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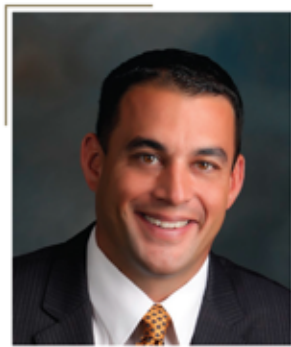


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» publisher's note

HAPPY NEW YEAR!

We're pleased to bring you the 23rd edition of *D.C. Metro Real Producers*. As usual, this magazine is provided free of charge and is distributed exclusively to the top 500 realtors in the Greater D.C. metro area, along with some select brokers. If you're receiving this publication, then congratulations -- it means you're the "best of the best" and in the top percent of your field.

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

Thank You

A giant THANK YOU to all who came out to our Second Annual Mastermind in November. We had a blast seeing everyone and giving away tons of gifts! Photos and highlights are included in this issue. Special thank yous to our event sponsors: **Rick Rudman and Rikki Rogers of Curbio, Chanin Wisler of First Washington Mortgage, Richard Early of Monarch Mortgage, Josh Greene of Eastern Title, Craig Jenkins of NXT Home Mortgage, Strategic Gifting, ProTec Inspection Services, and My Marketing Matters.** If you had a great time at the event, check out the videos!

Circle of Influence

As top performers, it's always important to be aware of our circle of influence. "Your circle is your ceiling." Isn't that the truth!

When you're surrounded by positive and persistent people, opportunities are endless. Their energy, drive, audacity, and vision rubs off on us, inspiring us to become our best and to envision more empowered possibilities.

On the contrary, when you're surrounded by the wrong people, opportunities are **nowhere** – the economy is terrible, nobody has money, and the world is a horrible place. As the saying goes, "You can't soar with the eagles when you hang out with turkeys."

Oftentimes, once we reach the top levels in our offices and areas, it becomes increasingly more difficult to be surrounded by people who are on similar "levels," chasing similar dreams, and holding themselves to similar standards. The problem is that the higher the standards we hold ourselves and our organizations to, the higher the standards we should be having for our circle of influence.

That's why this *D.C. Metro REAL Producers* group was born: to help celebrate, inspire, and connect the top performers in Greater D.C.'s real estate industry, and to forge stronger relationships between the people who take the profession seriously.

We hope to see you at our future events, connecting with the other high performers in the area, and in our private Facebook group, Top 500 DC Metro Real Producers.

We are excited for 2019 and the events we have planned. Please RSVP for our first event of the year, a brunch, on January 23, and save the date for our Annual Awards Gala on March 14.

If you have any suggestions for our writers or agents and topics you'd love to see featured, please email me at Kristin.Brindley@RealProducersMag.com.

Yours in success,

Kristin Brindley
D.C. Metro Real Producers Publisher



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“Success is finding the proper balance between work, play, and free time. My success in real estate enabled me to provide the initial funding to start KIND and now gives me the platform to expand it. The most rewarding part of being

successful is being able to give back to the community. You do well so you can do good.”



Mario Padilla

RE/MAX Realty Centre

“The biggest game changer in my business was learning to be unattached to the outcome of the day-to-day challenges we face. I remember that in the beginning, things were moving so fast, and I would dwell for days on the fact that something did not go the way

I expected. Now, I take a minute to lick the wounds, brush it off, and keep moving forward.”



Josh Ross

RE/MAX Realty Services

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– Jack Welch, former CEO of General Electric



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-Sarah Yelton from Gainesville, VA

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-Meaghan Tuttle from Fort Washington, MD



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With operations in nearly 100 markets across Maryland, Virginia, and D.C., it's hard to believe that Vito Services started out as a one-man shop on Kennedy Street way back in 1934. Founded by its namesake, James Vito Sr., the extended, close-knit family has grown over the years. Today, the company includes more than 60 employees driving 45 vans throughout the tri-state area.



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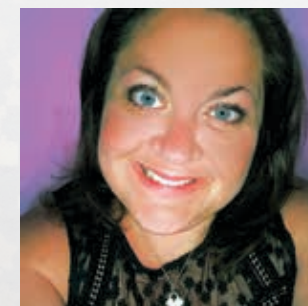
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So What Else

“Giving people self-confidence is by far the most important thing I can do because then they will act.”

– Jack Welch, former CEO of General Electric



A native Washingtonian and a 14-year real estate veteran, Josh Ross has put a concerted focus on giving back to the community that has given him so much. Through his work as a board member for the local charity So What Else, Josh is leading by example.

“It’s a great opportunity for people whose livelihoods are based on the communities we serve to learn about what the charity does,” Josh explains.

So What Else

Founded on altruistic principles, So What Else serves underprivileged youth in the D.C. metro and downtown Baltimore areas. By providing a safe environment, they offer youth the opportunity to flourish through a variety of diverse summer and after-school programs, from fitness and nature to cooking and art.

The programs are innovative, enriching, and serve kids that don’t otherwise have the opportunities to engage in these positive, nurturing environments.

“Our diverse set of educational and recreational experiences position young people to make sound life choices and realize their full potential,” So What Else’s mission statement explains. It continues, “So What Else exists in a tripod of service: to provide out-of-school-time educational and creative programming to underserved youth, to promote volunteerism and provide resources and service to other community organizations, and to mobilize the youth we serve to, in return, pay it forward to their community through service.”

Unfortunately, school programs in metro areas are often underfunded. So What Else seeks to fill the gaps.

In 2018, So What Else has grown to serve over 3,000 kids in over 50 communities.

“My wife and I believe that we should give back to the community,” Josh explains. “Being on the board of So What Else fulfills our desire to give back and to help provide an opportunity for children to dream big.”

Josh’s wife, Alexandra, may not serve on the So What Else board, but to hear Josh describe it, she is intimately involved with the organization, helping with fundraising and increasing awareness.

So What Else keeps its vision of giving in the foreground. In short, their motto is to help the kids, help the community, and help the kids help the community.

An Integral Part of the Community

Josh originally learned about So What Else through the organization’s co-founders Dave Silbert and Bob Schless. With an innate drive and energy to serve the world around him, Josh extends his desire to give back through all aspects of his life – real estate included. “If we’re working with you or for you... We are committed,” Josh expresses.

After meeting his wife at a RE/MAX conference back in 2013, the two teamed up in life and in business, forming a partnership that thrives at all levels. Together, they run the Ross Residential Team.

Josh and Alexandra live a vibrant life. Traveling and spending time with their two dogs are at the top of their list of to-dos, alongside their work in real estate and in the community. “Somehow, all of our trips are planned around restaurants we want to try or hotels/resorts that look like a destination,” Josh laughs.

There’s a clear through-line in everything that Josh Ross does: to guide others to their highest potential. As a real estate agent, that means helping clients transition to the next step in their lives. With So What Else, it’s to support the local youth in aligning with their natural abilities.

You can help underprivileged youth with So What Else by volunteering, donating, or attending their annual gala. To learn more about So What Else, please visit www.sowhatelse.org.



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GET SEEN IN 2018

What is Your Brand?

By Christina Daves



are thrown off a bit by who this person is. Remember, people want to work with people. Make sure your personal imagery is really YOU.

Are you being authentic?

Is your messaging authentic to who you are? Be real. Be who YOU are. Don't pretend to be someone else. There are plenty of people who want to work with YOU. Let people know who you are through what you write and through your videos. Be that authentic person when they meet you.

Content Marketing Strategy

Last but not least, make sure the content you put on your website, blog, and social media is consistent with who your ideal buyers and sellers are. Your specific buyers and sellers will also have specific concerns they want to be addressed, and your messaging should support that. Give them what they want to show them you are their ideal agent.

Your brand really is your business, now make sure you are on brand with who you really are and who you want to work with.



Christina Daves is the founder of PR For Anyone®. She has trained thousands of real estate agents in gaining visibility by using traditional and social media together for maximum effectiveness. Agents she has worked with have appeared in national magazines, newspapers, radio, television, and blogs. Book your free business strategy session with her at www.ChatwithChristina.com and learn more about her at www.ChristinaDaves.com.

It used to be that people worked with companies. Now, people want to work with people. Some things to think about are: Is your brand consistent with your authentic self and your messaging? Does your brand allow people to relate to you? Even if you are part of a national real estate company, it's important to create a personal brand of you, the real estate agent.

Is your messaging on target with your customers?

Are the images you're using and the messaging you're putting out consistent with who your customer is? I worked with an agent recently who specialized in first-time homebuyers, but all of his imagery was from homes that were multi-million-dollar homes. That actually creates a negative feeling for those potential customers and will likely turn them away thinking that type of agent couldn't help them.

Make sure your branding is on the mark for the types of buyers and sellers you mainly service.

Is your "look" consistent?

When someone goes to your website and all of your individual social media sites, are you using the same pictures, colors, fonts, and messaging? As mentioned above, make sure everything is consistent with your ideal buyer and seller, and then make sure it's consistent on your website and social media platforms. Use the same imagery, the same fonts, and the same colors so people know that it's you.

Is it YOU?

Are the pictures of you consistent with how you look today? I see this time and time again. Real estate agents are using dated pictures of themselves, so when they meet a potential buyer or seller, potential clients



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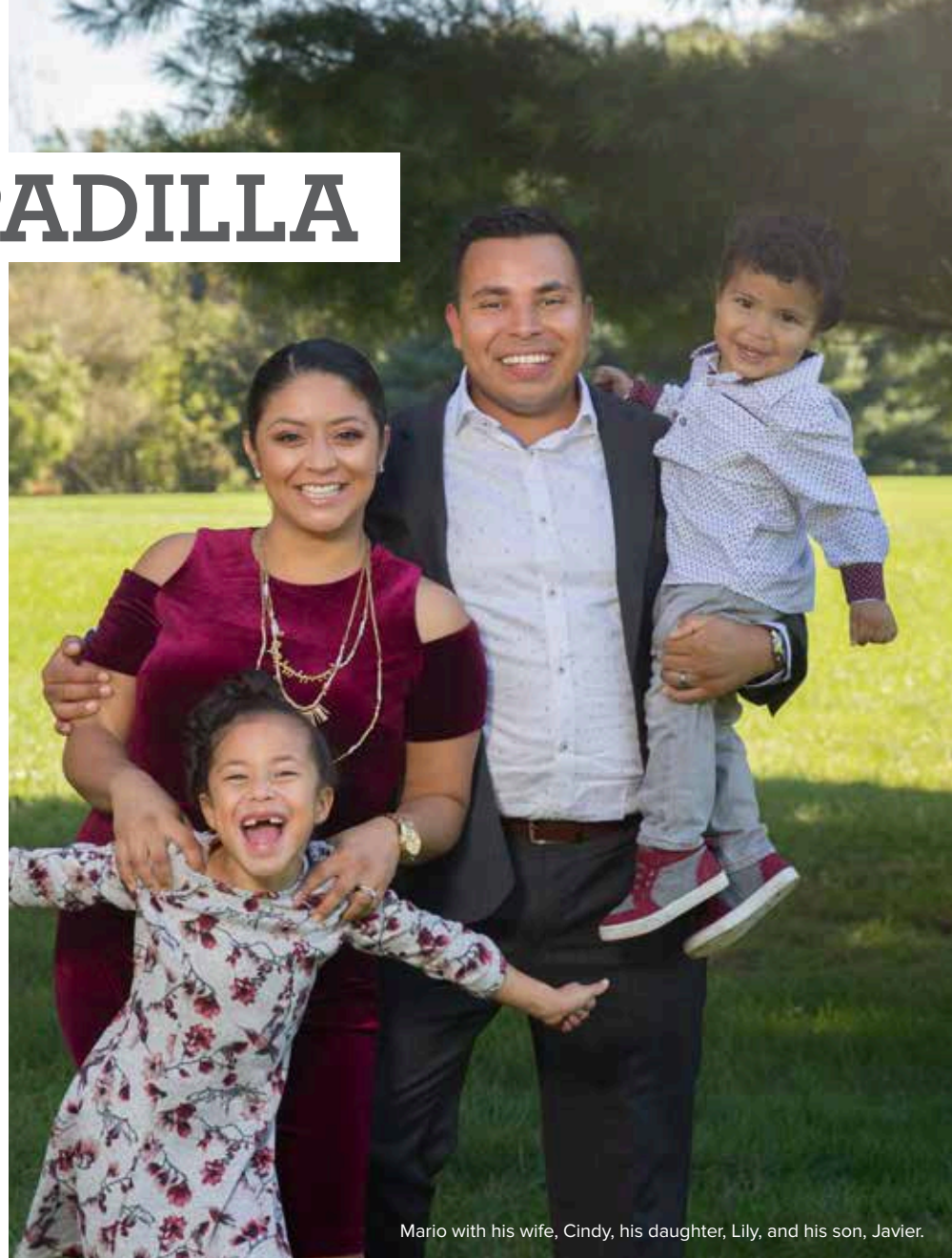
Your Attitude Determines Your Altitude

By Karla Lutz Bowling

In just two and a half years as a real estate agent, Mario Padilla, of RE/MAX Realty Centre, Olney, MD, has quickly become a rising star — already setting records and receiving numerous awards.

The journey to this point of his career has been one of hard work, dedication, and a positive attitude. The experiences of being a first-generation immigrant have been instrumental in shaping that course. Mario knows first-hand the obstacles one must overcome to attain success in the United States. He wants to be an example for those who may follow in his footsteps and inspire others to achieve their dreams.

Mario's journey began as a young boy in El Salvador. "My parents brought me to the U.S. when I was just shy of 4 years old. I was raised in Columbia Heights, D.C. At a very young age, I was exposed to my father's finances and his struggle of not being able to speak the English language. Within a few years, I became his translator, accountant, and personal liaison to the English world. Picture a 7-year-old boy conducting bank transactions and translating IRS documents. These experiences instilled in me a strong desire to help others in my community in any way possible," Mario shares.



Mario with his wife, Cindy, his daughter, Lily, and his son, Javier.



Photos by Ryan Corvello Photography



Photos by Ryan Corvello Photography



Mario says he has known he would eventually run his own business ever since high school. He worked in retail sales and realized he had a natural ability to connect with people. When an attempt to start a tile sales and installation business fell through, a friend encouraged him to look into real estate. He obtained his real estate license in 2010 and began to work for a local agent as a licensed assistant. However, he put his real estate career on hold just six months later when Capital One Bank presented him with an opportunity to be a retail branch manager.

"During my time with Capital One, I became very involved as a referral partner to our mortgage lending department and had great success at opening up the conversation of homeownership with clients. After four years with the bank, the desire to return to the business of real estate and help families become homeowners was drawing me in. I decided to go back and pursue my career in real estate as I felt I was now equipped with the skill set and work ethic to create a successful business for myself," Mario recounts.

That experience and work ethic quickly propelled his career into overdrive. In his first year, Mario closed 34 transactions for a total volume of close

to \$10.7 million. In his second year, 2017, he closed 38 transactions with a total volume of more than \$11 million.

Mario was named a Washingtonian Magazine Best Agent in 2017 and 2018. In 2018, he received the RE/MAX 100 Percent Club Award and was named one of the National Association of Hispanic Real Estate Professionals (NAHREP) Top 250 Latino Agents in the United States (No. 205). In both 2017 and 2018, Mario received the NAHREP Top 50 Latino Millennial Agent Award and a NAHREP Top 50 Latino Agent in the Northeast Award.

Mario has embraced his company's fast-paced growth and has set aggressive challenges for himself. His short-term goal is to reach \$20 million total volume by the end of 2019 and further analyze his business systems to increase efficiency. "Everything in my business started to move and grow much faster than I thought was possible. I felt the areas we needed to concentrate on were systems, processes, and automation. So this year, there has been a big focus on documenting and analyzing what I do, how I do it, and implementing systems with my transaction manager Luis Navarro. He has been instrumen-

tal in our rapid growth, helping to streamline our process, which will allow us to grow the business in years to come."

Mario's long-term goal is to build a team that will employ a large number of like-minded entrepreneurs. "I got into this business to help people. It's my dream to create an environment where people can come to learn, and together, we can take their business to another level."

Mario is a big proponent of video communication with his clients. His favorite tech program is Bomb-Bomb, a video email and texting app that makes it easy to send out quick video messages. "I love sending out video messages as a follow-up either before or after meetings and also for birthdays and anniversaries. I encourage my clients to have fun during the transaction and use it to communicate with me. The engagement is much more personal, and if you can get them on board, they really open up to you," he says.

As Mario's business has grown, he has learned to keep things in perspective. "The biggest game changer in my business was learning to be unattached to the outcome of the day-to-day challenges we face. I remember that in the beginning, things were moving so fast, and I would dwell for days on the fact that something did not go the way I expected. Now, I take a minute to lick the wounds, brush it off, and keep moving forward."

Mario's top priority outside of business is spending time with his family. "I am happily married to my amazing partner, Cindy, and am the proud dad of two little ones. My daughter, Lily, is 6 years old. She just started the first grade, is a gymnast with a huge personality, and dreams of being a huge YouTube sensation. My son, Javier, is 1 and a half years old. He is a thrill seeker with a soft side that will make you melt. We also have an 8-year-old boxer mix named Rooney. He is our unofficial babysitter," he jokes.

Mario concedes that when it comes to trying to manage a work/life balance, he gives all the credit to his wife. "Cindy is the CEO of Mario Padilla," shares Mario. "She has recently come on board and is helping me manage the post-closing client interactions and the marketing for my business. She is a rockstar when it comes to the kids' activities and all of our events. She keeps me on track. I couldn't have chosen a better partner."

Mario's favorite quote, "Your attitude determines your altitude," certainly applies to this rising star.

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SECOND ANNUAL MASTERMIND



Thank you Real Producers and to everyone who made our Second Annual D.C. Metro Mastermind on November 8, 2018, possible. We had a fantastic, inspiring session and look forward to more exciting Real Producers gatherings in the coming year!

A tremendous thank you to our event sponsors: Curbio, Eastern Title, First Washington Mortgage, Strategic Gifting, Monarch Mortgage, Protec Inspection Services, My Marketing Matters, and NXT Home Mortgage without whom the Mastermind would not have been possible!

Thank you to our panelists: Melinda Estridge, Nathan Dart, Samer Kuraishi, Jonathan Lahey and Jamie Coley. We appreciate you sharing your time, energy, and knowledge! Shout out to Creig Northrop for his outstanding participation and contribution.

Thanks, Brotha James! You did an awesome job facilitating the event.

Congratulations to all our raffle winners – we hope you enjoy the prizes that were graciously provided by our wonderful partners!

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We are excited for 2019 and the events we have planned!

Please RSVP for our first event of the year, a brunch, on January 23, and save the date for our Annual Awards Gala on March 14. Visit www.dcmetrorealproducers.com or email events@dcmetrorealproducers.com for more info.



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▶▶ we ask the questions, you submit your answers

What rituals or routines do you

practice to get ready for the

new year?



KATIE NICHOLSON
RE/MAX ACHIEVERS

“In January, I sit down with my team and share the results of our previous year’s lead sources. I identify where we are seeing the most success and receiving the most out of our investments. We then customize our marketing strategy from this data. Next, we look at the market at the macro level in an attempt to forecast and anticipate outside forces in the economy that could have a positive or negative impact on the upcoming year ahead.”



JOHN YOUNG
RE/MAX EXCELLENCE REALTY

“Every December, I create a list of ‘professional resolutions’ – goals I would like to accomplish the next business year. I always make time to add one new professional designation so that I expand my professional skill set.”



DANA RICE
COMPASS

“Our team participates in an all-day ‘visioning’ session led by a national leader in executive training and leadership building. It’s not real-estate related at all but aimed at finding authentic team purpose, vision, objectives, and strategy. It changes each year as the team has grown. It’s a fantastic way to re-center.”



SARAH MOORMAN
SAMSON PROPERTIES

“End each year with gratitude and reflection! Gratitude: I spend November being thankful every day. I post my daily gratitudes on social media to keep myself accountable to staying focused on all the good things in the day and in my life.”



JOSH GREENE
EASTERN TITLE AND SETTLEMENT

“To constantly be persistent in marketing and keeping up with our clients.”



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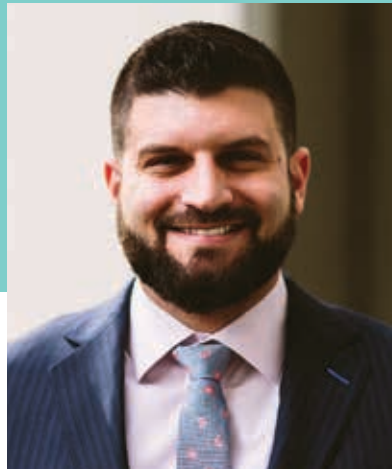
“Re-looking at my lead sources for the year and seeing what really worked.”

“Looking at three to five new lead sources to test for the year.”

“Realigning my goals for the next year and the map to get there.”

“Assisting my team with their goals and mapping them out.”

“Budget planning for all lead sources is reviewed and looked at to be sure we have the best pricing.”



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JEREMY LICHTENSTEIN

SPREADING KINDNESS IN BUSINESS AND THE COMMUNITY



Jeremy Lichtenstein, of RE/MAX Realty Services in Bethesda, MD, is a well-known figure in Montgomery County – not only as one of the premier

Realtors® in the region, but as a generous businessman making a profound difference in the lives of children throughout the community.

Getting Jeremy to talk about his successful 24-year real estate career is not easy. He would rather gloss over the numerous awards bestowed upon him and turn the conversation back to the subject he is most passionate about: his charity, the KIND organization, which stands for Kids In Need Distributors.

“Success is finding the proper balance between work, play, and free time. My success in real estate enabled me to provide the initial funding to start KIND and now gives me the platform to expand it. The most rewarding part of being successful is being able to give back to the community. You do well so you can do good,” he says.

Jeremy conceived the idea to start KIND in 2012 after learning that 35 percent of children in the Montgomery County school system are on the Free and Reduced Meal program (FARM), which equates to more than 55,000 food-insecure children. Even though children in this program receive breakfast and lunch at school, there are no provisions for after school or weekends. Many of these children

go home to empty cabinets and refrigerators and sometimes don’t eat for an entire weekend. Jeremy was astonished that the numbers could be so high, especially in Montgomery County, one of the wealthiest counties in the country.

KIND is an all-volunteer program that distributes food to these disadvantaged children. Every six weeks, at least 50 to 60 volunteers from a list of more than 150 mobilize to coordinate the transport of up to 90,000 food items purchased from Costco in Wheaton. Once at the school, more volunteers help sort items into individual bags which are discreetly slipped into needy students’ backpacks each Friday.

“The whole community, both young and old, rich or poor, wants to make KIND work. We started with one school, 37 kids, and a budget of \$3,000. Today, we’re feeding 2,200 kids at 26 different schools with a budget of over \$300,000. Every Saturday, I wake up and know there are more than 2,000 families within our community that are better off because of our efforts. That’s enough motivation to keep me going and growing,” Jeremy says.

Jeremy shares that he is now on the verge of being able to launch the KIND program nationally. “This is going to be a huge year for us,” he exclaims. “I’m not just talking about expanding our program here, but training other agents in other towns to start their own KIND programs in their communities. Real estate is the perfect platform to make it all come together.”



Jeremy and his dog, Milo

Photos by Ryan Corvello Photography

...

His down-to-earth personality and sincere smile quickly draws people in and makes them comfortable. "I used to be the most competitive person out of anyone I knew — chasing down deals and trying to be the wealthiest guy out there. But, it's not for me anymore. I have a better perspective on what's important and understand life a little more. I don't need that crazy anxiety. I feel that too many people take themselves way, way, way too seriously. They're more concerned with what others think about them, but you just have to be yourself. If people like it, great. If they don't, they'll find another agent. I don't think enough people do that."

Jeremy's easygoing approach to life is also reflected in his style of dress. He says one of the biggest challenges he faced starting in the industry was conforming to the real estate dress code. He is not one to wear business suits or ties and doesn't care for tightly fitting clothes. "It was intimidating because I have sensory issues, and it made business attire very uncomfortable. So, I just created my own signature dress code: a nice casual shirt, something fun like Tommy Bahama, and in the summer, maybe shorts and clogs," he smiles.

Before getting into real estate, Jeremy was a landscaping contractor for 20 years. However, being in such a labor-intensive field finally took its toll. After spinal surgery and enduring fluctuating temperatures throughout the seasons, he decided it was time to switch gears. He says he saw an opportunity to make more money in real estate and welcomed the challenge. His intuition paid off. Last year, his total volume was \$40 million. His overall career volume is over \$700 million. Jeremy has achieved this success as an individual agent, not as the head of a team of agents.

He is now one of the highest ranking RE/MAX agents in the country. His awards are numerous: Titan Club (2016, 2017); Diamond Award (2006, 2011, 2012, 2015); Circle of Legends (2013); Chairman Club (2003, 2004, 2005, 2007, 2008, 2009, 2010, 2013, 2014); No. 1 RE/MAX Individual Agent in Maryland (2003, 2004, 2006, 2007, 2011, 2012, 2013, 2015, 2016, 2017); No. 1 RE/MAX Individual Agent in Central Atlantic Region (2006, 2007, 2011, 2015, 2016); and one which he is especially proud of, the Good Neighbor Award from the National Association of Realtors® (2018).

When dealing with challenges, Jeremy often reflects on one of his favorite quotes by Henry Ford: "Don't find fault, find a remedy." He says he frequently ran into obstacles while running his own landscaping business. "I learned not to worry about the problem, just to find the solution," he explains. "Think very simply, not complicated. Don't be afraid of hard work and the time it takes to do it right. Taking this strategy into real estate made the work significantly smoother."

He recommends that new agents take a marketing seminar on how to brand themselves and stand out from others. He also said one of the essential tools to promote yourself is a professional website, but make sure it is user-friendly and straightforward. "The best advice I can give to up-and-coming agents is to find a niche in this over-saturated business and work on specializing in that niche. It is tough to simply be a generic agent these days," he adds.

As Jeremy reflects on his career, he says he would like to be remembered for doing great things in the community and for being a good businessman who treated others fairly. "A lot of times I see new agents getting stomped on by agents who have been in the business for a long time, and it just makes me sick to watch it," he expresses. "I would never do that to anybody or make them feel bad about what they're doing."

Jeremy says that meeting new people every day and building camaraderie with his sphere of influence is one of the most rewarding parts of his business. "What's important to me now is the enjoyment I get out of giving back to my community and being able to make a comfortable living at something I truly enjoy doing."

Jeremy has discovered that spreading KINDness is contagious — and even a little goes a long way.



Photos by Ryan Corvello Photography

"Success is finding the proper balance between work, play, and free time," he says.

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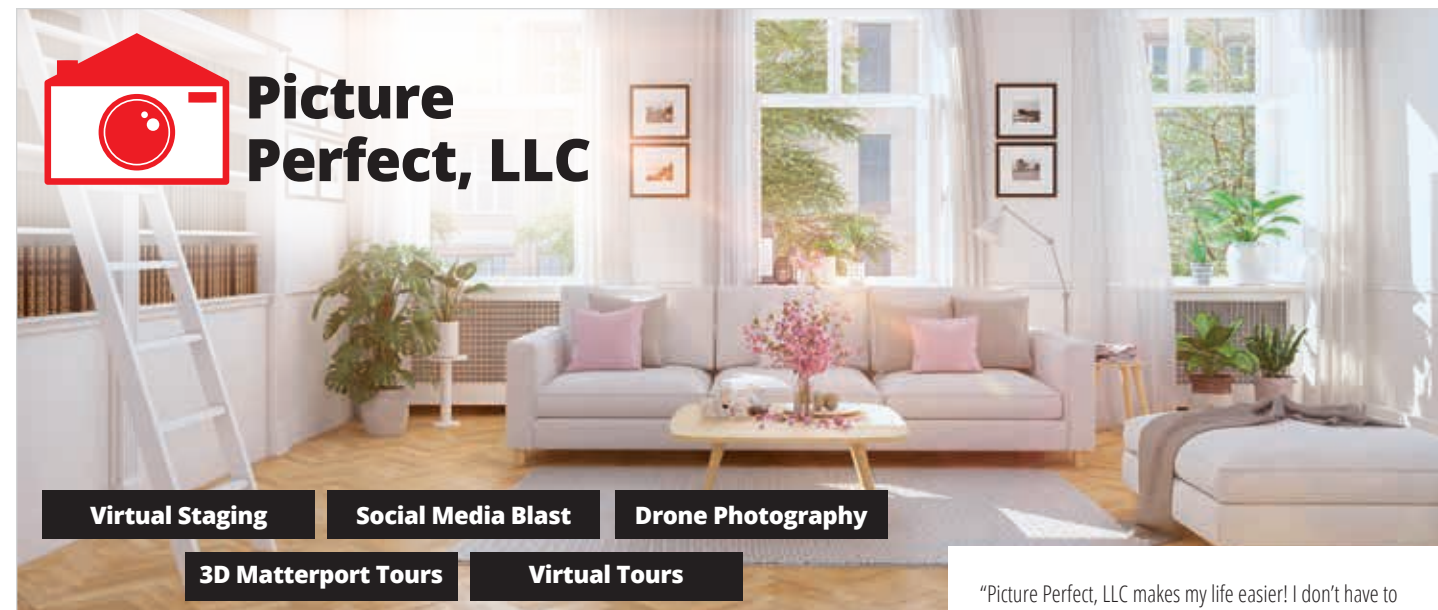
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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	47.5	24	71.5	\$156,512,500
2	John Kirk	Tower Hill Realty	254	5	259	\$118,215,605
3	David Getson	Compass	36	120	156	\$110,769,856
4	Jay Day	Real Estate Teams	217.5	65	282.5	\$102,766,874
5	James Coley	Long & Foster Real Estate	57.5	36	83.5	\$100,268,120
6	Wendy Banner	Long & Foster Real Estate	44	41	85	\$99,128,646
7	Michael Rankin	TTR Sotheby's International Realty	24	15	39	\$98,137,995
8	Jennifer Smira	Compass	64.5	62	126.5	\$96,554,936
9	Marc Fleisher	TTR Sotheby's International Realty	28.5	14	42.5	\$95,921,705
10	Carolyn Scuderi Mccarthy	Long & Foster Real Estate	199	1	200	\$92,687,439
11	Nurit Coombe	RE/MAX Elite Services	35.5	64	99.5	\$74,441,928
12	Alejandro Luis Martinez	RE/MAX Elite Services	77	145	222	\$73,841,020
13	Erich Cabe	Compass	27	38	65	\$65,816,189
14	Nathan Guggenheim	Washington Fine Properties	36.5	38.5	75	\$61,021,079
15	Kimberly Cestari	Long & Foster Real Estate	38	20	58	\$60,095,945
16	Christine Reeder	Long & Foster Real Estate	102	91.5	193.5	\$59,570,859
17	Jane Fairweather	Long & Foster Real Estate	48.5	16	64.5	\$59,560,760
18	Michelle Yu	Long & Foster Real Estate	57.5	26	83.5	\$58,375,299
19	Tyler Jeffrey	Washington Fine Properties	13	57	70	\$56,786,218
20	Barak Sky	Long & Foster Real Estate	40.5	42	82.5	\$56,605,800
21	Dana Rice	Compass	26	28.5	54.5	\$56,602,776
22	Margaret Babbington	Compass	16	69	85	\$54,272,634
23	Russell Firestone	TTR Sotheby's International Realty	13	14	27	\$52,490,609
24	Tamara Kucik	Tower Hill Realty	58.5	36.5	95	\$52,435,945
25	Joel Nelson	Keller Williams Capital Properties	36	24	60	\$51,876,675
26	Hans Wydler	Wydler Brothers	27.5	7	34.5	\$51,334,494
27	Lauren Davis	TTR Sotheby's International Realty	19	18	37	\$51,006,400
28	Melinda Estridge	Long & Foster Real Estate	26.5	38	64.5	\$50,800,112
29	James Bass	Real Estate Teams	75	67	142	\$47,823,623
30	Nathan Dart	RE/MAX Realty Services	61	44	105	\$46,873,454
31	Antonia Ketabchi	Redfin Corp	9.5	55	64.5	\$45,541,200
32	Judy Cranford	Cranford & Associates	14.5	26	40.5	\$44,681,582
33	Eric Stewart	Long & Foster Real Estate	48.5	14	62.5	\$43,887,100
34	Michael Brennan	TTR Sotheby's International Realty	25.5	18	43.5	\$43,171,000

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
35	Sheena Saydam	Keller Williams Capital Properties	19.5	62	81.5	\$42,738,964
36	Trent Heminger	Compass	53.5	11	64.5	\$42,657,625
37	Daryl Judy	Washington Fine Properties	15.5	12	27.5	\$41,080,295
38	Lisa Sabelhaus	RE/MAX Town Center	50	46	96	\$39,693,384
39	Kira Epstein Begal	Washington Fine Properties	20	23	43	\$39,313,670
40	Roby Thompson	Long & Foster Real Estate	20	21	41	\$39,052,400
41	Marjorie Halem	Compass	24	14	38	\$39,011,900
42	Mehrnaz Bazargan	Redfin Corp	66.5	2	68.5	\$38,958,299
43	Chelsea Traylor	Redfin Corp	67	2	69	\$38,421,300
44	Anne Killeen	Washington Fine Properties	26.5	8	34.5	\$37,549,937
45	Carlos Garcia	Keller Williams Capital Properties	26	19	45	\$37,393,800
46	James C. Peva	Washington Fine Properties	8.5	9	17.5	\$36,835,000
47	Carolyn Sappenfield	RE/MAX Realty Services	17.5	14	31.5	\$36,363,500
48	Elaine Koch	Long & Foster Real Estate	37.5	24	61.5	\$36,228,400
49	Karen Rollings	Berkshire Hathaway Homeservices Penfed Realty	62	12	74	\$35,168,064
50	Margot Wilson	Washington Fine Properties	9.5	8	17.5	\$34,843,427
51	Mark Mcfadden	Washington Fine Properties	4	6	10	\$34,423,000
52	Juan Umanzor	Long & Foster Real Estate	34.5	77	111.5	\$34,362,400
53	Lee Murphy	Washington Fine Properties	11	20	31	\$34,290,300
54	Louis Chauvin	Compass	7.5	7	14.5	\$33,979,550
55	Ginette R. Winston	Winston Real Estate	19	12	31	\$33,878,000
56	Jonathan Lahey	RE/MAX Fine Living	34.5	52	86.5	\$33,788,798
57	Bradley Rozansky	Long & Foster Real Estate	31	11	42	\$32,870,600
58	Timothy Brooks	Keller Williams Realty Centre	50	59	109	\$32,863,188
59	Kara Sheehan	Washington Fine Properties	10	5	15	\$32,650,500
60	Robert Hryniewicki	Washington Fine Properties	11.5	6	17.5	\$32,259,250
61	James Brown	Turning Point Real Estate	32.5	24	56.5	\$32,168,999
62	Meredith Margolis	Compass	7.5	20	27.5	\$31,836,001
63	Robert Myers	RE/MAX Realty Services	29	40	69	\$31,745,195
64	Marjorie Dick Stuart	Keller Williams Capital Properties	21	8	29	\$31,718,249
65	Jeremy Lichtenstein	RE/MAX Realty Services	16	6	22	\$31,666,200
66	Eileen Mcgrath	Washington Fine Properties	8	6	14	\$31,319,000
67	Corey Burr	TTR Sotheby's International Realty	16.5	16	32.5	\$31,232,700
68	Cheryl Leahy	Long & Foster Real Estate	19.5	9	28.5	\$31,202,325
69	Anslie Stokes Milligan	Mcenearney Associates	18.5	25	43.5	\$31,028,425
70	Marshall Carey	Redfin Corp	44	7	51	\$30,441,999
71	Victor Llewellyn	Long & Foster Real Estate	25	36	61	\$30,131,712

Rank	Agent	Office	List #	Sell #	Total #	Total \$
72	Nancy Itteilag	Washington Fine Properties	12	8	20	\$29,867,500
73	Andrew Riguzzi	Compass	12	19	31	\$29,806,090
74	Barbara Ciment	Long & Foster Real Estate	28.5	33	61.5	\$29,716,950
75	Thomas Paolini	Redfin Corp	16	28	44	\$29,609,927
76	Heidi Hatfield	Washington Fine Properties	5.5	8	13.5	\$29,556,000
77	Tim Barley	RE/MAX Allegiance	13.5	26	39.5	\$29,404,802
78	Delilah Dane	Redfin Corp	44	3	47	\$29,315,032
79	Eric Murtagh	Evers & Co. Real Estate, A Long & Foster Company	16	2	18	\$29,218,007
80	Kimberly Casey	Washington Fine Properties	17	4	21	\$29,118,007
81	Daniel Heider	TTR Sotheby's International Realty	9.5	18	27.5	\$29,020,214
82	Sebastien Courret	Compass	10.5	30	40.5	\$28,774,804
83	Joshua Ross	RE/MAX Realty Services	9.5	24	33.5	\$28,732,231
84	Brent Jackson	TTR Sotheby's International Realty	28	9	37	\$28,654,852
85	Avi Galanti	Compass	11.5	13	24.5	\$28,645,300
86	Robert Sanders	TTR Sotheby's International Realty	26.5	12	38.5	\$28,323,642
87	Carmen Fontecilla	Compass	31.5	30	61.5	\$28,290,403
88	Leslie White	Redfin Corp	0	39	39	\$28,286,300

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
89	Michael Aubrey	Long & Foster Real Estate	26	13	39	\$28,233,010
90	Kathleen King	Washington Fine Properties	15	8.5	23.5	\$28,074,800
91	Anne Weir	Washington Fine Properties	5.5	3	8.5	\$28,067,500
92	Thomas Buerger	Compass	19	23	42	\$27,699,702
93	Mandy Kaur	Redfin Corp	48	7	55	\$27,656,941
94	Leslie Friedson	Compass	22	13	35	\$27,606,718
95	Eric Steinhoff	Exp Realty	44	13	57	\$27,513,300
96	Dana Scanlon	Keller Williams Capital Properties	14	25	39	\$27,097,056
97	Meredith Fogle	Old Line Properties	32.5	11	43.5	\$27,076,552
98	Christopher Ritzert	TTR Sotheby's International Realty	5.5	4	9.5	\$27,065,500
99	Kornelia Stuphan	Long & Foster Real Estate	11	9	20	\$26,690,750
100	Jason Townsend	Keller Williams Capital Properties	13	23	36	\$26,495,250
101	Todd Vassar	Compass	12.5	23	35.5	\$25,910,800
102	Edward Carp	Continental Properties, Ltd.	4.5	30	34.5	\$25,850,850
103	Elizabeth Lavette	Washington Fine Properties	7	8	15	\$25,847,600
104	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	13.5	23	36.5	\$25,804,897
105	Jennifer Myers	Dwell Residential, Real Living At Home	22	17	39	\$25,767,549

Rank	Agent	Office	List #	Sell #	Total #	Total \$
106	Lisa Stransky Brown	Washington Fine Properties	13.5	11	24.5	\$25,723,003
107	James (Kevin) Grolig	RE/MAX Fine Living	33.5	16	49.5	\$25,619,310
108	Jennifer Knoll	Compass	12	10	22	\$25,564,751
109	Norman Domingo	Xreality.Net LLC	48	3	51	\$25,509,801
110	Alex Edwards	Urban Pace, A Long & Foster Company	29.5	2	31.5	\$25,480,400
111	Jeffrey Wilson	TTR Sotheby's International Realty	9	11	20	\$25,357,750
112	Koki Adasi	Compass	29	14	43	\$25,284,100
113	Robert Crawford	Washington Fine Properties	19	7	26	\$25,271,578
114	Frederick Roth	Washington Fine Properties	8	9	17	\$25,265,000
115	Michael Lederman	Keller Williams Capital Properties	38	0	38	\$25,216,408
116	Anne-Marie Finnell	TTR Sotheby's International Realty	10.5	11	21.5	\$25,213,500
117	Margaret Percesepe	Washington Fine Properties	11	13.5	24.5	\$25,168,250
118	Douglas Gardiner	Long & Foster Real Estate	37	28	65	\$25,149,729
119	Lori Maggin	Rory S. Coakley Realty	7	10	17	\$25,030,361
120	Thomas Hennerty	Netrealtynow.Com	78	0	78	\$24,892,447
121	Loic Pritchett	TTR Sotheby's International Realty	10	14	24	\$24,837,950
122	Marsha Schuman	Washington Fine Properties	15	5	20	\$24,797,500
123	Thomas Faison	RE/MAX Allegiance	27.5	5	32.5	\$24,717,852
124	Tina Cheung	Exp Realty	10	43	53	\$24,704,314
125	Ruby Styslinger	Redfin Corp	0	32	32	\$24,456,055
126	Patricia Mills	RE/MAX Achievers	59.5	26	85.5	\$24,210,638
127	John Monen	Redfin Corp	51	3	54	\$24,092,250
128	Peter Grimm	Berkshire Hathaway Homeservices Penfed Realty	10	14	24	\$24,073,750
129	Robert Carter	Century 21 Redwood Realty	12.5	19	31.5	\$23,815,250
130	Eva Davis	Compass	7	20	27	\$23,600,167
131	Joseph Mascio	Redfin Corp	40	3	43	\$23,464,444
132	Ronald Sitrin	Long & Foster Real Estate	27	7	34	\$23,212,937
133	Jean Bourne-Pirovic	Long & Foster Real Estate	39.5	13	52.5	\$23,202,200
134	Annabel Burch- Murton	Washington Fine Properties	12.5	14	26.5	\$23,120,350
135	Ross Vann	Compass	15	15	30	\$23,072,409
136	Andrew Essreg	RLAH Real Estate	16	28	44	\$22,967,150
137	Daniel Hynes	Compass	14	5	19	\$22,930,990
138	Mynor Herrera	Keller Williams Capital Properties	26	22	48	\$22,863,949
139	Xuri Wang	Hometown Elite Realty	8	15	23	\$22,803,300
140	David Thomas	Keller Williams Capital Properties	15	18	33	\$22,636,431
141	D'Ann Lanning	Compass	31.5	3	34.5	\$22,500,875
142	Amanda Lasko	Redfin Corp	36	6	42	\$22,389,980

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
143	John Lesniewski	RE/MAX United Real Estate	52.5	10	62.5	\$22,280,275
144	Pamela Butera	Keller Williams Real Estate-Co	31.5	32	63.5	\$22,151,143
145	Bryan Kerrigan	Redfin Corp	46.5	0	46.5	\$22,001,100
146	Brittany Allison	Compass	10.5	13	23.5	\$21,996,850
147	Daniel Metcalf	Long & Foster Real Estate	33	2	35	\$21,974,875
148	Mary Lynn White	Compass	12.5	5	17.5	\$21,859,750
149	Elizabeth Brent	Go Brent	34	0	34	\$21,831,000
150	Elysia Casaday	Compass	16.5	12	28.5	\$21,715,350
151	Andres Serafini	RLAH Real Estate	17	19	36	\$21,655,630
152	Alecia Scott	Long & Foster Real Estate	25	27	52	\$21,595,518
153	Michael Matese	Long & Foster Real Estate	13	5	18	\$21,170,000
154	Harrison Beacher	Keller Williams Capital Properties	16	32	48	\$21,147,374
155	Susan Van Nostrand	Compass	9	8	17	\$21,103,533
156	Melissa Bernstein	RE/MAX Realty Group	18.5	16	34.5	\$21,031,135
157	Lucy Fraser	Redfin Corp	25.5	11	36.5	\$21,014,005
158	Thomas Reishman	Compass	17	1	18	\$20,992,900
159	David Desantis	TTR Sotheby's International Realty	8.5	10	18.5	\$20,968,750
160	Barbara Nalls	TTR Sotheby's International Realty	19	5	24	\$20,870,350
161	Seth Turner	Compass	11.5	17	28.5	\$20,733,400
162	Elizabeth Burrow	Keller Williams Realty Centre	24	21	45	\$20,725,990

Rank	Agent	Office	List #	Sell #	Total #	Total \$
163	Pamela Wye	Compass	12.5	13	25.5	\$20,706,665
164	Sina Mollaian	The One Street Company	10	21	31	\$20,674,050
165	Damian Buckley	Long & Foster Real Estate	7.5	21	28.5	\$20,572,899
166	Louis Cardenas	TTR Sotheby's International Realty	7.5	6	13.5	\$20,572,850
167	Carolyn Jordan	Go Brent	30	7	37	\$20,502,675
168	Katherine Buckley	TTR Sotheby's International Realty	11	9	20	\$20,492,273
169	Charles Dudley	Compass	9.5	19	28.5	\$20,478,479
170	Matthew Zanolli	Compass	8.5	19	27.5	\$20,477,499
171	Jill Coleman	RE/MAX Realty Centre	33	22	55	\$20,414,500
172	H. Joe Faraji	Long & Foster Real Estate	5	9	14	\$20,412,276
173	Judith Seiden	Berkshire Hathaway Homeservices Penfed Realty	11	9	20	\$20,364,120
174	Delia McCormick	Washington Fine Properties	15	5	20	\$20,336,316
175	Laura Steuart	Washington Fine Properties	8	10	18	\$20,298,251
176	Casey Aboulafia	Compass	5.5	20	25.5	\$20,270,571
177	Cara Pearlman	Compass	22.5	10	32.5	\$20,151,610
178	Susan Maguire	Washington Fine Properties	9.5	3	12.5	\$20,066,209
179	Kenneth Abramowitz	RE/MAX Town Center	16.5	41	57.5	\$20,021,368

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
180	Katie Nicholson	RE/MAX Achievers	29	17	46	\$19,992,180
181	Rheetuparna Pal Mahajan	Redfin Corp	0	42	42	\$19,912,350
182	Cynthia Souza	Long & Foster Real Estate	11	20	31	\$19,865,950
183	David Bediz	Keller Williams Capital Properties	21.5	8	29.5	\$19,862,937
184	Michael Rose	Rory S. Coakley Realty	12.5	12	24.5	\$19,791,850
185	Cynthia Howar	Washington Fine Properties	8	5	13	\$19,747,000
186	Kate Hanley	Urban Pace, A Long & Foster Company	32.5	4	36.5	\$19,713,800
187	Eric Broermann	Compass	11.5	22	33.5	\$19,621,850
188	Ryan Tyndall	Long & Foster Real Estate	4.5	15	19.5	\$19,569,780
189	Robert Kerxton	RE/MAX Realty Centre	22	11	33	\$19,545,050
190	Maxwell Rabin	TTR Sotheby's International Realty	15.5	7	22.5	\$19,478,933
191	Michael Muren	Long & Foster Real Estate	30	11	41	\$19,471,564
192	Nicole Miller-Desantis	Coldwell Banker Preferred-Blue	22	6	28	\$19,468,315
193	Gregory Gaddy	TTR Sotheby's International Realty	8	6	14	\$19,389,710
194	Lisa Giuliani	RE/MAX Achievers	23	15	38	\$19,382,305
195	Justin Tanner	RE/MAX Allegiance	3	27	30	\$19,363,150
196	Christopher Polhemus	Long & Foster Real Estate	10	9	19	\$19,344,500
197	Russell Chandler	Redfin Corp	44	3	47	\$19,332,349
198	Robert Spicer	Spicer Real Estate	13.5	12	25.5	\$19,277,450
199	Lalita Dunn	Redfin Corp	0	30	30	\$19,221,299
200	Marin Hagen	Coldwell Banker Residential Brokerage	8.5	8	16.5	\$19,205,950
201	Laura Mccaffrey	Evers & Co. Real Estate, A Long & Foster Company	9	7	16	\$19,089,500
202	Andrew Goodman	Goodman Realtors	24	16	40	\$19,088,254
203	Sharif Ibrahim	Keller Williams Capital Properties	2	32	34	\$19,072,405
204	Joanne Pinover	Washington Fine Properties	4	5	9	\$19,034,770
205	Troyce Gatewood	RE/MAX Results	21	30	51	\$19,034,040
206	Susan Ellis	RE/MAX Realty Centre	26	11	37	\$19,032,580
207	James Kastner	Rlah Real Estate	19.5	8	27.5	\$18,977,500
208	Carline Moraes	Independent Realty, Inc	24	3	27	\$18,948,500
209	Tammy Thomas	Go Brent	8.5	23	31.5	\$18,944,633
210	Ellen Morrell	Washington Fine Properties	5	5	10	\$18,896,750
211	Katri Hunter	Compass	6	22	28	\$18,876,049
212	Kevin Gray	Compass	11	16	27	\$18,713,725
213	Kenneth Grant	RE/MAX Plus	11	40	51	\$18,706,252
214	Gary Rudden	RE/MAX Realty Services	12	9	21	\$18,676,825
215	Phillip Guire	Compass	7	11	18	\$18,673,068
216	Adam Isaacson	TTR Sotheby's International Realty	14.5	12	26.5	\$18,652,900

Rank	Agent	Office	List #	Sell #	Total #	Total \$
217	Keene Taylor	Compass	12	4	16	\$18,616,000
218	Kymber Lovett-Menkiti	Keller Williams Capital Properties	24	3	27	\$18,398,245
219	Stacy Allwein	Century 21 Redwood Realty	33	21	54	\$18,397,620
220	Brad House	Compass	5	2	7	\$18,368,900
221	Rebecca Love	Redfin Corp	2	24	26	\$18,324,400
222	Joseph Himali	TTR Sotheby's International Realty	11.5	15	26.5	\$18,313,312
223	Lisa Greaves	Redfin Corp	37.5	3	40.5	\$18,308,325
224	Elizabeth D'Angio	Washington Fine Properties	6	7	13	\$18,275,000
225	Anthony Mason	Keller Williams Preferred Properties	21.5	20	41.5	\$18,213,234
226	Lee Arrowood	TTR Sotheby's International Realty	5	2	7	\$18,212,500
227	Corey Lancaster	Exit Right Realty	34	25	59	\$18,212,080
228	Joan Cromwell	Mcneaney Associates	16	13	29	\$18,136,854
229	Cheryl Kurss	Compass	7.5	9	16.5	\$18,120,999
230	Matthew McCormick	TTR Sotheby's International Realty	4	4	8	\$18,039,500
231	Samer Kuraishi	The One Street Company	9.5	18	27.5	\$18,023,850
232	Stacey Styslinger	Long & Foster Real Estate	9.5	20	29.5	\$18,009,800
233	Rose Bartz	Long & Foster Real Estate	26	25	51	\$17,990,015

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2018

Rank	Agent	Office	List #	Sell #	Total #	Total \$
234	J Montalvan	Compass	12.5	16	28.5	\$17,899,700
235	Rory Obletz	Redfin Corp	0	31	31	\$17,899,004
236	Hazel Shakur	Redfin Corp	50	2	52	\$17,853,747
237	Sarah Howard	Washington Fine Properties	7	10	17	\$17,823,900
238	Justin Kitsch	TTR Sotheby's International Realty	9.5	11	20.5	\$17,756,375
239	Charles Holzwarth	Washington Fine Properties	7	11	18	\$17,702,716
240	Daniel Register	Northrop Realty, A Long & Foster Company	46	13	59	\$17,685,094
241	Christopher Chambers	The One Street Company	19	27	46	\$17,683,554
242	Monica Bryant	Redfin Corp	43	4	47	\$17,593,450
243	Martin Signore	Keller Williams Capital Properties	12	16	28	\$17,591,112
244	Theresa Burt	Washington Fine Properties	3	4	7	\$17,585,000
245	John Barry	Compass	11.5	11	22.5	\$17,543,250
246	Amir Tabatabai	TTR Sotheby's International Realty	7	20	27	\$17,536,510
247	Michael Gailey	Compass	7	21	28	\$17,477,600
248	Stuart Naranch	Redfin Corp	0	26	26	\$17,455,100
249	Nancy Bowlus	RE/MAX Results	35.5	16	51.5	\$17,280,100
250	Michele Scardina	TTR Sotheby's International Realty	9	8	17	\$17,232,000

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
26	William Walker	Compass	12.5	16	28.5	\$17,899,700
27	Brianne Kambick	Redfin Corp	0	31	31	\$17,899,004
28	Elizabeth Cavalli	Redfin Corp	50	2	52	\$17,853,747
29	Christine Taylor	Washington Fine Properties	7	10	17	\$17,823,900
30	Bobbi Thompson	TTR Sotheby's International Realty	9.5	11	20.5	\$17,756,375
31	Judy Goodwin	Washington Fine Properties	7	11	18	\$17,702,716
32	Leann Murray	Northrop Realty, A Long & Foster Company	46	13	59	\$17,685,094
33	Christopher Chambers	The One Street Company	19	27	46	\$17,683,554
34	Monica Bryant	Redfin Corp	43	4	47	\$17,593,450
35	Martin Signore	Keller Williams Capital Properties	12	16	28	\$17,591,112
36	Theresa Burt	Washington Fine Properties	3	4	7	\$17,585,000
37	John Barry	Compass	11.5	11	22.5	\$17,543,250
38	Amir Tabatabai	TTR Sotheby's International Realty	7	20	27	\$17,536,510
39	Michael Gailey	Compass	7	21	28	\$17,477,600
40	Stuart Naranch	Redfin Corp	0	26	26	\$17,455,100
41	Nancy Bowlus	RE/MAX Results	35.5	16	51.5	\$17,280,100
42	Michele Scardina	TTR Sotheby's International Realty	9	8	17	\$17,232,000

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