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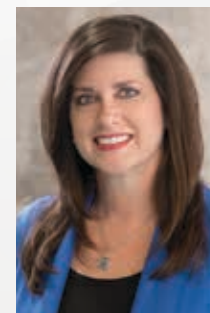
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» publisher's note

HAPPY NEW YEAR!

We're pleased to bring you the January 2019 edition of *NOVA Real Producers*. As usual, this magazine is provided free of charge and is distributed exclusively to the top 500 realtors in the Northern Virginia 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.NovaRealProducers.com, our private Facebook group, or email us at info@novarealproducers.com.

Thank You

A giant THANK YOU to all who came out to our First 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**, **Wade Vander Molen of**

Stewart Title, **Josh Greene of Eastern Title**, **Cindy Small of TIAA Bank**, **Monica Sulaimani of Entrepreneur Services, LLC**, **Strategic Gifting**, 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 begin to hold ourselves and our organizations to, the higher the standards we should be having for our circle of influence.

That's why this *NOVA Real Producers* group was born: to help celebrate, inspire, and connect the top performers in the Northern Virginia 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 page, *Top 500 NOVA Real Producers* group.

We are excited for 2019 and the events we have planned. Please RSVP for our first event of the year, a brunch, on **January 24**, and **save the date for our Annual Awards Gala on March 21**.

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
NOVA Real Producers Publisher



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Greg Wells

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Lauryn Eadie

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Dan Lesniak

Orange Line Living / Keri Shull Team

“Work on the most important things and try to avoid distractions. If others can do a task, I try to delegate it so I can focus on the areas that will make the most difference in my life and the greatest impact on our business.”



HD Bros

“Sometimes, it’s the simple things that are the most fulfilling – when you bring a homeowner to tears and laughter when they see their home photos, or when an agent tells you how fast that last listing sold. That’s what it’s all about.” – Rob Malan



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» partner spotlight

HD Bros

These bros love what they do, and it shows in their work. Since 2012, HD Bros, a team of real estate photographers and videographers, has strived to provide realtors with a streamlined photography service that's fast, easy, and effective. These guys understand the business and are having fun doing it.



Nick, Kyle, (HD Bros Riley), Rob, Chris



Justin and Kristen

The HD Bros provide agents with listing content designed for MLS and their social media platforms. Easy booking and 24-hour turnaround on the deliverables makes this one of the fastest ways to get listings online. If you are looking to step up your social media marketing, then team up with these guys and see how you can get the most out of your listing photos and video.

when it comes to selecting a photographer or deciding on what you need for a particular listing. If you are looking for an easy and effective way to market your listings while staying consistent with your branding, then this is the team for the job.

This innovative team is always thinking of new ways to make listing presentations stand out. "We all played sports together growing up, and our competitiveness is what allows us to continue to get better as a team.

"Sometimes, it's the simple things that are the most fulfilling – when you bring a homeowner to tears and laughter when they see their home photos, or when an agent tells you how fast that last listing sold. That's what it's all about," says HD Bros Area Director Rob Malan.

HD BROS

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The business was established five years ago, but most of the team has been together since elementary school. Filming skateboarding, sports, and school projects helped develop their skills in photography and video. After graduating from Virginia Commonwealth University, they began freelancing. "Once we saw how much interest there was in real estate video, we knew there was something we could run with," says HD Bros General Manager Bobby Cockerille.

These guys are masters of their craft and have been around since the boom of real estate video. With over 20,000 shoots completed and over 100 five-star reviews, you can see that this team has experience. It is clear they have studied their market as well as the real estate industry, and everything they do is backed by analytics designed to get your listings more views online.

Like any top producers out there, this team understands the value of systems. There are many options



Dan, Nick and Bobby



Dan, Chris, Bobby and Nick



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► trendsetter
By Karla Lutz Bowling

DAN LESNIAK



Dan Lesniak, co-founder of Orange Line Living and Keri Shull Team, Optime Realty, is a powerhouse Realtor® who hit the ground running from day one.

In his first year as an agent in 2012, he closed 37 transactions and reached a total volume that exceeded \$22 million. He has continued to build upon that success by relying on his natural business instincts and his out-of-the-box thinking, which are fundamental characteristics of his work style.

Dan says one of the biggest game-changers for him in his real estate strategy has been the ability to narrow his focus. “It’s what led to my initial success. I realized that whenever I concentrate on narrowing my focus, we have a growth spurt. You have to continuously evaluate the activities you are doing to make sure they provide the most leverage and return on your time investment.”

He also adds that being able to think differently is another trait which sets him apart. “Too many times in real estate the answer is, ‘Well, that’s the way we’ve always done it.’ Just because it’s been done that way before doesn’t mean it’s in the best interest of the client or the best way to do something. I try to look for

answers that come from outside of the industry or its norms.”

Dan’s focus and unique approach to problem-solving have been vital to his continued business growth. After his unprecedented rookie year, Dan moved the Orange Line Living team, that he founded, to Keller Williams Realty. It quickly became one of the fastest growing and largest producing real estate teams in the region. During this transition, he met Keri Shull at an office meeting. Keri was the founder of the Keri Shull Team, which was also a top real estate team in the area. Dan began recruiting Keri to use the title company that he had just started, and they soon became close friends. Later that year, Dan and Keri got engaged and combined their teams. Together, they went on to become one of the top four Keller Williams teams in the world before forming their own brokerage in 2014. In 2017, their combined total volume was \$215 million. Dan says this year they are on target to help more than 500 people buy or sell their homes. In 2019, their goal is to increase that number to 1,000, operating from their three office locations in Arlington, D.C., and Ashburn.

Dan’s first-year success and sustained growth motivated him to write a book in 2017. “For several years, I had never heard of anyone having a rookie year like mine, and it inspired me to write my book,



Dan and Keri with Grant Cardone

The HyperLocal, HyperFast Real Estate Agent. It became a best seller on Amazon, selling thousands of copies in print, Kindle, and Audible. It's been really cool to hear from agents across the country who have read it and listen to their stories about how it has inspired them or helped them."

Dan graduated from the U.S. Naval Academy with a bachelor's degree and earned a master's degree from the University of Maryland before beginning his accomplished career in the U.S. Navy as a submarine officer. After completing the Navy's nuclear engineering program, he completed four strategic deterrence patrols aboard the *USS Tennessee*, a nuclear-powered missile submarine. Dan moved to the Northern Virginia area for his final Navy assignment and served as an admiral's aide at the Pentagon. During this tour, and subsequently while working as a defense contractor, he completed his MBA at Georgetown University.

Dan's interest in real estate began after college when he started buying, selling, and leasing homes for personal and investment use during his naval career. During this time, he was involved in more than 10 transactions as a consumer covering a wide variety of property types in Florida and Northern Virginia. His passion for real estate and finance led him to pursue real estate as a professional career. He



enjoys leveraging his unique combination of personal and professional experiences, education, and ability to quickly understand and manage complex processes to guide his clients through real estate decisions.

The Orange Line Living and Keri Shull Team embrace social media for marketing, promotion, and expanding their sphere of contacts. "This year, we have used Remine to help us target and prospect smarter. We love it so far. We also use InfusionSoft for our primary CRM. It's a beast of a CRM — really complicated, but really powerful. It especially helps our phone-calling team, which is one of the most significant advantages," he outlines.

Dan explains the next phase for the company will be expanding into new markets, both horizontally and vertically. "We have been one of the top teams in Arlington for years now and one of the top five in Fairfax. We are expanding our real estate services in D.C., Maryland, Loudoun, and other parts of Virginia. I want to bring the success we have provided to our agents and clients to even more people. We have also expanded the types of real estate related services we offer. Also, because we have received a lot of requests from agents for coaching, Keri and I have launched several coaching programs through the *HyperFast Agent* platform we have created," he details.

"We recently partnered with Grant Cardone for an event we put on to help train hundreds of agents in the area and from around the country."

Dan's military discipline carries over to his current daily routine. "I am usually up early, often before 6 a.m. I try and practice a version of *The Miracle Morning* routine, so I like to get focused, set my priorities for the day, read a little, and do some writing or content generation. After that, I usually work out. For the past few years, I have gotten into Ironman Triathlon training [he has competed in five], so I'm spending some quality time swimming, biking, and running. Most of my workday is spent in the office in Rosslyn since we have 50 people now. I like to spend most of my time on marketing, lead generation, and doing things that will help our team members succeed."

Dan and Keri have been married for four years and have two beautiful children, Braden, 3, and Kierra, 1, and another on the way. He shares that maintaining a healthy work/life balance is all about focus. "Work on the most important things, and try to avoid distractions. If others can do a task, I try to delegate it so I can focus on the areas that will make the most difference in my life and the greatest impact on our business," he enlightens.

Ultimately, Dan defines success as creating value for others. "If you can figure out how to do this, you will succeed in whatever you are trying to do in business. But, it is also important to succeed in multiple areas. If you are great in business, but not great with family, friends, health, and other areas, success will be difficult to sustain. I think of success as encompassing all facets of life."

HOA

THREE-DAY RIGHT TO CANCEL

AND WE MEAN IT!

By Keith Barrett

Betty Buyer and her agent receive an incomplete HOA disclosure packet from Sam Seller. After ordering an update, they receive additional HOA documents four days later and decide to cancel the contract. Sam Seller refuses to accept the notice of cancellation. Who’s right?

Questions surrounding this scenario have swirled around of late, and the answer is important to both parties to a contract, as well as the agents involved.



In March of 2002, the Circuit Court of Fairfax County decided a case, *Davis, et al. v. D.R. Horton, Inc.*, 63 Va. Cir. 621 (March 12, 2002), in which the homebuyers argued that the disclosure packet they received was incomplete and failed to comply with VA. Code section 55-512 (now 55.509.5) which delineates what a disclosure package must contain. Consequently, it was as if they had not received a disclosure package, and the three-day cancellation period did not begin to run, which in turn, allowed them to cancel the contract months after receiving the packet. The Court concluded that even if the disclosure packet was deficient, the buyers’ only remedy was to cancel the sales contract within three days of their receipt of the incomplete packet.

Some 16 years later, in a letter of opinion from the Fairfax County Circuit Court, the Court again confronted the issue of whether a buyer may unilaterally rescind a purchase contract more than three days after receiving an incomplete or outdated disclosure packet

(*Liam Daly and Brandee Daly v. Gulick Group, Inc.*, CL-2018-214, May 11, 2018). In referencing *Davis v. Horton*, the Court again held that a buyer’s only remedy for an incomplete packet is to cancel the contract within three days of receipt of the packet.

These results are counterintuitive given the fact that the HOA statute prescribes the contents of the disclosure packet and allows for an update request. Buyers and their agents (assuming the agent somehow communicated to the buyer that the right to cancel tolls until they get a complete packet) can get themselves into trouble without knowledge of these court opinions.

In order to accommodate the parties to the contract without the buyer having to cancel, the parties to a contract may mutually agree to a general “study period” within which time the buyer may cancel the

contract. It is this author’s opinion that any extended study period in which the buyer has the right to cancel not reference the HOA statute because of the following statutory language – “[e]xcept as expressly provided in this chapter, the provisions of this section and § 55-509.5 may not be varied by agreement, and the rights conferred by this section and § 55-509.5 may not be waived.”

So in our example above, Betty Buyer is out of luck.

The information and opinions expressed in this article are not legal advice, and you should seek independent legal counsel for any specific matters relating to this subject.



Keith Barrett is a licensed attorney in Virginia, New York, Connecticut, and D.C., a licensed title agent, and a Virginia Real Estate Board approved instructor. Keith is the founder of Vesta Settlements. He also serves on the NVAR Standard Forms Committee (including as Past Chairman), the NVAR Attorney Roundtable Committee, is a member of the Virginia Bar Association Real Estate Section and serves on the Virginia Bar Association Real Estate Council.

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WHY YOUR REAL ESTATE WEBSITE NEEDS A BLOG

By Wade Vander Molen



Working with realtors throughout Northern Virginia over the past six years, I get asked a lot of questions about technology, blogging, websites, and more. Having an online presence is important, and there is no better way than an informative blog on your real estate website. It's a huge tool, especially to those agents who understand why creating effective content results in online leads, clients, business, and commissions.

Why Do I Need a Blog?

A blog is a HUB or an online platform that allows you to broadcast your vast real estate knowledge, what you do, how you do it, and why someone should work with you. A blog is where you get to “show off” and tell the world about your value proposition. A blog also lives forever online just waiting to be discovered by your ideal client, especially those prospects search-

ing for answers to real-estate-related questions on Google, Yahoo, and Bing. Your blog also can be shared on social media channels like Facebook, Twitter, and YouTube. When this content is shared and syndicated, it has the power to reach thousands of people! Having the ability to grow viewership and an interested audience is important. When your blog is updated with new content, the subscribers receive an email with your content. It keeps you fresh, relevant, and valuable to clients and future clients.

Discoverability

This is a huge reason to have a blog. Imagine having hundreds of ways to be discovered online 24/7? If you have a hundred blog posts about different topics, that means you more than likely answered a hundred different real estate related questions or covered topics. Every new blog post with the proper meta-tags can be several added pages of indexable content to the search

engines. If you also shoot and post videos on YouTube (Google owns YouTube), that factor multiplies. This is where it gets fun. Imagine having people from around the country either reading or watching content you created all the time. It is the perpetual wheel of real estate marketing. Most agents don't take these steps to grow this type of exposure, which is exactly why you should.

Top Blogging Tips

Write your blog on a website platform you own, like a custom WordPress site. The SEO plugins and abilities are extremely powerful. Set a schedule, and post content on a regular basis. This means once a week – but

more often is better, as you begin. Most of the work is in the front because you need to build up your portfolio of content. Syndicate your blog to social media channels, email to your database, and more. Once you start to grow an audience, tell them to subscribe to your blog and why they should. Make sure your blog is full of educational content that makes your target audience smarter and adds value to you. Boring content is death. Lastly, take the time to learn some SEO (search engine optimization) basics, because as you are spending the time to create the content, it makes sense to learn basic steps to have it live on the top of a Google search result. Happy blogging!



Wade Vander Molen is the Director of Sales/Marketing for Stewart Title in the Northern Virginia/Washington, D.C., area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new sustainable business model to help them grow their businesses. You can visit Wade at www.DCTitleGuy.com.

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special events



FIRST ANNUAL MASTERMIND



Thank you Real Producers and to everyone who made our First Annual Mastermind on November 9, 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, Stewart Title, TIAA Bank, Entrepreneur Services, LLC, Eastern Title, My Marketing Matters, and Strategic Gifting without whom the Mastermind would not have been possible!

Thank you to our panelists: Lilian Jorgenson, Keri Shull, Brad Kiger, Damon Nicholas, Sue Goodhart, and Christy Belt Grossman. We appreciate you sharing your time, energy, and knowledge!

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 24, and save the date for our Annual Awards Gala on March 21.

Visit www.novarealproducers.com or email events@novarealproducers.com for more info.

►► we ask the questions, you submit your answers

What rituals or routines do you practice to get ready for the new year?



GREG WELLS
KELLER WILLIAMS REALTY

"The morning ritual is key for me. It starts with a 5:30 a.m. trip to the gym and goes from there. Having a daily, weekly, and monthly plan is a must for me."

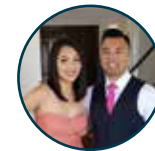


CASEY SAMSON
SAMSON PROPERTIES

"December is a year-end wrap up the month. We examine:

- What went right.
- What went wrong.
- What do we have to do to make sure we fix anything that went wrong.
- Decide where our money was best spent.
- Re-examine our marketing pieces to make sure they are not stale.
- Meet with the marketing department to go over our 2019 message. This year, it will be: Our top 10 homes sold for \$1.55 million in an average of 24 days. The industry average is 145.
- Develop a game plan for 2019 which:
 - sets marketing targets,
 - identifies our referral targets,
 - and sets our education goals.

Oh yeah, we also get some rest for the Christmas week."



DINH AND SARAH PHAM
THE GOOD LIFE TEAM

"A ritual that we practice for The Good Life Team:

End of the year we buy the teammates a new custom-made suit to celebrate the year we just had.

And on New Year's Day, we will give them a lucky money red envelope with a dollar amount that translates to the number of transactions (for example \$20 = 20 closings) to close for 2019, as we wish them a prosperous New Year."



JOSH GREENE
EASTERN TITLE AND SETTLEMENT

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

Lauryn Eadie

Generosity Knows No Bounds



In 2012, Lauryn Eadie, of Circadian Realty Group, Keller Williams Realty, in Reston, VA, had reached a point in her career where she felt compelled to give back to the community that had been instrumental in her success. She wanted to volunteer in a meaningful way for a local charity, one that would have a direct impact on the children within her community.

“I have always had an emotional reaction to the concept of children suffering from hunger — such a simple need, and yet too many children and families go without food. Although many amazing organizations are working to reduce hunger, many focus on international needs,” says Lauryn.

After searching for ways to help, she discovered a local charity called Generosity Feeds. It addresses

the need to reach the thousands of children who go hungry or are food insecure in her surrounding community.

“I spoke with the founder Ron Klabunde and could not have been more inspired by his story, his passion, and his ‘why.’ I quickly connected with him and was inspired to do our first event in 2013,” recounts Lauryn.

More than 13 million children in America struggle with hunger – that is one in every six. Generosity Feeds partners with local businesses, churches, schools, and nonprofits to feed hungry children in their

communities. Meal creation events mobilize several hundred volunteers to assemble 10,000 or more nutritious meals in two hours. Meals are distributed through local school backpack programs and food pantries. The meals are easy to prepare and have a stable shelf life.

“We held our first event in September 2013. In my entire life, this is the day I have felt most proud of myself. I stood at the front of the room looking out at almost 300 people creating 11,000 meals for children in Reston and Herndon and was overwhelmed. The energy in the room was uplifting and empowering. It’s easy to write a check, but to mobilize 200 to 300 people in the community to join the effort and come together for a few hours was an amazing feeling of pride and accomplishment,” describes Lauryn.

Lauryn explains that Generosity Feeds started locally, but it has now grown to impact communities across the United States. They have organized events in more than 25 states and well over 30 counties. These events not only affect the lives of those families that receive the food, but the lives of the members of the community that are coming together to help.

Lauryn says that seeing immediate results through her efforts organizing a Generosity Feeds event was incredibly motivating. “It’s gratifying to know that within a week, a child in



Photography by Howard Lansat & Associates

my community will be eating because of what we are electing to do. Our world has all these needs that aren’t being fulfilled. What if one of the children I help to feed has the potential to be an amazing adult, and all they need is for someone to give them a chance, to give them a meal that will help them think clearly, listen in school, grow, invent, and become an amazing adult? What if that child becomes a doctor who discovers a cure, an engineer who develops a cleaner fuel, an astronaut? What if? I often think to myself, who in this world are we missing because they went their entire childhood being hungry and

couldn’t accomplish what they had the potential to accomplish?” ponders Lauryn.

Lauryn brings this same passion to her real estate team and how they view their role in serving their clients. Her focus is on building trust and lasting relationships. “Real estate is a long-term business. I don’t want to work for one person just one time. I want to develop trust and be their agent again and again. I want to be their resource, and I want them to be able to trust our service and knowledge enough to recommend us to their friends, family, colleagues, and neighbors. That means we have to be at the top of our game, be honest, and meet expectations. To do that, we have to be communicative, knowledgeable, and responsive.”

Lauryn says she established her company with a mission to change what consumers expect from the real estate agents they hire. “Circadian Realty Group is client-centric — an all-inclusive service, much like a financial planner might offer. Our job is not to sell real estate, it is to be a consultant for our clients during a significant financial and emotional investment. Our job is to educate and provide information based on facts and experience, then ultimately follow their decision. Every client has different goals, needs, and lifestyles. Our job is not to tell them what decision to make but to provide all the information they need to make it.”

Lauryn’s ability to merge her personal and business philosophies has been the foundation for her successful real estate career. She has consistently ranked as one of the top-producing agents in the country since she started in 2006. She has grown to be one of the top-producing agents in Keller Williams Realty nationally since she joined their Reston real estate office in 2012.

“Success isn’t defined by the amount of money you make, the kind of car you drive, or how big your house is. Success is achieving what you set out to achieve and living the life you choose to live,” shares Lauryn. “Everyone has a different set of motivators. Success is designing the life you want and building a business that supports that life.”

For more information about Generosity Feeds and how you can donate, volunteer, or organize an event, contact Stefani Klabunde at stefani@generosityfeeds.org. Learn more at www.generosityfeeds.org.

Generosity Feeds wants all children to have the opportunity to thrive, but it is hard to thrive when your next meal is uncertain. They would love to work with your organization to host a meal-packing event that can build relationships, inspire long-term generosity, and feed hungry children in your community.



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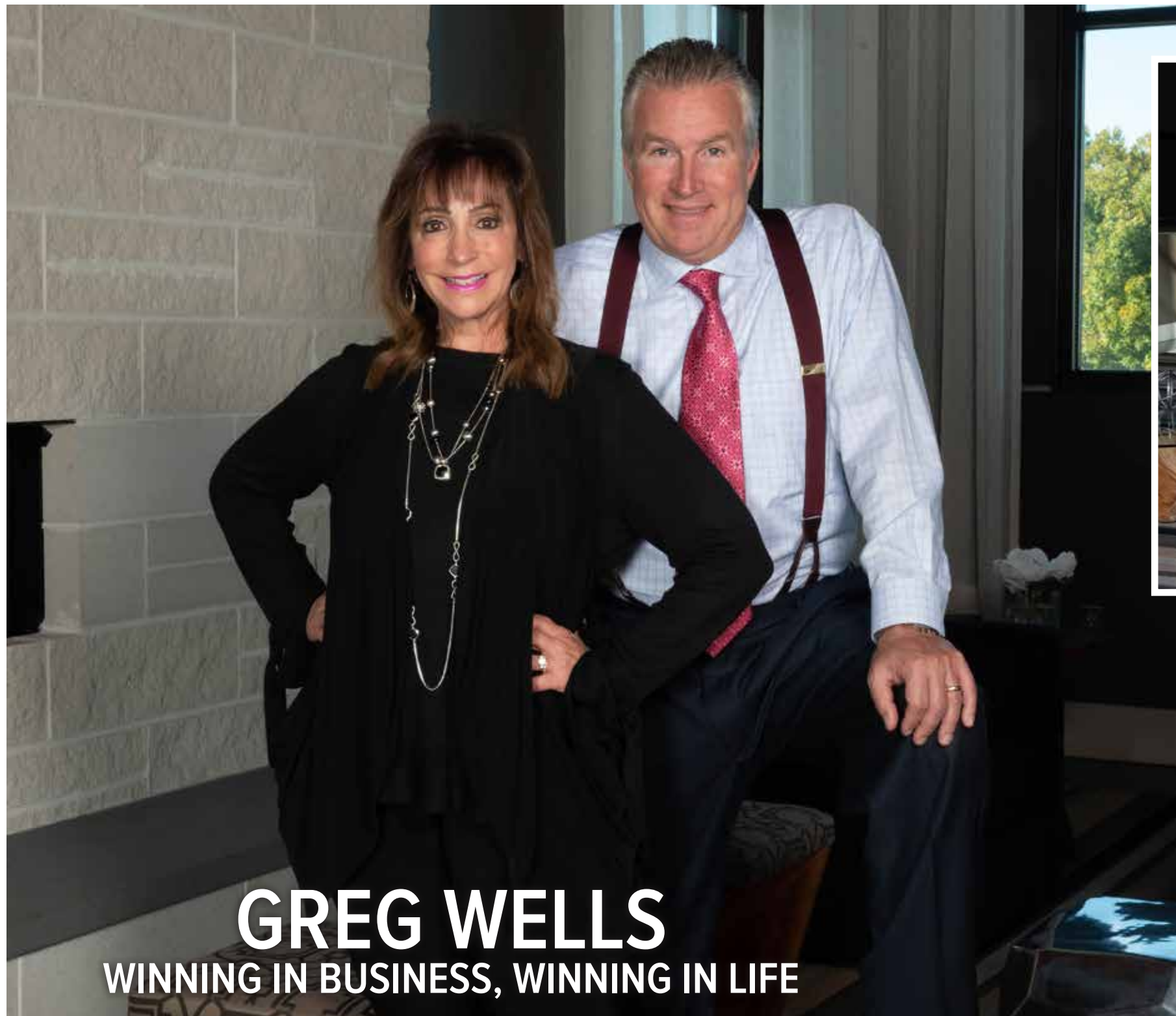
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By Karla Lutz Bowling

When you meet Greg Wells, it doesn't take long to discover what he is most passionate about. His eyes light up when he talks about real estate, sports, music, and especially his family. What is most impressive is he has been able to build a successful real estate career while still adhering to his priorities of keeping family first and enjoying a well-balanced, fulfilling life.



From left to right: Alex, Kris, Paul, Lori, Greg, Maura, Jacque, Jim, Tendai and Rob.

Greg has been a Realtor® for more than 25 years and is the team leader of The Greg Wells Team at Keller Williams – Loudoun Gateway. Together with his team, they have served well over 1,000 families by providing experienced representation, critical market knowledge, skillful negotiating skills, staging expertise, and superior marketing collateral. Greg's total career volume is \$500 million, and the team's 2017 volume topped \$45 million. In 2013, the team was recognized as one of the Top 100 RE/MAX teams in the world.

Greg had several sales and management positions before landing in real estate. "I had jobs I liked, but I wasn't making much money. Then, I had jobs I really didn't like, but I was making great money. So, I finally came to a crossroads and decided I had to find the right combination where I could both enjoy

my work and make good money while capitalizing on my experience and skills in sales and management. It just struck me that real estate would be the perfect fit for me because I had always loved it. I was the guy picking up real estate magazines wherever we went, and I would even go driving around looking at homes or checking out properties on my free time. Clearly, it was the right decision. It's been a great career, and I still love it," he says.

Greg says the key to his success is simply hard work and outperforming other people. "One thing that sets my team apart is my experience of being in the industry for 25 years and the sheer volume of the transactions I've done. I also have a crazy photographic memory — I don't forget things that are a part of my business. That knowledge base is a significant advantage."

Greg recognizes the role he plays in helping others and making a difference in their lives. "Essentially, I love working with people — being able to help sellers get top dollar for their property or help buyers find their dream home. I also enjoy helping young agents get into the business and expand their skills as they navigate this industry."

His advice to up-and-coming agents is to learn as much as they can about the business and to immerse themselves in studying everything they can and absorb information like a sponge. He has read and reread several of the Keller Williams books, specifically Gary Keller's *The Millionaire Real Estate Agent*, *The One Thing*, and *The Millionaire Real Estate Investor*.

He stresses the importance of taking time to learn the inventory of the geographical area in which an agent is going to specialize. He also points out that prospecting and lead generation are imperative. "You can be book smart and street smart, but without buyers and sellers, you'll quickly be out of business. You've got to devote time to talking to people, prospecting, networking, and marketing yourself."

Greg finds that one of the biggest challenges in building a team and maintaining steady growth in an ever-evolving industry is finding the right people and staying out in front of the curve, as opposed to trying to catch up to it. Currently, he is in growth mode and looking to add to his core team of exceptional agents and staff.

"Real estate is the perfect job that fits into my dreams and goals. It allows you to create your own schedule, work as much or as little as you want, and build a supportive team that covers for you and takes care of clients when needed. Over time, as I continue to grow the business, I will probably cut back, but I'm not there yet," Greg declares.

When he does have free time, Greg is pursuing his goal to play all of the top 100 golf courses in the United States. "I'm up to 30 at this point! As you can tell, I love to play and am very passionate about it!" Golf is not the only sport Greg is passionate about. Greg played college soccer for George Mason University as a goalkeeper and

is a D.C. United season ticket holder. You will also often find him in the stands of the Wizards, Caps, Redskins, and Nationals games. His enthusiasm for all things sports related extends beyond the Beltway, which is evident in his travels that have taken him to Fenway Park, Camden Yards, Daytona Raceway, and even Munich, Germany, to cheer on his favorite teams.

Another way Greg likes to unwind is listening to music. With his mother being a music teacher, he grew up in a musical household. "I'm a huge music fan, especially live music. It's a big part of my life. I like all kinds of genres, mostly modern, but also classical, jazz, and blues. In a former life, before my real estate days, I worked as a professional sound engineer. Now, it's kind of

hard for me to sit back and listen without wanting to get behind a mixing board," he laughs.

Even though real estate can be an all-encompassing career, Greg credits his wife, Maura, with being an understanding and tolerant partner of 17 years. The two manage equally demanding careers but always find time for each other, their friends, and their daughter and son-in-law.



Photos by Howard Lansat Photography



When asked about the definition of success, Greg says, "It is different for everyone. For me, it's knowing that I am building a solid business and have the financial security to make a difference in my team's and my family's lives. I want to be remembered as taking good care of people."

"It is different for everyone. For me, it's knowing that I am building a solid business and have the financial security to make a difference in my team's and my family's lives. I want to be remembered as taking good care of people."



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TOP 200 STANDINGS

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

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Keri Shull	Optime Realty	119.5	\$81,345,501	205	\$126,996,831	324.5	\$208,342,332
2	Debbie Dogrul	Long & Foster Real Estate	217.5	\$123,248,982	124.5	\$63,829,911	342	\$187,078,893
3	Sarah Reynolds	Keller Williams Chantilly	209.5	\$104,680,028	101.5	\$48,886,404	311	\$153,566,432
4	Phyllis Patterson	TTR Sotheby's International	73	\$63,093,837	66	\$57,432,977	139	\$120,526,814
5	Sue Goodhart	Compass	74	\$62,948,200	55	\$43,828,050	129	\$106,776,250
6	Jennifer Walker	Mcenearney Associates	52.5	\$35,922,722	66.5	\$49,006,470	119	\$84,929,192
7	Melissa Larson	Real Living Reserve Realtors	30	\$38,465,178	32	\$41,010,769	62	\$79,475,946
8	Jennifer Young	Keller Williams Chantilly	114	\$54,632,356	43	\$20,527,500	157	\$75,159,856
9	Cynthia Schneider	Long & Foster Real Estate	85	\$43,321,074	57	\$31,287,127	142	\$74,608,202
10	Jean Garrell	Keller Williams Realty	55.5	\$41,258,125	50	\$30,745,214	105.5	\$72,003,339
11	Martin Alloy	SMC Real Estate Corp.	98	\$47,354,278	41	\$19,936,826	139	\$67,291,104
12	Brian Wilson	KW Metro Center	113	\$62,024,693	4	\$2,726,750	117	\$64,751,443
13	Bruce Tyburski	RE/MAX Executives	58	\$32,370,854	55	\$31,559,325	113	\$63,930,178
14	Janet Callander	Weichert	46	\$42,990,501	19	\$18,474,388	65	\$61,464,889
15	Laura Mensing	Long & Foster Real Estate	34.5	\$41,525,501	20	\$17,176,144	54.5	\$58,701,645
16	Damon Nicholas	Coldwell Banker Residential	65	\$39,040,273	25	\$15,933,629	90	\$54,973,902
17	Dianne Van Volkenburg	Long & Foster Real Estate	27.5	\$37,083,935	10	\$15,287,948	37.5	\$52,371,883
18	Khalil El-Ghoul	Glass House Real Estate	27	\$15,639,750	53	\$36,679,800	80	\$52,319,550
19	Elizabeth Twigg	Mcenearney Associates	29.5	\$34,764,841	14	\$14,528,000	43.5	\$49,292,841
20	Carla Brown	Toll Brothers Real Estate	81	\$45,098,585	4	\$3,142,177	85	\$48,240,762
21	Elizabeth Lucchesi	Long & Foster Real Estate	34	\$25,935,430	29	\$21,695,650	63	\$47,631,080
22	Raymond Gernhart	RE/MAX Allegiance	31.5	\$15,952,232	59.5	\$31,268,726	91	\$47,220,958
23	Tom Francis	Keller Williams Realty	24	\$32,954,717	16	\$14,108,642	40	\$47,063,359
24	James Nellis	Keller Williams Fairfax Gateway	49	\$22,733,337	45	\$23,614,162	94	\$46,347,499
25	Anthony Lam	Redfin Corporation	0	\$0	61	\$46,057,190	61	\$46,057,190
26	Irina Babb	RE/MAX Allegiance	52	\$29,620,400	24	\$15,433,500	76	\$45,053,900
27	Michael Putnam	RE/MAX Executives	56	\$24,568,998	41	\$20,012,886	97	\$44,581,884
28	Marianne Prendergast	Washington Fine Properties	19.5	\$25,174,000	12	\$19,048,491	31.5	\$44,222,491
29	Gregory Wells	Keller Williams Realty	45	\$30,121,200	18	\$13,567,500	63	\$43,688,700
30	Christopher White	Long & Foster Real Estate	45	\$31,863,618	18	\$11,457,418	63	\$43,321,036
31	Terry Belt	Keller Williams Realty	25	\$23,444,500	27	\$18,609,263	52	\$42,053,763
32	N. Casey Margenau	Casey Margenau Fine	23	\$33,808,532	6	\$7,478,632	29	\$41,287,164
33	Roy Kohn	Redfin Corporation	71.5	\$39,613,568	2	\$1,420,000	73.5	\$41,033,568
34	Lilian Jorgenson	Long & Foster Real Estate	22.5	\$29,060,000	11	\$11,446,455	33.5	\$40,506,455
35	Dean Yeonas	Yeonas & Shafran Real	11.5	\$18,587,744	9	\$20,849,473	20.5	\$39,437,218

TOP 200 STANDINGS

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

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
36	John Shafran	Yeonas & Shafran Real Estate	11.5	\$31,525,028	4	\$7,823,900	15.5	\$39,348,928
37	Brian Macmahon	Redfin Corporation	32	\$16,315,288	35.5	\$23,015,550	67.5	\$39,330,838
38	Kimberly Spear	Keller Williams Realty	42	\$24,112,320	30	\$15,109,290	72	\$39,221,610
39	Karen Close	Century 21 New Millennium	20.5	\$20,935,242	20	\$17,833,159	40.5	\$38,768,401
40	Barbara Beckwith	Mcenearney Associates	22	\$29,457,750	6	\$9,050,435	28	\$38,508,185
41	Paul Thistle	Take 2 Real Estate	37	\$17,633,290	31	\$20,820,153	68	\$38,453,443
42	Fouad Talout	Long & Foster Real Estate	8.5	\$30,026,200	6	\$8,227,000	14.5	\$38,253,200
43	Bichlan Decaro	Westgate Realty Group	17	\$10,218,500	48	\$26,974,393	65	\$37,192,893
44	Kevin Samson	Samson Properties	38	\$29,847,950	7	\$7,187,900	45	\$37,035,850
45	Scott Macdonald	RE/MAX Gateway	46	\$30,261,880	11	\$6,335,650	57	\$36,597,530
46	Dina Gorrell	Redfin Corporation	64	\$35,068,228	2	\$1,107,000	66	\$36,175,228
47	Megan Fass	Fass Results	10.5	\$8,929,650	32	\$26,656,500	42.5	\$35,586,150
48	Piper Yerks	Washington Fine Properties	9	\$18,012,500	6	\$17,490,000	15	\$35,502,500
49	Peter Braun	Long & Foster Real Estate	35	\$18,097,306	25	\$17,171,200	60	\$35,268,506
50	Victoria(Tori) Mckinney	Keller Williams Realty	20	\$16,887,400	22	\$18,290,032	42	\$35,177,432
51	Akshay Bhatnagar	Virginia Select Homes	7	\$3,021,900	59	\$31,504,876	66	\$34,526,776
52	Eve Weber	Long & Foster Real Estate	31.5	\$20,363,410	24	\$13,452,778	55.5	\$33,816,188
53	Robert Ferguson	RE/MAX Allegiance	25	\$18,976,100	16	\$14,506,000	41	\$33,482,100
54	Kay Houghton	Keller Williams Realty	35	\$15,286,167	33	\$17,372,001	68	\$32,658,168
55	Patricia Stack	Weichert	25.5	\$20,360,500	12	\$11,633,487	37.5	\$31,993,987
56	Christine Rich	Long & Foster Real Estate	19	\$16,202,756	17	\$15,672,700	36	\$31,875,456
57	Venugopal Ravva	Maram Realty	5.5	\$2,246,670	53	\$29,602,393	58.5	\$31,849,063
58	Lex Lianos	Compass	25.5	\$19,618,062	19	\$11,724,767	44.5	\$31,342,830
59	Billy Buck	William G. Buck & Assoc.	20	\$14,541,943	18	\$16,758,058	38	\$31,300,001
60	Irene Deleon	Redfin Corporation	58.5	\$28,537,300	4	\$2,467,000	62.5	\$31,004,300
61	Paramjit Bhamrah	Redfin Corporation	54	\$29,615,599	1	\$1,299,999	55	\$30,915,598
62	Carol Hermandorfer	Long & Foster Real Estate	32.5	\$24,626,755	10	\$5,923,450	42.5	\$30,550,205
63	Ashley Leigh	Linton Hall Realtors	51	\$21,790,183	18	\$8,740,194	69	\$30,530,377
64	Debbie Kent	Cottage Street Realty	53	\$27,032,899	5	\$3,242,500	58	\$30,275,399
65	Erin Jones	KW Metro Center	29	\$13,601,815	38	\$16,573,050	67	\$30,174,865
66	Theresa Valencic	Long & Foster Real Estate	13	\$19,739,500	6	\$10,370,000	19	\$30,109,500
67	Matthew Elliott	Keller Williams Realty	28.5	\$14,403,950	27	\$15,215,825	55.5	\$29,619,774
68	Patricia Ammann	Redfin Corporation	6	\$2,799,500	45	\$26,288,500	51	\$29,088,000
69	Lenwood Johnson	Keller Williams Realty	38	\$14,270,500	41	\$14,580,829	79	\$28,851,329
70	Tracy Dillard	Compass	15	\$17,415,500	10	\$11,403,000	25	\$28,818,500

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
71	Raghava Pallapolu	Fairfax Realty	5	\$2,093,000	40	\$26,150,838	45	\$28,243,838
72	Benjamin Heisler	Pearson Smith Realty	29	\$14,045,684	25	\$14,130,543	54	\$28,176,227
73	Bhavani Ghanta	Long & Foster Real Estate	5	\$2,458,198	41	\$25,482,572	46	\$27,940,770
74	Jeremy Browne	TTR Sotheby's International	20.5	\$14,316,900	15	\$13,306,005	35.5	\$27,622,905
75	Christine Richardson	Weichert	27	\$14,702,700	21	\$12,874,900	48	\$27,577,600
76	Kevin Larue	Century 21 Redwood Realty	33	\$17,189,500	15	\$10,344,466	48	\$27,533,966
77	Marlene Baugh	Long & Foster Real Estate	24.5	\$17,725,280	12	\$9,557,500	36.5	\$27,282,780
78	Aaron Podolsky	KW Metro Center	28.5	\$16,935,700	13	\$9,999,421	41.5	\$26,935,121
79	Michelle Sagatov	Washington Fine Properties	14.5	\$13,815,004	12	\$12,982,300	26.5	\$26,797,304
80	Joan Stansfield	Keller Williams Realty	25	\$18,595,600	12	\$8,171,754	37	\$26,767,354
81	Vicky Noufal	Pearson Smith Realty	28.5	\$17,568,800	13	\$9,179,686	41.5	\$26,748,486
82	Christopher Craddock	Keller Williams Realty	26	\$11,015,655	35	\$15,658,199	61	\$26,673,854
83	Brad Kiger	Keller Williams Realty	30	\$19,171,850	15	\$7,377,250	45	\$26,549,100
84	Patricia Fales	RE/MAX Allegiance	24.5	\$17,309,900	12.5	\$8,777,962	37	\$26,087,862
85	Bradley Kintz	Long & Foster Real Estate	47.5	\$22,549,450	4	\$3,204,750	51.5	\$25,754,200
86	Kendell Walker	Redfin Corporation	16	\$6,341,700	36	\$19,282,186	52	\$25,623,886
87	Natalie Mcartor	Long & Foster Real Estate	35	\$16,893,750	15	\$8,596,158	50	\$25,489,908
88	Diane Schline	Century 21 Redwood Realty	13	\$7,888,600	20	\$17,585,900	33	\$25,474,500

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TOP 200 STANDINGS

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

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
89	Rheema Ziadeh	Redfin Corporation	50.5	\$24,854,387	1	\$570,000	51.5	\$25,424,387
90	Kevin Carter	RE/MAX Select Properties	17	\$9,862,946	25	\$15,560,746	42	\$25,423,692
91	Ahmed Nadim	Squaresold	35	\$18,971,950	7	\$6,322,500	42	\$25,294,450
92	Mickey Glassman	RE/MAX Premier	38	\$19,864,100	10	\$5,372,760	48	\$25,236,860
93	Dennis Lee	Douglas Realty Of Virginia	9	\$3,535,000	49	\$21,568,600	58	\$25,103,600
94	Ahmad Ayub	Redfin Corporation	0	\$0	49	\$25,071,472	49	\$25,071,472
95	William Gaskins	Keller Williams Realty Falls	18	\$16,241,474	8	\$8,711,000	26	\$24,952,474
96	Bradley Wisley	Berkshire Hathaway	42	\$23,006,105	5	\$1,891,500	47	\$24,897,605
97	John Goodwyn	Keller Williams Realty Falls	2	\$1,431,250	39	\$23,332,950	41	\$24,764,200
98	Angela Kaiser	Redfin Corporation	3	\$1,199,000	39	\$23,414,450	42	\$24,613,450
99	Dina Azzam	RE/MAX Select Properties	21.5	\$12,087,000	21	\$12,511,265	42.5	\$24,598,265
100	Gitte Long	Redfin Corporation	7	\$3,481,900	36	\$21,089,886	43	\$24,571,786
101	Daan De Raedt	RE/MAX Allegiance	41	\$18,124,500	13	\$6,364,825	54	\$24,489,325
102	Timothy Pierson	Keller Williams Realty Falls	19	\$8,837,500	30	\$15,649,971	49	\$24,487,471
103	A. Casey O'Neal	RE/MAX Allegiance	28.5	\$17,402,108	13	\$7,073,657	41.5	\$24,475,765
104	Danilo Bogdanovic	Redfin Corporation	48	\$23,139,700	2	\$1,321,535	50	\$24,461,235
105	Colette Laforest	Redfin Corporation	49.5	\$23,821,895	1	\$586,000	50.5	\$24,407,895
106	Cristina Dougherty	Long & Foster Real Estate	29	\$16,299,650	13	\$8,085,500	42	\$24,385,150
107	Margaret Czapiewski	Keller Williams Realty	39.5	\$16,434,850	19	\$7,912,500	58.5	\$24,347,350
108	Scott Shawkey	Keller Williams Realty	16.5	\$21,623,593	3	\$2,719,000	19.5	\$24,342,593

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
109	Elizabeth Kovalak	Keller Williams Realty	21	\$10,333,500	26	\$13,972,277	47	\$24,305,777
110	Lisa Smith	Pearson Smith Realty,	28	\$18,629,812	11	\$5,614,750	39	\$24,244,562
111	Laura Schwartz	Mcenearney Associates	15	\$9,173,250	20	\$14,887,649	35	\$24,060,899
112	Sarah Harrington	Long & Foster Real Estate	22	\$16,998,246	10	\$7,026,400	32	\$24,024,646
113	Jin Chen	Pearson Smith Realty,	8	\$3,833,400	37	\$20,181,007	45	\$24,014,407
114	Catherine Ryan	Long & Foster Real Estate	22	\$16,857,950	13	\$7,084,500	35	\$23,942,450
115	Michael Webb	RE/MAX Allegiance	17.5	\$9,646,888	30	\$14,211,088	47.5	\$23,857,976
116	Constantine Anthony	Pearson Smith Realty	29.5	\$15,801,941	14	\$7,962,268	43.5	\$23,764,209
117	Kelly Gaitten	Berkshire Hathaway	25	\$15,734,700	10	\$7,935,400	35	\$23,670,100
118	Kristy Moore	Local Expert Realty	39	\$17,192,238	10	\$6,229,455	49	\$23,421,693
119	Carolyn Young	RE/MAX Premier	32	\$18,463,600	7	\$4,835,500	39	\$23,299,100
120	Jennifer Thornett	Washington Fine Properties	7.5	\$14,649,750	5	\$8,577,511	12.5	\$23,227,261
121	David Moya	Keller Williams Realty	17.5	\$11,467,625	15	\$11,725,200	32.5	\$23,192,825
122	Wes Stearns	M. O. Wilson Properties	34	\$17,664,465	10	\$5,296,475	44	\$22,960,940
123	Christine Garner	Weichert	19	\$17,371,400	8	\$5,475,000	27	\$22,846,400
124	Diane Lewis	Washington Fine Properties	14.5	\$18,086,968	4	\$4,671,000	18.5	\$22,757,968
125	James Andors	Keller Williams Realty	9	\$4,844,688	26	\$17,811,500	35	\$22,656,188

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TOP 200 STANDINGS

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

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
126	Sean Ragen	Keller Williams Realty Falls	33.5	\$20,661,950	4	\$1,935,000	37.5	\$22,596,950
127	Robert Clark	Redfin Corporation	39.5	\$22,516,205	0	\$0	39.5	\$22,516,205
128	Deborah Frank	Deb Frank Homes	34	\$21,127,850	2	\$1,205,000	36	\$22,332,850
129	Spencer Marker	Long & Foster Real Estate	33	\$17,684,900	9	\$4,511,100	42	\$22,196,000
130	Lisa Dubois-Headley	RE/MAX By Invitation	18	\$10,454,782	19	\$11,696,500	37	\$22,151,282
131	Charles Witt	Nova Home Hunters Realty	14.5	\$7,023,500	32	\$14,977,740	46.5	\$22,001,240
132	Patrick O'Keefe	RE/MAX Gateway	13	\$10,497,135	16	\$11,468,200	29	\$21,965,335
133	Cathy POUNGMALAI	Frankly Real Estate Inc	40	\$18,869,500	5	\$2,977,750	45	\$21,847,250
134	Jessica Richardson	Compass	14	\$11,161,780	13	\$10,528,230	27	\$21,690,010
135	Ryan Rice	Keller Williams Capital	24	\$9,785,800	26	\$11,855,000	50	\$21,640,800
136	Jack Work	RE/MAX Preferred Prop.	23	\$12,990,800	14	\$8,514,400	37	\$21,505,200
137	Heather Heppe	RE/MAX Select Properties	24	\$14,645,100	11	\$6,833,501	35	\$21,478,601
138	Dinh Pham	Fairfax Realty Select	13	\$5,398,399	31	\$16,062,209	44	\$21,460,608
139	Elizabeth McGuinness	Long & Foster Real Estate	21	\$13,709,500	13	\$7,665,000	34	\$21,374,500
140	Thomas Arehart	RE/MAX Allegiance	28	\$12,714,600	15	\$8,623,750	43	\$21,338,350
141	John Spahr	Long & Foster Real Estate	1.5	\$20,450,000	1	\$572,000	2.5	\$21,022,000
142	William Hoffman	Keller Williams Realty	12	\$10,505,302	13	\$10,503,468	25	\$21,008,770
143	Vladimir Dallenbach	TTR Sotheby's International	9	\$8,644,500	20	\$12,303,550	29	\$20,948,050
144	Thomas Moffett	Redfin Corporation	35	\$19,084,930	3	\$1,843,000	38	\$20,927,930
145	Cheryl Hanback	Redfin Corporation	0	\$0	39	\$20,839,100	39	\$20,839,100


#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
146	Colleen Coopersmith	Mcenearney Associates	5.5	\$6,299,750	10	\$14,342,250	15.5	\$20,642,000
147	Sheri Allen	Weichert	31	\$14,274,984	12	\$6,198,396	43	\$20,473,380
148	Benjamin Grouby	Redfin Corporation	38.5	\$19,713,750	1	\$725,000	39.5	\$20,438,750
149	Jon Blankenship	Pearson Smith Realty	21	\$9,784,500	23	\$10,646,362	44	\$20,430,862
150	Douglas Ackerson	Redfin Corporation	1	\$445,000	39	\$19,899,991	40	\$20,344,991
151	Ann Greene	Coldwell Banker Residential	18.5	\$11,428,996	12	\$8,906,000	30.5	\$20,334,996
152	Mara GemonD	Redfin Corporation	1	\$337,000	31	\$19,987,213	32	\$20,324,213
153	Marilyn Brennan	Long & Foster Real Estate	21	\$10,995,800	13	\$9,260,595	34	\$20,256,395
154	George Mrad	KW Metro Center	11	\$9,144,009	14	\$11,012,447	25	\$20,156,456
155	Lauren Bishop	Mcenearney Associates	10	\$9,877,000	8	\$10,232,500	18	\$20,109,500
156	Sri Meka	Franklin Realty	4	\$2,100,000	25	\$17,991,176	29	\$20,091,176
157	Robert Chevez	Keller Williams Realty	37.5	\$19,465,400	2	\$594,900	39.5	\$20,060,300
158	Mansoor Dar	KW Metro Center	10.5	\$13,179,900	8	\$6,865,000	18.5	\$20,044,900
159	Meg Ross	Keller Williams Realty	14	\$8,131,325	13	\$11,807,415	27	\$19,938,740
160	Jason Curry	Keller Williams Realty	15	\$6,959,100	20	\$12,946,337	35	\$19,905,437
161	Andrea Hayes	Living Realty	26	\$11,253,798	21	\$8,605,497	47	\$19,859,295
162	Maryashley Rhule	Compass	11.5	\$8,569,000	16	\$11,251,285	27.5	\$19,820,285
163	Brittany Camacho	Century 21 Redwood Realty	24	\$12,364,666	13	\$7,440,380	37	\$19,805,046
164	Karen Briscoe	Keller Williams Realty	14.5	\$12,925,275	10	\$6,748,220	24.5	\$19,673,495
165	Deborah Shapiro	TTR Sotheby's International	8.5	\$10,934,750	7	\$8,721,000	15.5	\$19,655,750
166	Ruth Boyer O'Dea	TTR Sotheby's International	12	\$14,239,050	4	\$5,415,000	16	\$19,654,050
167	Richard Mountjoy	Keller Williams Realty	11	\$5,478,996	10	\$14,173,000	21	\$19,651,996
168	Michael Rush	Long & Foster Real Estate	23.5	\$11,734,339	15	\$7,894,739	38.5	\$19,629,078
169	Ana Ventura	Redfin Corporation	38	\$18,869,575	2	\$755,000	40	\$19,624,575
170	Heather Corey	TTR Sotheby's International	10.5	\$11,966,500	6	\$7,490,100	16.5	\$19,456,600
171	John Mccambridge	Samson Properties	24	\$11,802,500	15	\$7,611,500	39	\$19,414,000
172	Monique Craft	Weichert	20.5	\$10,966,632	17	\$8,439,788	37.5	\$19,406,420
173	Tonya Finlay	Neighborhood Real Estate	12.5	\$10,701,963	10	\$8,613,588	22.5	\$19,315,551
174	Christina O'Donnell	RE/MAX By Invitation	13	\$8,811,750	16	\$10,485,500	29	\$19,297,250
175	Lyssa Seward	TTR Sotheby's International	10.5	\$8,047,320	17	\$11,207,640	27.5	\$19,254,960
176	Gina Tufano	Pearson Smith Realty	21	\$11,367,800	16	\$7,886,400	37	\$19,254,200
177	Carol Temple	Coldwell Banker	17	\$10,827,300	11	\$8,407,300	28	\$19,234,600
178	Joseph Dao	Redfin Corporation	3	\$1,667,000	32.5	\$17,559,987	35.5	\$19,226,987
179	Steven Wydler	Wydler Brothers	9	\$12,775,000	5	\$6,410,000	14	\$19,185,000

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TOP 200 STANDINGS

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

#	Agent	Office	List #	List \$	Sell #	Sell \$	Total #	Total \$
180	Desiree Rejeili	Samson Properties	9	\$4,199,199	35	\$14,942,133	44	\$19,141,332
181	Robin Arnold	Mcenearney Associates	13	\$11,290,524	10	\$7,788,595	23	\$19,079,119
182	Kristen Mason Coreas	Keller Williams Realty Falls	26	\$12,189,400	11	\$6,734,299	37	\$18,923,699
183	Jon Silvey	Pearson Smith Realty	20	\$14,362,900	6	\$4,470,808	26	\$18,833,708
184	Joy Deevy	Compass	15	\$10,157,000	12	\$8,665,400	27	\$18,822,400
185	Sherif Abdalla	Compass	7.5	\$9,661,500	5	\$9,130,232	12.5	\$18,791,732
186	Shaun Murphy	RE/MAX Allegiance	15	\$8,346,100	16	\$10,374,400	31	\$18,720,500
187	Karen Cooper	Pearson Smith Realty	34.5	\$16,170,200	5	\$2,448,500	39.5	\$18,618,700
188	Deborah Wicker	Keller Williams Realty	23	\$12,499,000	10	\$6,083,423	33	\$18,582,423
189	Elizabeth Conroy	Keller Williams Realty	10.5	\$10,433,275	11	\$8,063,400	21.5	\$18,496,675
190	Branden Woodbury	Redfin Corporation	38	\$16,622,994	3	\$1,801,999	41	\$18,424,993
191	Michael Briggs	Samson Properties	0	\$0	41	\$18,381,300	41	\$18,381,300
192	Nancy Yahner	Keller Williams Realty	22.5	\$13,650,500	9	\$4,681,500	31.5	\$18,332,000
193	Lauryn Eadie	Keller Williams Realty	24.5	\$12,632,326	11.5	\$5,663,275	36	\$18,295,600
194	Heidi Robbins	William G. Buck & Assoc.	17.5	\$12,247,693	8	\$5,879,595	25.5	\$18,127,288
195	M. Joseph Reef	TTR Sotheby's International	10.5	\$5,634,550	18	\$12,476,388	28.5	\$18,110,938
196	Conor Sullivan	Keller Williams Realty	17	\$13,179,500	8	\$4,887,654	25	\$18,067,154
197	F. David Billups	Long & Foster Real Estate	20.5	\$12,893,000	8	\$5,118,400	28.5	\$18,011,400
198	Kathryn Loughney	Compass	11	\$6,868,600	15	\$11,125,400	26	\$17,994,000
199	Peggy Yee	Frankly Real Estate	18	\$11,443,000	9	\$6,529,000	27	\$17,972,000
200	Nikki Lagouros	Keller Williams Realty	4	\$2,645,400	38	\$15,310,160	42	\$17,955,560

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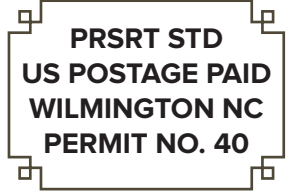
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