. 31, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Nicholas W Poliansky	Keller Williams Preferred Properties	35	\$11,361,200	14	\$4,479,600	49	\$15,840,800
235	Maribelle S Dizon	Redfin Corp	10	\$3,738,300	24	\$12,086,600	34	\$15,824,900
236	Kimberly N Fallin	Redfin Corp	33	\$15,815,830	0	\$0	33	\$15,815,830
237	Yvonne T Lee II	RE/MAX Allegiance	19	\$8,280,247	22.5	\$7,527,240	41.5	\$15,807,487
238	Andrew Essreg	RLAH Real Estate	10	\$5,732,000	14	\$10,074,958	24	\$15,806,958
239	Andrew J Hopley	Keller Williams Realty Centre	15	\$6,341,300	20	\$9,440,400	35	\$15,781,700
240	Margaret M Ferris	Compass	6	\$7,170,500	13	\$8,601,180	19	\$15,771,680
241	JT Powell	Coldwell Banker Residential Brokerage	42	\$13,818,105	3	\$1,934,900	45	\$15,753,005
242	Susan G Maguire	Washington Fine Properties, LLC	5.5	\$9,615,000	5	\$6,074,740	10.5	\$15,689,740
243	Matthew D Maury	Stuart & Maury, Inc.	8	\$7,388,000	8	\$8,294,000	16	\$15,682,000
244	Brian Smith	Compass	8	\$8,663,095	8	\$6,989,887	16	\$15,652,982
245	Meredith M Fogle	Old Line Properties	20.5	\$12,328,500	4	\$3,220,000	24.5	\$15,548,500
246	John P. R. Lee	RE/MAX Success	14.5	\$10,723,389	7	\$4,807,020	21.5	\$15,530,409
247	Robert G Spicer	Spicer Real Estate	12	\$6,059,000	9	\$9,438,600	21	\$15,497,600
248	Jeffrey S Ganz	Century 21 Redwood Realty	16.5	\$6,433,775	19	\$8,979,975	35.5	\$15,413,750
249	Jeffrey M Wilson	TTR Sotheby's International Realty	7	\$8,703,500	6.5	\$6,704,500	13.5	\$15,408,000
250	Peter D Grimm	Berkshire Hathaway HomeServices PenFed Realty	14	\$10,838,400	6	\$4,557,000	20	\$15,395,400

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