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If you are interested in contributing or nominating Realtors® for certain stories, please email the publisher at [Kristin.Brinkley@realproducersmag.com](mailto:Kristin.Brinkley@realproducersmag.com).

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▶▶ publisher's note

*Dear DC Metro  
 Real Producers,*  
**HAPPY FEBRUARY!**

Take a moment to think about 2018 and reflect on what you did well. When were you at your best? Why? How can you achieve more days when you felt in the zone or in the flow? The quality of the questions we ask ourselves leads to the quality of our lives.

Our mission: To inform and inspire industry professionals such as yourselves all over the D.C. metro area. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top 0.05 percent of your industry.

Who we are: We are a local, realtor-centric publication and platform covering the lifestyle, growth, and development of the top producing realtors by providing exclusively curated content for what you, the best and brightest agents, demand.

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

Without our Preferred Partners, none of this would be possible! We are thankful for their participation and all they do for this community. The publication, all events (except masterminds), and being featured is free because of our partners. Thank you! We also appreciate our Real Producers that referred them. All partners have been referred by Real Producers.

The January brunch was a hit! Check out the photos on Facebook and in the March edition. Our community

will connect in person again soon. The gala will be here before you know it. There is limited seating, so RSVP if you haven't! Details on page 35.

If you haven't joined the private Facebook group, don't miss out! The questions and answers we print in the magazine will be asked in the private group moving forward. For example, April's question is, "What Celebrity Would You Want To Have Dinner With And Why?" Also, check out our cover story and partner spotlight interviews on our YouTube channel. They are also located on Spotify.

For more information about our publication, partners, and future events, check out [www.DCMetroRealProducers.com](http://www.DCMetroRealProducers.com), our private Facebook group, or email us at [info@dcmetrorealproducers.com](mailto:info@dcmetrorealproducers.com).

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Rob brings over 29 years of experience in the mortgage business as a loan officer and branch manager



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Presents

# Golden Nuggets



## Elaine Koch

*Elaine Koch Group of Long & Foster*

"With real estate, it's so easy to get caught up in the overwhelming stress of sales and not take time actually to enjoy living. I've always been an advocate for balance."

"If I want an hour off, I schedule it; if I want to take a vacation, I put it on my calendar."

The second thing I do is hire talented people to help me achieve that life balance."



## Lily Chedrauy

*RE/MAX*

"I owned a restaurant, and it made me a people person. I always tried to make my customers' experience memorable, and one they would share with family and friends. I apply that same formula to my real estate practice."

"Don't be a problem. Be a solution."



## Dana Rice

*Compass Real Estate*

"Don't be afraid to step back first in order to take ten leaps forward."

"Most of us come to this as a second career, and we're used to being productive at a high level in that field. But, this arena is different. When you're just getting started in real estate, you don't know the rules of engagement. So learn those first, learn everything you can, and let that education carry you through to the next level. Finally, never forget the basics: Focus on finding value for your clients."



## Steven Boie

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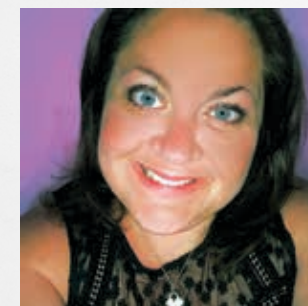
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# STEVEN BOIE



## A to Z Inspection Services



Steven Boie

Being a former real estate agent years ago in the New England area provided Steven Boie, owner of A to Z Inspection Services, with a firsthand and insightful perspective of the home-buying process. He is very aware of the concerns, apprehensions, and unanticipated obstacles that present themselves during this whirlwind period in a buyer's or seller's life.

A to Z Inspection Services, a full-range service provider, offers inspections during all phases of residential construction, inspections of older homes and historic properties, radon testing, mold testing, termite inspections, mold remediation, lead paint testing, and chimney and pool inspections.

“Working with the realtor to provide our clients with second-to-none service results in repeat business not only for A to Z, but also for the realtor involved,” shares Steven.

For nearly 12 years, Steven has been a certified home inspector. Now, he is also a home inspector trainer with a passion for educating and empowering homebuyers in the D.C. metropolitan area. His drive and sense of commitment radiate when he is performing because he loves what he does.

Since 2007, Steven and his staff at A to Z Inspection Services have performed thousands of home inspections and provided clients with peace of mind. The combination of real estate experience and field related certifications make Steven an invaluable asset to any real estate team.

Steven surrounds himself with team members who share his philosophy of hard work, integrity, and excellent customer service. Real estate agents are encouraged to provide some insight about the client. This feedback goes a long way in servicing both the homebuyer and the realtor. When an agent first hears about A to Z Inspection Services and the specialized care Steven and his folks give to clients, more often than not, realtors become loyal partners. They refer A to Z's services not only to their clients, but their inner circle as well. “The greatest compliment we get is when realtors recommend us to their families and friends.”

A to Z Inspection Services, through an InterNACHI membership, offers a buyback guarantee. If A to Z misses anything during an inspection, InterNACHI will buy your home for the full purchase price. This guarantee is honored for 90 days after closing. After repairs have been made to the property, it will be listed with the buyer's agent.

Services do not end when the property is sold. If the realtor or the client have any questions, they are more than welcome to call Steven at any time. He understands that not everyone is on the same schedule and is always accommodating.

Steven and his wife, Rose, enjoy their much anticipated annual cruises to the Caribbean with Steven's parents. Bonding with family and friends is paramount in their lives, and playing with their boxer, Bella, is without a doubt one of the highlights of their day.

### Meet the A to Z Inspectors



**Jeffrey Adler**  
Jeffrey is an ASHI Certified Inspector. Before becoming a home inspector, he was a second-generation new home-builder in Montgomery County. He specializes in all types of new-home construction inspections.



**Werner Kanitz**  
Werner has been a licensed Maryland home inspector (#30182) since 2006. He is fluent in English, Portuguese, and is proficient in Spanish. He has 12 years of experience with more than 7,000 residential and commercial inspections completed. He was a former sales and marketing director, and later general manager, of a large shoe manufacturing company. He was also a university professor in economics and business management.



**Dwight Velez**  
Dwight has over 10 years of assessing home structures and systems. He's licensed in Maryland and Virginia. He is fluent in English and Spanish. He is the proud dad of two girls.



**Peter Bruce**  
For over 25 years, Peter has acquired valuable knowledge and experience in the construction and engineering industry. With his certifications from two national and international accredited home inspection groups (ICA® and InterNACHI®), combined with his construction/engineering background, creates a perfect combination for the client's inspection needs. He is licensed in Maryland and Virginia. He holds several certifications including pool and spa, commercial property, log homes, WDO, mold, radon, and others.





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# GET SEEN IN 2019

## Creating an Annual Pitching Calendar

By Christina Daves



The easiest way to pitch the media is with a plan in place. Planning ahead with themes and then specific topics will make it so much easier to just get that pitch out. Think both seasonally and also fun, non-traditional holidays. Giving the media outside-of-the-box ideas like this versus just pitching “inventory is up, inventory is down, interest rates are up, or interest rates are down” will help you stand out.

Here are a few ideas to get you started. A simple Google search can help you find more. Remember to think of what matters in real estate during the general season and then be more specific month to month.

Here are some ideas:

### Winter

General – Should you sell in winter? Protecting roofs and decks in a big snow storm. How best to treat your driveway for ice. What plants will survive during the winter?

December – Roof Over Your Head Day, Listings Over Holidays

January – Organization, Goals, Home Office Safety, and Security Week

February – National Green Week, Valentine’s Day/Love

### Spring

General – Prepping a house to list for sale: do’s and don’ts.

March – Neighbor Day, St. Patrick’s Day, Spring Market

April – National Window Safety Week, Lawn and Garden Month, Fair Housing Month

May – New Homeowner’s Day, Bang for your buck upgrades before selling

### Summer

General – Is a summer market weak or strong? Is a pool a good idea? Keeping your yard looking green during the hot months.

June – Pet Appreciation Week, Can graduates buy homes?

July – Get to Know Your Customers Day, Vacation Rental Month

August – National Safe at Home Week, World Senior Citizens Day

### Fall

General – Prepping your house for fall/winter; leaves in the gutter, lawn, and flowers

September – Indoor Plant Week, Getting your house ready for fall

October – Fire Prevention Week, Financial Planning Month

November – National Gratitude Month, Veterans Day

This should spark some pitching ideas. Remember that pitching consistency is the key to success. Regularly sending in great story ideas will allow you to stand out and get media coverage exposing you to hundreds of thousands, even millions of new customers.



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](http://www.ChatwithChristina.com), and learn more about her at [www.ChristinaDaves.com](http://www.ChristinaDaves.com).



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# Dana Rice

## Always Focused on the Client Experience

▶▶ rising star

By Karla Lutz Bowling



When Dana Rice, Senior Vice President of Compass Real Estate and Principal of the Dana Rice Group, began her real estate career five years ago, she didn't pay much attention to her sales numbers, total volume, or standings because she was mostly focused on finding value for her clients.

"To be honest, at first I was a bit naive and didn't understand why agents talked so much about their volume numbers. It wasn't until my fourth year that I really got it. I finally realized that your figures are directly reflective of your experience and knowledge, which certainly benefits your clients. However, I don't believe success should only be a measurement of your numbers. The most important thing to factor in should be the happiness and satisfaction of your clients," Dana explains.

Focusing on her clients' experience proved to be just the right equation for her rapid success. In 2017, the Dana Rice Group closed more than \$60 million in sales — a 300 percent growth from the previous year. "We were number one in year-over-year growth out of all of Compass region-wide. Final figures for the 2018 year are easily on track for at least \$80 million in total volume."

Dana has been recognized as a *Washingtonian Magazine* Top 100 Agent in D.C., Best of Washing-

ton 2015-2018, Compass No. 1 Team in Year-Over-Year Growth, and Compass Top Ten Producer. She is frequently featured in the news media as an expert in the local real estate market.

Dana credits her team for being able to see the big picture and work cohesively to get things done. "Everyone on my team is a connector. The energy they bring to the table is infectious. I think I've selected just the right combination of people who offer our clients a wide spectrum of expertise in a variety of backgrounds, including architecture, staging, marketing, sales, and communications."

She also feels her move to Compass gave her the freedom to pursue her vision. "When I transitioned to Compass, I told them I had this vision of how I saw my team and the direction I wanted to take it, even though I had no way to prove I could do it. They just said, 'Sure!' and handed me the reigns. Also, because they were relatively new in the marketplace, I thought it was an excellent opportunity





••• to capitalize on building my own brand with them instead of having our identity tied to an already preconceived brand at an established company.”

Dana says the most important thing to remember when you're starting out as a new agent is to be patient. “There's a real barrier with entry into the real estate field because you often don't make your first paycheck in that initial year, so you have to be okay with that. It's hard, but I went in knowing that I wasn't going to make anything substantial for a long time. However, if you just focus on your clients and nothing else, you can't help but be successful. I mean that, sincerely. When you start thinking about the money, your clients sense it – they know. If you continue to keep your focus on the client experience, everything else takes care of itself.”

Dana comes from a publishing background having worked in advertising and media sales for Fortune 500 companies. She also brings skills sharpened from 14 years of leadership experience as a community volunteer and, as a mom of three boys, involvement in numerous educational, school, and sports-related organizations.

Her decision to venture into real estate came about as she and her husband began restoring properties. She called the agent who sold them their house 20 years prior, Diana Keeling, of Coldwell Banker, and discussed the possibility with her. “I figured the best way to learn was to partner with someone already established. I was grateful for the opportunity to learn under someone who has been a leader in the industry for decades. I think many agents are so anxious to get going they hinder their progress by not learning from experienced mentors. Working under someone is like paying tuition for your education. Whatever I gave up in individual income, I feel like I got a real estate master's class in return.”

Dana is glad she acted on her instincts and pursued her ambitions. She sees the difference her professional experience, varied background, and depth of knowledge brings to her clients. Dana knows that along with her team's expertise, they provide value beyond the conventional real estate process.

“Most clients who are buying or selling their homes in today's market are savvy consumers and want to be involved in the process, doing their own research for instance. We provide them with things they might not necessarily be able to obtain, like information about a house that's off market coming up for sale, insight into a neighborhood they aren't familiar with that meets their criteria, or professional design recommendations for improving their homes to ensure maximum return. That's real value.”

Dana has a recommendation for anyone starting out in the real estate business: Don't be afraid to step back first in order to take ten leaps forward. “Most of us come to this as a second career, and we're used to being productive at a high level in that field. But, this arena is different. When you're just getting started in real estate, you don't know the rules of engagement. So learn those first, learn everything you can, and let that education carry you through to the next level. Finally, never forget the basics: Focus on finding value for your clients.”



Photos by Ryan Corvello Photography



Megan Conway, Lisa Resch, Karen Kelly, Dana Rice and Kcrystal Boschma



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program, known as N2GIVES, allows us to do this on a global scale. Because of N2's financial support, worthy organizations around the world are able to rescue thousands of trafficking victims, giving them hope for a new future and reminding them their lives have value and tremendous worth.

We owe a giant thank you to our readers, advertisers, and team members who made this gift possible. Like most businesses, we owe any success to the people we work with and, in our case, much of that "success" is found in the difference we make in the lives of trafficking victims. That would not be possible without the loyalty of readers, the support of advertising partners, and the hard work of our team members.

Visit us online to learn more about the company behind this publication (n2pub.com) and how our corporate giving program brings hope to the hopeless (n2gives.com).



# What has been your favorite vacation and why?



**KIMBERLY RICE**  
**RLAH REAL ESTATE**

Flower Hill, Jamaica. Private villa in Montego Bay, Jamaica.

This year in September – awesome staff, breathtaking views, stellar chef who prepared anything me and my nine guests wished for, amenities were endless ... and just AMAZING!



**CARA PEARLMAN**  
**THE CARA PEARLMAN GROUP**

Napa two years ago – best vacation ever. Great to learn about the wine, eat good food, spend lots of time outside, and away from work for a few days.

Second to that is Bali, which was this summer. Pretty amazing trip and got to ride an elephant, but a very long flight and on the other side of the world!



**CHERYL ABRAMS DAVIS**  
**RE/MAX UNITED REAL ESTATE**

I have traveled to many fabulous places in my lifetime, but one of my most memorable trips was Dubai for the following reasons:

1. I was awestruck by their commitment to come from nothing to where it is today, and their quest to be the biggest, baddest, and the best made me think, “What I am doing to be the biggest, baddest, and best in my business? Am I giving top-notch customer service?”
2. Top-notch customer service the entire trip.
3. Cultural diversity.
4. Touring the tallest building in the world.



**DANA RICE**  
**THE DANA RICE GROUP**

Not sure this is useful, but it's true!

My favorite vacation:  
Since my husband is my high school sweetheart (technically, my junior high school sweetheart), we've been vacationing together for 25 years.

Vacations with my side of the family always involve new locations and new places we've never been: a private resort in the Florida Keys, a big house in Cape May, or a rustic mountain getaway. Something new at every turn.

My vacations with my husband's side of the family are literal carbon copies of those his family took in the 1980s: same dinners, same locations, same games (Yahtzee and Bananagrams), same jokes! And, we love every second of it.

It's like the best of my childhood is now all wrapped up in my children's childhoods: adventures with one set of cousins and “the same old, same old” with the other set, giving us the best of all worlds.

5. Dining at the world's most famous 7-star restaurant.
6. Riding a camel and an ATV bike in the desert and dune-bashing.
7. Ah! The food. Delicious and healthy.
8. The architecture is stunning.
9. The clearest water in the Arabian Sea.
10. A place that touched all of my senses!
11. The history, the mystery.



**ELAINE KOCH**  
**LONG & FOSTER**

I actually just had a summer vacation for a month recharge that was the most memorable.

For me, it is about new experiences and the people you are with.

I went to a motivational seminar very early in 2018. The speaker said to plan a vacation you will never forget, and bring family and friends, so I did.

I went to the Greek Islands for almost a month this year. I also brought my niece, who had never been to Europe, and my best friend went as well as we stayed part of the time in her home overlooking the Aegean Sea.

I enjoyed the unique architecture, the amazing food, meeting people, and all of the new experiences of being overseas.



**SAMER KURAIISHI**  
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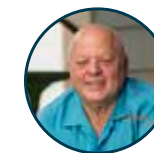
Costa Rica – love the nature and the peaceful environment it brings. Very calm place, great food, and people!

Great place to get away from it all and find some balance.



**KEITH JAMES**  
**KEITH JAMES PROPERTIES**

My favorite vacation was going to Dubai for New Year's. Seeing the beautiful buildings and the struc-



tures was amazing. I felt like I was living in a fantasy world. Also, the people there were very nice.

**JEREMY LICHTENSTEIN**  
**RE/MAX REALTY SERVICES**

I would say my favorite vacation was the European vacation I took with my family to Italy, Spain, France and England. It was our last family hurrah and my first time to Europe. It was nice to finally see the cities and sites that I had only been hearing about for so many years. Seeing Rome on New Year's Eve with my children was a memorable experience.



**MELINDA ESTRIDGE**  
**THE ESTRIDGE GROUP**

Hard to choose as there have been so many wonderful trips we have taken. I would have to say a really great one was our African safari to South Africa, Botswana and Zimbabwe. I guess because seeing wild animals in their natural habitat several feet away from you was phenomenal. From a herd of elephants swimming across the river with their babies in the middle, or a pride of lions stalking prey, or a cheetah sitting high atop a termite mound in the bush searching for her next meal, the viewing and experience itself is spectacular. The people, culture, food and lodging were amazing. I could not recommend the trip more highly. With nature trends, poaching, and land development and human encroachment, it is hard to say which animals will survive and which will not make it. Wild dogs are threatened, and rhinos and elephants are at risk due to poaching. I sincerely hope we can preserve these nature areas and the incredible wildlife they have. It is a definite bucket list item.



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		<b>Tax Management</b>
		<ul style="list-style-type: none"> <li>• Review of Cost Basis</li> <li>• Review Realized Gains</li> <li>• Deductions &amp; Credits</li> <li>• Potential Roth Conversions</li> <li>• Asset Location</li> </ul>

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# LILY Chedrauy

## THE COURAGE TO LEAP



Lily and her fiancé,  
Joe Vallario



Photos by Ryan Corvello Photography

“The economy in Columbia was plummeting. It was really bad.”

Almost two decades ago, Lily Chedrauy left her home country of Colombia, joining her family in the United States with the hopes of building a life of abundance.

Lily had owned a successful restaurant in Barranquilla, Colombia, but when the economy turned in 2003, their business turned with it.

“I was a U.S. citizen, so I told my husband then that we should go to the United States,” Lily reflects. “We sold our business and came here really with nothing. We came with what my suitcases could fit – mostly my photo albums.”

“I left everything behind, and here I am.”

Lily’s move to the United States was a display of courage, leaving the life she knew so well in the hope of better things to come.

While her plan to open a restaurant never quite materialized, she was able to take her experience in customer service and business ownership and apply it to what has become her ultimate passion – real estate.

“Customer service has always been paramount for me,” Lily says. “I owned a restaurant, and it made me a people person. I always tried to make my customers’ experience memorable, and one they would share with family and friends. I apply that same formula to my real estate practice.”

### Real Estate Beginnings

“I didn’t really know much about [real estate],” Lily explains. “I had two little kids and had just moved to the U.S.”

As Lily strove to get her footing in her new home, she looked to buy a home. Her neighbor, who was a mortgage lender, offered to help. When Lily expressed that she only planned to stay for a few years, her neighbor recommended that she rent instead of buy.

“He also explained what real estate agents did. I thought I would love that job. So, I asked how I would start. I started researching, took a class, and began.”

And that was the beginning of what’s become an illustrious 15-year career.

Lily quickly found that she was in love with real estate. Most of her business came from individuals that were rejected by other realtors or lenders. At the time, the market was hot, and Lily was on a mission to help those people on the fringes find a home.

“I didn’t have the experience, but I felt really confident,” Lily recalls. “I just started making phone calls. I would tell everyone what I did. At restaurants I’d go to, I’d talk to waiters. I would talk to everyone about what I did.”

Lily devoted herself to education, taking seminars and classes whenever she was able. “I took classes on contracts, negotiation, marketing – everything I could use to serve my clients better. I submerged myself in it.”

### Living and Breathing Real Estate

A few of Lily’s skills from her time in Columbia have proven to be especially useful in the D.C. Metro area: her fluency in Spanish and her background in interior design.

“My favorite store is Home Goods,” Lily says with a laugh. “I could stay there all day. I love staging.” As a Certified Home Stager, Lily’s listings are always presented in the most attractive, design-conscious manner.

“I breathe real estate,” Lily smiles. “It’s very stressful, but it’s very rewarding. There is emotion involved in every transaction.”

### Defining Success

“My dad is my role model,” Lily says. “He gives the best advice. He’s very wise. I also learned from him to work very hard and always go the extra mile for people. He said, ‘Don’t be a problem. Be a solution.’”

Lily is that solution for so many of her clients. With passion and vigor, she is ready to work hard to execute when her clients need her most.

While she’s found great success in real estate, Lily admits that balance is still a challenge. When she’s on vacation or “off” on a Sunday, there is still some task that needs to be completed. “It’s hard to disconnect 100 percent. It’s hard to take a real vacation. You are sort of on call,” Lily explains.

With a big family in tow, she’s continually working on finding balance. “We’re like the Brady Bunch,” Lily laughs. Lily and her fiancé, Joe, have combined households. Ironically, each of them brings in three children of the same exact age – 14, 17 and 20. Together, they love going out to eat or enjoying the summer days on the boat.

Whether she’s with her family or her clients, Lily Chedrauy is after the same sense of success. To Lily, success is equivalent to fulfillment.

“I love my family,” Lily says. “And in real estate, the most rewarding thing is helping people that are told they can’t be helped by other people.”

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# ELAINE KOCH

Following Her Passion From an Early Age

cover story

By Karla Lutz Bowling

Elaine Koch, leader of the Elaine Koch Group, Long & Foster | Christie's International Real Estate, Bethesda, MD, is a commanding force in the D.C. Metro real estate arena. With more than 30 years of experience, her reputation as a respected, trustworthy, and experienced Realtor® is known throughout the region.

Elaine knew from a young age she wanted to be a real estate agent. "I grew up in a historic home. I was so fascinated by that house. I remember venturing up into the attic, being intrigued with the original log cabins on the property, the barns and out-buildings, and even the various tombstones throughout the yard. My grandfather was a developer, and I felt this passion was just in me. I instinctively knew real estate was what I wanted to do. So when I graduated from high school, I told my dad I wanted to be a real estate agent. I knew it, right then and there, that it was what I was meant to do."

Elaine obtained her real estate license at 18 while simultaneously working toward her bachelor's degree in finance at the University of Maryland. While in school, she went to work for Winchester Homes in Maryland as an assistant for six of the sales managers. "It was a great place to start, and it gave me the tools to take my career to the next level. After college, I started working for a cus-

tom home builder and eventually ventured out into full-time real estate sales in 1998."

Today, Elaine leads her own dynamic team of professionals who are recognized as one of the leading real estate groups in the D.C. Metro region. Although she began with a specialized focus in Montgomery County, she expanded to additional areas, including the District of Columbia, Potomac, Bethesda, Frederick County, Kentlands, and Lakelands.

Currently, Elaine is most passionate about mentoring the agents on her team and the prospects of growing her business. "That piece of the business — the everyday interaction with my agents coming to me for advice, seeking my opinion and guidance — is so personally rewarding. It is gratifying to be able to help them with their business, help them succeed, and see how happy they are when they have a win. The best reward is seeing the appreciation they have for me in return," she shares.

Elaine admits that it is often difficult to strike a balance between her personal and business life, so she is a firm believer in blocking off time for everything. "If I want an hour off, I schedule it. If I want to take a vacation, I put it on my calendar. The second thing I do is hire talented people to help me achieve that life balance."

To maintain a sense of order in her sometimes chaotic days, Elaine is extremely focused, organized, and goal driven by keeping a record of what goals she aims to achieve. "I have my goals for one month, one year, five years, 10 years. There is not one day that goes by that I don't look at those goals. I also have a bucket list written down too! My girlfriends laugh at me when I tell them I'm going to do something because it's on my bucket list and I need to cross it off," she smiles.

"Being able to look back at my lists and compare where I was five years ago, see what goals I have accomplished, and what things

I have crossed off my bucket list is so fulfilling. There's a great sense of achievement. Now, I'm starting to set goals for where I want to be five years from now."

Elaine's long-term goal is to continue to grow her business with the intention of one day seeing a team member take the helm or to leave it as a legacy for her daughter. "Right now, she just started college and is not at the point to consider it, but possibly in the future. It's been in the back of my mind because it's rewarding to be able to pass something like that on to your children."

Elaine offers sage advice to up-and-coming Real Producers. "Network and prospect. If this is your passion, and you truly want to make it in real estate, then you have to prospect and put the time into it. If you're willing to do that, you will be successful," she enlightens. "I also think it's important to align yourself with a team. Structure for a new agent is critical. Most agents on their own



Photos by Randolph Images



...

don't have the training and expertise for making it in the business and getting off to a good start, so they end up getting out of real estate within the first year or two. I have agents on my team that tell me they wish they had joined our team years ago because there are so many things we teach them they didn't even know existed. We give them the tools to be more successful."

She added that one of the biggest challenges facing realtors is getting clients to trust their judgment on pricing or preparing a home for sale. "It's an emotional transaction, and often clients think their home is worth more than it is."

This stage is when Elaine brings her talent for interior design into her tailored approach to selling homes. "My pre-planning recommendations include customized interior designs to make sure every home I sell is presented to its fullest potential resulting in top dollar for my clients." Her years of experience and keen market insight provide an added reassurance for her clients. "They know they can trust the accuracy of anything I'm involved in with the business because I have done my homework."

Elaine defines success as loving what you do while also having the time to enjoy your life and friends socially by making sure there's a healthy balance between work and spending time with the people who are significant in your life. "With real estate, it's so easy to get caught up in the overwhelming stress of sales and not take the time to actually enjoy living. I've always been an advocate for

balance. Early on in my career when I hit that \$10 million mark, I knew it was time to get an assistant. My mentor asked why I felt I needed an assistant, and I said, "Well, I have a 5-year-old daughter, and I want to be with my family too." Now that her daughter is in college, Elaine reflects on the time she was able to spend quality moments with her because of that decision. "My daughter is my world. We share a passion for interior design and decorating homes. She's even helped with staging a little bit. However, now that she's off to college and I'm an empty nester, it's been an interesting change for me. As a parent, I'm trying to let go."

Elaine hopes she will be remembered for her role in accomplishing people's dreams — whether it's finding their dream home, selling their home at a time when they needed to, or helping her agents succeed. "Frankly, real estate is such an integral part of who I am, being remembered as that person who had a reputation as one of the best real estate agents in the industry would mean a lot to me. I think I'm there, but I know I will never stop striving to be the best for my clients and my team."

"Network and prospect. If this is your passion, and you truly want to make it in real estate, then you have to prospect and put the time into it. If you're willing to do that, you will be successful,"



From left to right: Joseph Myers, Jenny Villatoro, Ronni Harris, Elaine Koch, Dianne Otori, Galya Gamliel and Tim O'Ney



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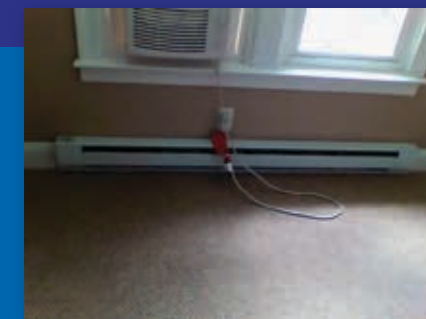
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## TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Dec. 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	52	24	76	\$165,258,800
2	John Kirk	Tower Hill Realty	285	5	290	\$133,618,193
3	David Getson	Compass	42	131	173	\$122,232,106
4	Michael Rankin	TTR Sotheby's International Realty	26	18	44	\$116,835,995
5	Jay Day	Real Estate Teams	249.5	76	325.5	\$116,317,487
6	Wendy Banner	Long & Foster Real Estate	47.5	46	93.5	\$110,839,711
7	Jennifer Smira	Compass	71	70	141	\$105,347,690
8	James Coley	Long & Foster Real Estate	61	37	98	\$102,884,642
9	Marc Fleisher	TTR Sotheby's International Realty	30.5	15	45.5	\$99,851,705
10	Carolyn Scuderi Mccarthy	Long & Foster Real Estate	199	1	200	\$92,687,439
11	Alejandro Luis Martinez	RE/MAX Elite Services	85.5	158.5	244	\$81,800,520
12	Nurit Coombe	RE/MAX Elite Services	38	75	113	\$81,633,898
13	Erich Cabe	Compass	29	41	70	\$70,946,188
14	Barak Sky	Long & Foster Real Estate	49	47.5	96.5	\$67,422,200
15	Nathan Guggenheim	Washington Fine Properties	39.5	42	81.5	\$66,346,079
16	Christine Reeder	Long & Foster Real Estate	110	97	207	\$63,589,624
17	Jane Fairweather	Long & Foster Real Estate	52.5	17	69.5	\$62,694,760
18	Tyler Jeffrey	Washington Fine Properties	13.5	61	74.5	\$62,152,034
19	Joel Nelson	Keller Williams Capital Properties	39	30	69	\$61,191,175
20	Kimberly Cestari	Long & Foster Real Estate	39	20	59	\$60,980,945
21	Margaret Babbington	Compass	19.5	72	91.5	\$59,049,638
22	Michelle Yu	Long & Foster Real Estate	58	26	84	\$58,492,799
23	Tamara Kucik	Tower Hill Realty	62.5	40.5	103	\$58,167,045
24	Hans Wydler	Compass	30.5	8.5	39	\$58,143,994
25	Russell Firestone	TTR Sotheby's International Realty	13	16	29	\$56,545,609
26	Dana Rice	Compass	27.5	25	52.5	\$55,515,265
27	James Bass	Real Estate Teams	84	77	161	\$54,628,413
28	Melinda Estridge	Long & Foster Real Estate	27	39	66	\$51,403,612
29	Lauren Davis	TTR Sotheby's International Realty	19	18	37	\$51,006,400
30	Antonia Ketabchi	Redfin Corp	11.5	58	69.5	\$49,280,700
31	Nathan Dart	RE/MAX Realty Services	66	46	112	\$49,124,354
32	Michael Brennan	TTR Sotheby's International Realty	31.5	19	50.5	\$48,108,400
33	Trent Heminger	Compass	58.5	13.5	72	\$48,034,326
34	Louis Chauvin	Compass	8	12	20	\$47,014,550

**Disclaimer:** Information based on reported numbers to MLS as of January 5, 2018. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. If you had any sales outside of the DC Metro Real Producers service area (DC, Montgomery, Prince Georges, and Frederick counties), that could also account for a discrepancy. DC Metro Real Producers does not compile this data nor claim responsibility for the stats reported to/by MLS. Data may vary up to 3 percent.



# TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Dec. 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
35	Eric Stewart	Long & Foster Real Estate	50.5	15	65.5	\$46,305,700
36	Sheena Saydam	Keller Williams Capital Properties	21	66	87	\$45,818,714
37	Kira Epstein Begal	Washington Fine Properties	24	26	50	\$45,321,160
38	Daryl Judy	Washington Fine Properties	18.5	14	32.5	\$45,098,295
39	Judy Cranford	Cranford & Associates	14.5	26	40.5	\$44,681,582
40	Carolyn Sappenfield	RE/MAX Realty Services	19.5	16	35.5	\$43,709,500
41	Marjorie Halem	Compass	25	16	41	\$41,936,900
42	Mehrnaz Bazargan	Redfin Corp	70.5	2	72.5	\$41,890,199
43	Lisa Sabelhaus	RE/MAX Town Center	51.5	47.5	99	\$40,809,578
44	Carlos Garcia	Keller Williams Capital Properties	31	21	52	\$40,798,250
45	Anne Killeen	Washington Fine Properties	27	9.5	36.5	\$39,870,937
46	Chelsea Traylor	Redfin Corp	69	2	71	\$39,785,200
47	Roby Thompson	Long & Foster Real Estate	21	21	42	\$39,762,400
48	Kara Sheehan	Washington Fine Properties	12	5	17	\$38,995,500
49	Margot Wilson	Washington Fine Properties	10.5	9	19.5	\$38,843,427
50	Cheryl Leahy	Long & Foster Real Estate	23.5	9	32.5	\$37,821,825
51	Nancy Itteilag	Washington Fine Properties	14	11	25	\$37,124,500
52	Juan Umazor	Long & Foster Real Estate	38.5	82	120.5	\$37,089,300
53	Karen Rollings	Berkshire Hathaway Homeservices Penfed Realty	66.5	12	78.5	\$37,001,630
54	Jonathan Lahey	RE/MAX Fine Living	38.5	57	95.5	\$36,866,798
55	James C. Peva	Washington Fine Properties	8.5	9	17.5	\$36,835,000
56	Elaine Koch	Long & Foster Real Estate	38	24	62	\$36,345,900
57	Bradley Rozansky	Long & Foster Real Estate	33	13	46	\$35,585,600
58	Eileen Mcgrath	Washington Fine Properties	10.5	7	17.5	\$35,451,500
59	Mark Mcfadden	Compass	4.5	6	10.5	\$35,391,000
60	Ginette R. Winston	Winston Real Estate	20	13	33	\$35,158,000
61	Lee Murphy	Washington Fine Properties	12	20	32	\$35,139,300
62	James Brown	Turning Point Real Estate	36	25	61	\$35,088,499
63	Meredith Margolis	Compass	8.5	20.5	29	\$35,020,501
64	Marjorie Dick Stuart	Keller Williams Capital Properties	23	10	33	\$34,669,249
65	Avi Galanti	Compass	13.5	14	27.5	\$33,758,300
66	Timothy Brooks	Keller Williams Realty Centre	51	61	112	\$33,726,188
67	Robert Myers	RE/MAX Realty Services	31	41	72	\$33,344,595
68	Joshua Ross	RE/MAX Realty Services	11	26	37	\$33,030,668
69	Brent Jackson	TTR Sotheby's International Realty	30.5	11	41.5	\$32,895,852
70	Marshall Carey	Redfin Corp	47	7	54	\$32,544,499
71	Daniel Heider	TTR Sotheby's International Realty	9.5	23	32.5	\$32,533,114

Rank	Agent	Office	List #	Sell #	Total #	Total \$
72	Jeremy Lichtenstein	RE/MAX Realty Services	17	6	23	\$32,516,200
73	Robert Hryniewicki	Washington Fine Properties	12	6	18	\$32,510,300
74	Victor Llewellyn	Long & Foster Real Estate	26.5	39	65.5	\$32,331,212
75	Corey Burr	TTR Sotheby's International Realty	17	16.5	33.5	\$32,142,700
76	Kimberly Casey	Washington Fine Properties	20	4	24	\$31,847,007
77	Anslie Stokes Milligan	Mcneaney Associates	18.5	27	45.5	\$31,826,925
78	Leslie White	Redfin Corp	0	45	45	\$31,783,300
79	Christopher Ritzert	TTR Sotheby's International Realty	6.5	5	11.5	\$31,776,500
80	Ronald Sitrin	Long & Foster Real Estate	30	9	39	\$31,390,187
81	Barbara Ciment	Long & Foster Real Estate	29.5	35	64.5	\$31,178,950
82	Andrew Riguzzi	Compass	13.5	19	32.5	\$31,051,090
83	Robert Sanders	TTR Sotheby's International Realty	28	13	41	\$30,996,642
84	Delilah Dane	Redfin Corp	46	3	49	\$30,617,032
85	Thomas Paolini	Redfin Corp	16	29	45	\$30,559,927
86	Meredith Fogle	Old Line Properties	35.5	13	48.5	\$30,444,052
87	Eric Murtagh	Evers & Co. Real Estate, A Long & Foster Company	16	3	19	\$30,368,007
88	Tim Barley	RE/MAX Allegiance	15	26	41	\$30,251,302

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# TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Dec. 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
89	Kornelia Stuphan	Long & Foster Real Estate	12	11	23	\$30,235,750
90	Carmen Fontecilla	Compass	32.5	32	64.5	\$29,980,403
91	Heidi Hatfield	Washington Fine Properties	5.5	8	13.5	\$29,556,000
92	Kathleen King	Washington Fine Properties	15.5	8.5	24	\$29,472,300
93	Koki Adasi	Compass	30	16	46	\$29,324,100
94	Lori Maggin	Rory S. Coakley Realty	8	12	20	\$29,239,552
95	Douglas Gardiner	Long & Foster Real Estate	42	33	75	\$29,119,228
96	Mandy Kaur	Redfin Corp	52	7	59	\$29,116,941
97	Leslie Friedson	Compass	22.5	15	37.5	\$29,028,218
98	Thomas Buerger	Compass	20	24	44	\$28,993,702
99	Sebastien Courret	Compass	10.5	31	41.5	\$28,959,804
100	Eric Steinhoff	Exp Realty	46	14	60	\$28,955,490
101	Michael Aubrey	Long & Foster Real Estate	26	14	40	\$28,787,910
102	Jennifer Knoll	Compass	13	11	24	\$28,759,751
103	Jeffrey Wilson	TTR Sotheby's International Realty	9.5	14	23.5	\$28,277,750
104	Elizabeth Lavette	Washington Fine Properties	8.5	8	16.5	\$28,108,600
105	Anne Weir	Washington Fine Properties	5.5	3	8.5	\$28,067,500

Rank	Agent	Office	List #	Sell #	Total #	Total \$
106	Dana Scanlon	Keller Williams Capital Properties	15	27	42	\$27,977,056
107	Jason Townsend	Keller Williams Capital Properties	15	25	40	\$27,946,750
108	Alecia Scott	Long & Foster Real Estate	28	42	70	\$27,754,442
109	Todd Vassar	Compass	15	23	38	\$27,728,800
110	Andrew Essreg	Rlah Real Estate	19	33	52	\$27,643,220
111	Lisa Stransky Brown	Washington Fine Properties	13.5	13	26.5	\$27,495,003
112	Thomas Hennerty	Netrealtynow.Com	84	1	85	\$27,322,633
113	Tina Cheung	Exp Realty	11	48	59	\$27,274,638
114	James (Kevin) Grolig	RE/MAX Fine Living	36.5	16	52.5	\$27,214,310
115	Joseph Mascio	Redfin Corp	45	3	48	\$26,867,444
116	Robert Crawford	Washington Fine Properties	19.5	8	27.5	\$26,828,394
117	Loic Pritchett	TTR Sotheby's International Realty	10	16	26	\$26,761,950
118	Alex Edwards	Urban Pace, A Long & Foster Company	31.5	2	33.5	\$26,759,700
119	Thomas Faison	RE/MAX Allegiance	30	5	35	\$26,627,852
120	Edward Carp	Continental Properties	4.5	31	35.5	\$26,610,850
121	Jennifer Myers	Rlah Real Estate	22	18	40	\$26,567,549
122	Michael Matese	Long & Foster Real Estate	16	6	22	\$26,553,000
123	Ruby Styslinger	Redfin Corp	0	35	35	\$26,393,805
124	John Monen	Redfin Corp	56	3	59	\$26,392,750
125	Marsha Schuman	Washington Fine Properties	16	5	21	\$26,227,500
126	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	14.5	23	37.5	\$26,194,847
127	Margaret Percesepe	Washington Fine Properties	11	14.5	25.5	\$26,077,750
128	Norman Domingo	Xrealty.Net	50	3	53	\$26,008,801
129	Thomas Reishman	Compass	20	2	22	\$25,991,900
130	Patricia Mills	RE/MAX Achievers	64.5	27	91.5	\$25,988,628
131	Mynor Herrera	Keller Williams Capital Properties	32	24	56	\$25,976,949
132	Frederick Roth	Washington Fine Properties	8.5	9	17.5	\$25,915,000
133	Anne-Marie Finnell	TTR Sotheby's International Realty	11.5	11	22.5	\$25,913,500
134	Pamela Wye	Compass	15	17	32	\$25,888,665
135	Robert Carter	Compass	15.5	19	34.5	\$25,666,250
136	Corey Lancaster	Exit Right Realty	41	33	74	\$25,362,560
137	Michael Lederman	Keller Williams Capital Properties	38	0	38	\$25,216,408
138	Kate Hanley	Urban Pace, A Long & Foster Company	37.5	5	42.5	\$25,120,700
139	Cara Pearlman	Compass	26.5	11	37.5	\$25,063,284
140	Barbara Nalls	TTR Sotheby's International Realty	22	6	28	\$24,941,100
141	Xuri Wang	Hometown Elite Realty	8	16	24	\$24,753,300
142	Eva Davis	Compass	7	21.5	28.5	\$24,710,167

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# TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Dec. 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
143	D'Ann Lanning	Compass	34.5	3	37.5	\$24,603,325
144	Peter Grimm	Berkshire Hathaway Homeservices Penfed Realty	10.5	14	24.5	\$24,368,750
145	Amanda Lasko	Redfin Corp	41	7	48	\$24,333,980
146	John Lesniewski	RE/MAX United Real Estate	56.5	11	67.5	\$24,288,155
147	Jean Bourne-Pirovic	Long & Foster Real Estate	41.5	14	55.5	\$24,152,425
148	Ryan Tyndall	Long & Foster Real Estate	4.5	17	21.5	\$23,861,780
149	David Desantis	TTR Sotheby's International Realty	10.5	11	21.5	\$23,828,750
150	Matthew Zanolli	Compass	9.5	22	31.5	\$23,775,499
151	Daniel Hynes	Compass	14.5	6	20.5	\$23,760,990
152	Bryan Kerrigan	Redfin Corp	49.5	0	49.5	\$23,719,725
153	Andres Serafini	Rlah Real Estate	18.5	22	40.5	\$23,545,130
154	Melissa Bernstein	RE/MAX Realty Group	19.5	18	37.5	\$23,477,135
155	Daniel Metcalf	Long & Foster Real Estate	35.5	2	37.5	\$23,467,875
156	Lucy Fraser	Redfin Corp	28.5	12	40.5	\$23,371,005
157	David Bediz	Keller Williams Capital Properties	25.5	10	35.5	\$23,325,687
158	Susan Van Nostrand	Compass	10	8	18	\$23,303,533
159	David Thomas	Keller Williams Capital Properties	16	18	34	\$23,156,431
160	Annabel Burch- Murton	Compass	12.5	14	26.5	\$23,120,350
161	Ross Vann	Compass	15	15	30	\$23,072,409
162	Elizabeth Brent	Go Brent	36	0	36	\$23,043,500

Rank	Agent	Office	List #	Sell #	Total #	Total \$
163	Damian Buckley	Long & Foster Real Estate	8.5	23	31.5	\$22,912,899
164	Brittany Allison	Compass	10.5	14	24.5	\$22,764,350
165	Charles Dudley	Compass	12.5	20	32.5	\$22,707,479
166	Casey Aboulafia	Compass	5.5	24	29.5	\$22,587,421
167	Robert Kerxton	RE/MAX Realty Centre	26	12	38	\$22,460,050
168	Harrison Beacher	Keller Williams Capital Properties	17	33.5	50.5	\$22,447,374
169	Eric Broermann	Compass	12	25	37	\$22,131,750
170	Michael Rose	Rory S. Coakley Realty	13.5	14	27.5	\$22,100,850
171	Rory Obletz	Redfin Corp	0	37	37	\$22,087,504
172	Mary Lynn White	Compass	12.5	5	17.5	\$21,859,750
173	Kenneth Abramowitz	RE/MAX Town Center	17.5	43.5	61	\$21,827,318
174	Elizabeth Burrow	Keller Williams Realty Centre	27	21	48	\$21,717,890
175	Elysia Casaday	Compass	16.5	12	28.5	\$21,715,350
176	Susan Maguire	Washington Fine Properties	10.5	3	13.5	\$21,666,209
177	Carolyn Jordan	Go Brent	31	8	39	\$21,639,675
178	Sina Mollaani	The One Street Company	10.5	22	32.5	\$21,458,550
179	Anthony Mason	Keller Williams Preferred Properties	28.5	24	52.5	\$21,449,214

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# TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Dec. 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
180	Joanne Pinover	Washington Fine Properties	5	6	11	\$21,434,770
181	Troyce Gatewood	RE/MAX Results	24	33	57	\$21,133,540
182	Andrew Goodman	Goodman Realtors	24	18	42	\$21,065,629
183	Lisa Giuliani	RE/MAX Achievers	25	16	41	\$20,759,305
184	Seth Turner	Compass	11.5	17	28.5	\$20,733,400
185	Jill Coleman	RE/MAX Realty Centre	33	23	56	\$20,684,500
186	Rheetuparna Pal Mahajan	Redfin Corp	0	44	44	\$20,672,450
187	Katri Hunter	Compass	6	26	32	\$20,664,049
188	Joan Cromwell	Mcenearney Associates	18	14	32	\$20,607,854
189	Delia McCormick	Washington Fine Properties	15.5	5	20.5	\$20,591,316
190	Louis Cardenas	TTR Sotheby's International Realty	7.5	6	13.5	\$20,572,850
191	Maxwell Rabin	TTR Sotheby's International Realty	16	8	24	\$20,567,433
192	Katherine Buckley	TTR Sotheby's International Realty	11	9	20	\$20,492,273
193	H. Joe Faraji	Long & Foster Real Estate	5	9	14	\$20,412,276
194	Sharif Ibrahim	Keller Williams Capital Properties	2	35	37	\$20,385,255
195	Judith Seiden	Berkshire Hathaway Homeservices Penfed Realty	11	9	20	\$20,364,120
196	Laura Steuart	Washington Fine Properties	8	10	18	\$20,298,251
197	Justin Tanner	RE/MAX Allegiance	4	28	32	\$20,222,650
198	Susan Ellis	RE/MAX Realty Centre	28	11	39	\$20,212,480
199	Kymer Lovett-Menkiti	Keller Williams Capital Properties	28.5	3	31.5	\$20,150,245
200	Michael Muren	Long & Foster Real Estate	30	13	43	\$20,106,564
201	Lalita Dunn	Redfin Corp	0	31	31	\$20,011,299
202	Philip Guire	Compass	7.5	12	19.5	\$19,994,568
203	Katie Nicholson	RE/MAX Achievers	29	17	46	\$19,992,180
204	Lee Arrowood	TTR Sotheby's International Realty	5	3	8	\$19,922,500
205	Cheryl Kurss	Compass	7.5	10	17.5	\$19,890,999
206	Peter Ferguson	Compass	0	21	21	\$19,877,500
207	Cynthia Souza	Long & Foster Real Estate	11	20	31	\$19,865,950
208	Robert Jenets	Stuart & Maury	12	9	21	\$19,852,000
209	Kenneth Grant	RE/MAX Plus	12	43	55	\$19,818,152
210	Russell Chandler	Redfin Corp	46	3	49	\$19,787,349
211	Robert Spicer	Spicer Real Estate	14	12	26	\$19,757,450
212	Cynthia Howar	Washington Fine Properties	8	5	13	\$19,747,000
213	Hazel Shakur	Redfin Corp	55	2	57	\$19,680,747
214	Christopher Chambers	The One Street Company	22	28	50	\$19,666,554
215	Martin Signore	Keller Williams Capital Properties	15	16	31	\$19,642,139
216	Christopher Polhemus	Long & Foster Real Estate	11	9	20	\$19,631,500

Rank	Agent	Office	List #	Sell #	Total #	Total \$
217	Stuart Naranch	Redfin Corp	0	29	29	\$19,628,765
218	Joseph Himali	Rlah Real Estate	11.5	16	27.5	\$19,563,312
219	Ellen Morrell	Washington Fine Properties	5.5	5	10.5	\$19,546,750
220	Lisa Greaves	Redfin Corp	40.5	3	43.5	\$19,434,950
221	James Kastner	Rlah Real Estate	19.5	9	28.5	\$19,427,500
222	Brad House	Compass	5.5	2	7.5	\$19,393,900
223	Gregory Gaddy	TTR Sotheby's International Realty	8	6	14	\$19,389,710
224	Rebecca Love	Redfin Corp	2	25	27	\$19,259,400
225	Daniel Register	Northrop Realty, A Long & Foster Company	51	14	65	\$19,234,744
226	Marin Hagen	Coldwell Banker Residential Brokerage	8.5	8	16.5	\$19,205,950
227	Kevin Gray	Compass	11.5	16	27.5	\$19,135,726
228	Adam Isaacson	TTR Sotheby's International Realty	15.5	12	27.5	\$19,132,900
229	Laura Mccaffrey	Evers & Co. Real Estate, A Long & Foster Company	9	7	16	\$19,089,500
230	Dino Milanese	Coldwell Banker Residential Brokerage	17.5	9	26.5	\$19,024,100
231	Sarah Howard	Washington Fine Properties	7	11	18	\$18,988,900
232	Debbie Cohen	Long & Foster Real Estate	15.5	12	27.5	\$18,967,600
233	Carline Moraes	Independent Realty	24	3	27	\$18,948,500

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# TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Dec. 31, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
234	Tammy Thomas	Go Brent	8.5	23	31.5	\$18,944,633
235	Alexander Heitkemper	Long & Foster Real Estate	19	26	45	\$18,916,750
236	James Roy	Luxmanor Real Estate	29.5	10	39.5	\$18,886,582
237	Gary Rudden	RE/MAX Realty Services	12.5	9	21.5	\$18,786,825
238	Stacy Allwein	Century 21 Redwood Realty	33	22	55	\$18,637,520
239	Keene Taylor	Compass	12	4	16	\$18,616,000
240	Walter Bowman	Keller Williams Capital Properties	16	19	35	\$18,562,400
241	Michael Patrick	RE/MAX United Real Estate	67	7	74	\$18,491,307
242	J Montalvan	Compass	12.5	17	29.5	\$18,424,700
243	Catherine Czuba	Compass	16.5	4	20.5	\$18,376,860
244	Rose Bartz	Long & Foster Real Estate	27	25	52	\$18,360,015
245	Elizabeth D'Angio	Washington Fine Properties	6	7	13	\$18,275,000
246	Betty Batty	Long & Foster Real Estate	21	8	29	\$18,197,750
247	Mary Ehrgood	Washington Fine Properties	7	4	11	\$18,185,500
248	Gladwin D'Costa	Maryland Reo Realty	78	0	78	\$18,115,730
249	Matthew Mccormick	TTR Sotheby's International Realty	4	4	8	\$18,039,500
250	Itamar Simhony	RE/MAX Elite Services	20	3	23	\$18,023,850

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**RESIDENTIAL & COMMERCIAL INSPECTIONS**

Rank	Agent	Office	List #	Sell #	Total #	Total \$
26	William Walker	Long & Foster Real Estate	19	26	45	\$18,916,750
27	Andrew Kambick	Long & Foster Real Estate	29.5	10	39.5	\$18,886,582
28	Elizabeth Cavalli	RE/MAX Realty Services	12.5	9	21.5	\$18,786,825
29	Charles Taylor	Century 21 Redwood Realty	33	22	55	\$18,637,520
30	Billy Thompson	Compass	12	4	16	\$18,616,000
31	Judy Goodwin	Keller Williams Capital Properties	16	19	35	\$18,562,400
32	Leann Manning	RE/MAX United Real Estate	67	7	74	\$18,491,307
33	J Montalvan	Compass	12.5	17	29.5	\$18,424,700
34	Catherine Czuba	Compass	16.5	4	20.5	\$18,376,860
35	Rose Bartz	Long & Foster Real Estate	27	25	52	\$18,360,015
36	Elizabeth D'Angio	Washington Fine Properties	6	7	13	\$18,275,000
37	Betty Batty	Long & Foster Real Estate	21	8	29	\$18,197,750
38	Mary Ehrgood	Washington Fine Properties	7	4	11	\$18,185,500
39	Gladwin D'Costa	Maryland Reo Realty	78	0	78	\$18,115,730
40	Matthew Mccormick	TTR Sotheby's International Realty	4	4	8	\$18,039,500
41	Itamar Simhony	RE/MAX Elite Services	20	3	23	\$18,023,850

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