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TABLE OF CONTENTS



11

Publisher's Note



12

Golden Nuggets



14

Partner Spotlight: Curbio



20

5 Mistakes Agents Make That Ensure Failure with Their New Assistant



22

Get Seen In 2019



24

Rising Star: Amanda Provost



30

We Ask The Questions, You Submit Your Answers



36

Making a Difference: Cynthia Howar



42

Cover Story: Ken Abramowitz

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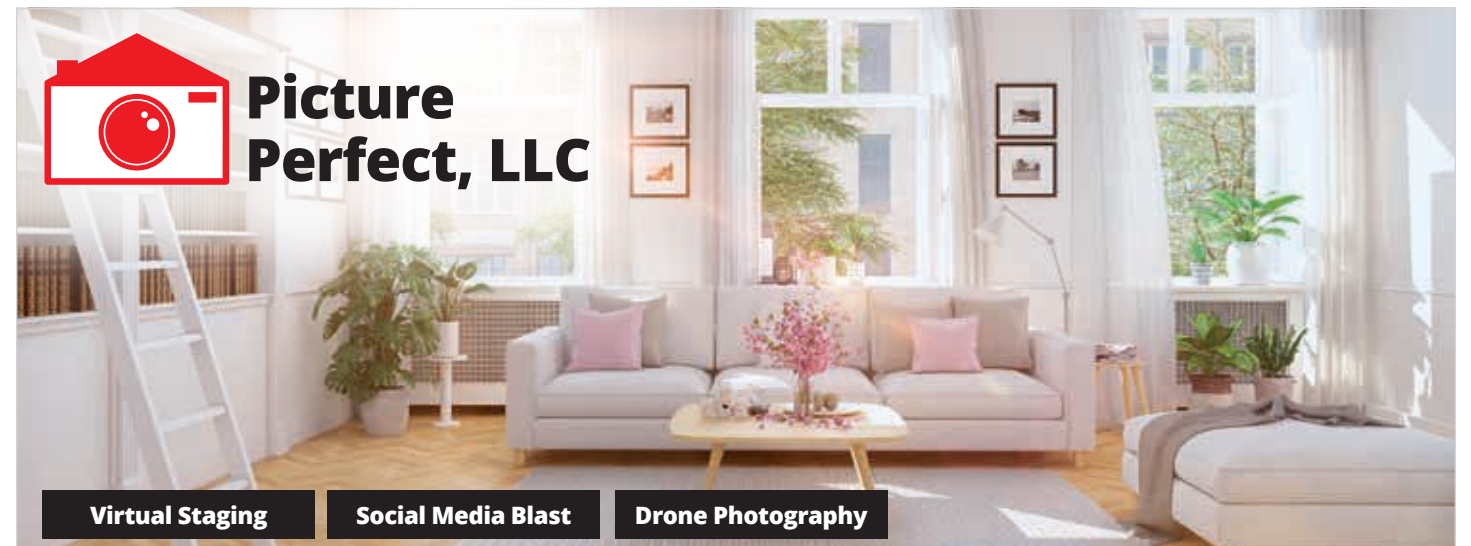
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▶ publisher's note



DC Metro REAL PRODUCERS

Dear Readers,

I'm finishing this month's letter while watching my 5-year-old jump in and out of the pool at our hotel in Universal Orlando. Universal Studios has definitely been on my bucket list. Last night, as we entered the park, my daughter grabbed my hand and made a straight line to Diagon Alley. She's a HUGE Harry Potter fan, so no wonder that was the first place we would go!

Spending just one day at the park brought a significant realization to mind: I immediately noticed a level of diversity that rivals even the suburbs of DC. While I could hear many different languages spoken around me, we shared a common awe and wonder as we took in the incredible sights, magnificent roller coasters, and a parade of Minions on the street. For me, the diversity enhanced the experience.

Diversity is very robust within the DC and Northern Virginia area; and hopefully, the continued expansion of tech industry opportunities will

attract people who will further enrich the fabric of our community. I truly believe that diversity is our key to success, especially within the ever-growing real estate industry.

We (REAL PRODUCERS) love to highlight local businesses and REALTORS® that have diverse backgrounds and cool life stories. It shows how we can continue to grow as humans, parents, families, and businesses. In May, we featured Arnita Greene who took a leap of faith to find her purpose; and in upcoming publications, we will be featuring cancer survivors and recognizing our Veteran service members. Read more about the strength and courage of these dedicated individuals in our October and November publications.

So, I mentioned bucket lists. Many of you might know, but I'm close to celebrating six years of being cancer-free. When you lay in hospital beds, you dream of everything you wish you could have done. I'm checking that list off, and let me tell you, it's a long list. Last year, I traveled to Paris, Hawaii,

and Italy! This year, I want to jump out of an airplane at 10,000 feet! Skydiving has been on my list for years, and as my spouse won't do it, I'm looking for a group who wants to do it with me. It will be quite a wild ride for all of us! Let me know if you are interested.

If plummeting to the earth is not your thing, let me know what else is out there! I want to zip line, hike the Appalachian Trail, and cruise down the Chesapeake, to name a few. I'm open to all kinds of fun and adventurous experiences.

As summer starts to wind down, be on the lookout for our upcoming October Mastermind. We will be gathering at an awesome venue and potentially hosting our very first "best ball" golf tournament. Regardless of your skill level, it will be an event you won't want to miss. I hope to see you there.

I want to wish everyone a happy and safe Independence day. Thanks for reading!

With Gratitude,



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"If you don't prioritize your life, someone else will."



Amanda Provost

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"Be yourself; everyone else is already taken." - Oscar Wilde



Rick Rudman

Curbio

"We specialize in turnkey renovations for homeowners who want to sell their homes quickly for the best possible price, and we wait until settlement to get paid."

"We want REALTORS® to remember how easy it is to work with us. From the estimate to a proposal to the sale, we

want Curbio to leave REALTORS® with the feeling of trust and ease. We are transparent and reliable through every step of the process."



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Norm Weissberg, James Bruno, Raymond Santibanez, Matt Siegal, Rikki Rogers, Rebecca Lombardo, Greg Manson, Rick Rudman

▶▶ partner spotlight

Curbio

Rick Rudman, CEO

Helping Real Estate Agents Build Their Business Through Custom Pre-Sale Renovations



Specializing in pre-sale home improvement, Curbio is solidifying itself as a trusted resource for sellers and a respected partner for real estate agents. Curbio works with agents and sellers as one team, leveraging the local market expertise of the agent to deliver renovations that will drive up the sale price of the home.

By partnering with Curbio, there is the potential to add value. Agents can help their clients make significantly more money on the sale of their home and, as a result, drive loyalty.

“We specialize in turnkey renovations for homeowners who want to sell their homes quickly for the best possible price, and we wait until settlement to get paid,” Curbio CEO Rick Rudman reveals.

According to Curbio, homeowners typically see a 201 percent return on their renovation investment. “Our unique business model means that our company, home sellers, and agents are all on the same team with the same goal: getting on the market quickly and selling for the best possible price,” Rick explains.

As with any good startup, the idea behind Curbio all began with one person’s frustration over a simple process that became convoluted. With a vision for a system that better supports both sellers and real estate agents, Curbio was born.

“Thanks to developments in technology and communication, a company like ours can bring a level of quality, consistency, and timing

to residential renovations that was not possible at this scale before.”

The condition of a home is one of the most critical drivers of its sale price. Most buyers are looking for move-in ready homes, hoping to avoid the stress and expense of fixing up a property after purchase. Homes that are outdated or in need of repair tend to sit on the market, attract low-ball offers from flippers, and eventually sell for well below fair market value.

Most other home renovation businesses require money up front or offer to buy the home as-is. Curbio, on the other hand, allows the seller to realize the benefit of the renovations by performing the work before closing – but not requiring payment until after the home has sold.

“What makes us unique is our ability to defer payment and scale at the same time. This is not too good to be true. We are a venture-backed, tech ap-



proach to real estate that will make pre-sale renovations better for everyone. REALTORS® already know that renovated homes sell much faster. What we want them to know is that we have an enormous network of vetted professionals, and we don't over-invest in our projects. When you work with Curbio, you get the trustworthiness of a national brand with the expertise of a local contractor."

Real estate agents can add value for their clients by bringing Curbio's offering to the table. The home renovation is truly a win-win. The seller realizes a great benefit, and so does the real estate agent. Curbio only uses local teams that know the area they are working in intimately. The risks of pre-sale home renovations for the seller -- the upfront cost and finding a trustworthy contractor -- are removed from the equation.

"We want to do each project the right way and earn repeat business from all of the agents with whom we are working with," Rick states. "We are suc-

cessful when the homeowner reaps the benefits of getting a higher sales price and when they see the value their REALTOR® brought to the table by knowing about Curbio."

Before beginning a project, Curbio considers several factors. Since homes at different price points present differing challenges, Curbio treats every renovation as

a custom project. They won't recommend work that will force the sale price over market value. And since they don't get paid until the home actually sells, they have a vested interest in doing right by their clients.

"We want REALTORS® to remember how easy it is to work with us.

From the estimate to a proposal to the sale, we want Curbio to leave REALTORS® with the feeling of trust and ease. We are transparent and reliable through every step of the process," concludes Rick.

To learn more about how a partnership with Curbio can add value to your real estate business, go to www.curbio.com.



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"I find great satisfaction in guiding and teaching my clients about the loan process, closing successfully, creating a genuine relationship during the loan process. I pride myself on customer service, professionalism, and integrity. I want to create a customer for life." —Derek Harman



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 -Sarah Yelton from Gainesville, VA

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

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5 MISTAKES AGENTS MAKE THAT ENSURE FAILURE WITH THEIR NEW ASSISTANT

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

1. DOOMED TO FAIL BEFORE YOU BEGIN

Agents often fail before they even hire an assistant because they don't have clarity on the role. Without a clear job description and decision on what the most crucial part of the role is (the 20 percent), there cannot be certainty on WHO to hire.

Your first assistant often does a multitude of tasks. Ask yourself: Which one or two tasks are the most important? Is it marketing, customer service, financials, transaction coordination, social media, database, and/or systems? Your one or two critical needs will help clarify both the skills and behavioral profile you're looking for in a candidate. Hire accordingly.

Agents also hire the wrong person for a variety of other reasons:

- They don't interview enough people.
- They listen to what applicants "say" and don't dig into what they have "done."
- They aren't clear on their own mission, vision, and values – and don't recruit to that profile.

2. POOR COMMUNICATION

Communication IS the relationship. Poor communication = poor relationships. To resolve this:

- Set regular weekly meeting times – not only to work "in" the business, but to work "on" the business.
- Take time to learn DISC (a behavioral assessment) and make the effort to adjust your communication style to your assistant's style instead of expecting them to do that for you.
- Learn how to have important conversations. One-way communication and a "seagull" approach of swooping in, dropping stuff on them, and swooping back out are surefire ways to fail.

3. DON'T INSPECT WHAT THEY EXPECT - OR EVEN KNOW WHAT THEY EXPECT

Do you have clarity of the standards for the assistant's role? What are they? How will you measure success? What do you expect? What should they expect from you?

Once you know that, make sure your assistant knows as well. Then set a weekly accountability meeting around those specific measures. Examples include:

- Post five times a week on Instagram.
- Add 10 people to our database weekly.
- Bring six personal referrals a year.
- Build an operations manual.
- Set up our database.
- Create a listing system so all listings are ready for the MLS 24 hours before the seller wants it to go live.

You also need to take the time to inspect what you expect:

- Go back and check your assistant's work periodically.
- Continue to teach the "why" behind the "what" to ensure you are getting the results you want.
- Empower your assistant to hold YOU accountable to YOUR 20 percent.

4. THINK TRAINING IS COMPLETE IN A WEEK

We really can't blame you on this one. You've been swamped with work. That's why you hired an assistant in the first place. Now, you have to take even more time out of your day to train someone. You don't really know where to start. You're not a systems person. You're not patient. And after a week (or a month or whatever short time frame) goes by, you just hope they "get" it because, by now, you've GOT to get back to your clients.

Your assistant totally picks up on this. They know how busy you are and HATE interrupting you. So, they guess, and they mess things up. Now, you're back to square one.

The way to avoid this mistake is to leverage as much training as possible so you can focus on the training that is particular to YOUR business and to ensure that training is ongoing and regular. Sources to leverage include your vendors and providers. Many of them have video training libraries and on-site offerings. This might include your CRM, your electronic signature provider, your local Board of REALTORS®, your settlement/title companies, home inspectors, lenders, and attorneys.

You can also get the weight of this monkey off your back by putting your assistant into classes and group coaching programs designed for assistants, supported by video training for reference. They will be much more comfortable asking questions in this environment.

5. LEAVING ASSISTANTS FEELING THEY ARE ON A DESERTED ISLAND

If you've hired well, you likely hired someone you like (and not someone just like you).

Often, opposites attract because you balance and complement one another. This also means you are very different in behavioral profile and in roles. You like – and are good at – different things. Your new assistant probably loves details and paperwork. We're betting you don't.

In order to thrive, your assistant needs a community of like-minded people to engage with and learn from – a human resource library. Most agents don't think about this, and their assistants end up feeling like they're alone on the Deserted Island of Misfits.

The solution is connecting them with a group of motivated, humble, successful assistants. You can find multiple groups like this:

- in classes designed for assistants,
- in group coaching programs for assistants,
- and on Facebook.

Connected assistants are productive assistants.



Christy Belt Grossman is the CEO and owner of Ops Boss Coaching. Spending 23 years as the COO of The Belt Team (one of the nation's top real estate teams with over \$1 billion SOLD)

fueled Christy's passion for raising the bar on the operations side of real estate and is what inspired her to found her company in 2015. She and her team teach, train, and coach clients around North America and have a unique passion for developing those riding shotgun in leadership positions in real estate. The mission at Ops Boss Coaching is "Dream BIG, Achieve BIG, IMPACT Lives." One by one by one by one, they change the world. Email Yes@OpsBossCoaching.com for FREE Resources, including our "Average Assistant vs Ops Boss Assessment" and "Ops Boss Memory Jogger for Databank."

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GET SEEN IN 2019

Publicity

By Christina Daves



NEWS-JACKING

One of the easiest ways to get media exposure for your business is by taking what is already in the news and bringing it home or establishing yourself as the expert on that topic. A media cycle starts with breaking news. After that, the media is looking to add to the story. What is your expertise on the matter? What is your “spin”? What information can you provide to keep the story going and position yourself as the real estate expert?

There are many sources providing studies, statistics, and information on the real estate market. Groups like Inman, Trulia, Realtor.com, and the National Association of REALTORS® consistently provide good data that you as a real estate agent can use to create a news story. If it's a national study, what does it mean for our local real estate market? Remember, in the Washington, DC, metropolitan area, we are often an anomaly because of the military and government that creates a very transient marketplace. This allows you to put a different perspective on the study.

Another thing to look at is what is happening in the news that is trending. Look at trends.google.com and Twitter trends to see what people are talking about. It doesn't matter if it's not happening right here. What would it mean if it was happening in our

area? Weather events are a perfect example. If there is a wildfire, tornado, or hurricane somewhere else in the United States, what would the ramifications be if it were here? Can we, for example, get the necessary insurance in this area to cover this type of event? Think outside of the box to bring a national story home.

What can you “news-jack” to establish yourself as a real estate expert and provide expert information to the media on a trending news story?



Christina Daves
PR for Anyone

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

Check out our featured blog post, "What Happens at Closing," to learn tips about what to bring, who attends, signing documents, and getting the key!



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Amanda Provost

Leading with Authenticity



Amanda, Everett, Annabel, and Josephine.



professional services my whole career and wanted to work directly with clients in an industry I was excited about.”

So with vigor, inspiration, and courage, Amanda dove into real estate, never once looking back. In her second year in the business, she closed over \$7.5 million, and she aims to double that number in the coming years. But to hear her talk of success, she doesn’t mention the sales volume, but rather the referrals she’s starting to receive from her earliest clients.

“I guess it’s a cliché in the real estate business, but referrals really are the highest compliment that a client can pay. Action speaks! In my second year, I started to receive referrals from clients I worked with last year, and there is nothing that makes my heart soar more than an email or call from a friend-of-a-friend. Having repeat and referral clients is, to me, the best definition of success.”

Amanda loves working with buyers on fixer-uppers and renovation projects. She has a relationship with a local architect and does decorating work for friends, so she can help clients along the full spectrum in the process of creating a beautiful environment.

“Sometimes the best answer for someone is to stay in their existing property and renovate, and I like to think that I have not only the fiduciary responsibility to provide them with the best real estate advice, but also the connections and skills to explore and implement all the alternatives,” Amanda notes.

With the support of her husband, David, their three children, and the love for her new career, Amanda is set to continue to make waves in the DC real estate market. Outside of real estate, Amanda has a passion for travel, yoga, meditation, and Orange Theory, which she says is “the perfect workout for a working mama with three kids.”

She’s also the co-president of the PTA at her children’s school, Hearst Elementary. “I love getting to work with the principal, teachers, and parents in a different way, and I have developed deep friendships with some of my fellow board members,” Amanda shares.

In her career, with family, and in her hobbies, Amanda has a clear vision of helping others create



the life they dream. It’s the joy of helping others that drives her to do the work she does.

“I strongly believe in the impact that your physical home environment can have on your mental health,” Amanda says. “Every

client I have is busy and stretched to the maximum with professional, family and other commitments. If I can help them come home to their own little oasis, then I have done a tiny bit of good in the world.”

“Be yourself; everyone else is already taken.”

– Oscar Wilde

“I think that being authentic and sometimes vulnerable goes a long way in establishing trust,” begins Amanda Provost of Compass.

Two years ago, Amanda was in the midst of a successful career as a business consultant. And yet, she found that another path was calling to her loudly: real estate.

“I found myself shouting too much at HGTV over which house the buyers should choose!” she laughs. “Seriously, I had renovated then sold several of my own houses over the years, and I realized that I needed to make my hobby my main gig. I had been in

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What's the Best Vacation You Have Had In the Last 3 Years?



JEANNE EXUM
FLOORMAX

The best vacation I've had in the last three years would be Hawaii. The beaches in Oahu are breathtaking, and the climate is fantastic! It was very hard to come back to Maryland.



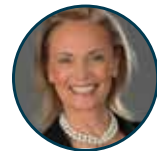
JEREMY LICHTENSTEIN
RE/MAX REALTY SERVICES

Going to the West Rim of the Grand Canyon and walking on the new, all-glass walkway that cantilevers over the rocks about 4,000 sq. ft.



DENISE AND RICH FOX
RE/MAX REALTY CENTRE

Easy! A private catamaran charter on a 56' catamaran through the BVI with two other couples. Just the six of us on the boat with a private captain and first mate that was also a 5-star chef. They catered to us completely, and we got to go wherever we wanted and stay at each place as long as we wanted. We ate, drank and played in the sun and water for eight days without a care. It's the first vacation I didn't even bring a laptop on and did absolutely no work at all.



KORNELIA STUPHAN
LONG & FOSTER REAL ESTATE, INC.

A bike tour through Tuscany. The wine and the food and the scenery, the people, time standing still, the scenery was breathtaking and invigorating – all your senses are stimulated. I felt like a new person after a week.



LORI ROGERS
KELLER WILLIAMS REALTY CENTRE

Ten of us hiked Kilimanjaro in July 2019. Most of us were from Keller Williams (a couple of spouses and friends), and it was the most outrageous and toughest team building exercise ever. We bonded over the seven days and are firm friends spanning Maryland, Virginia, UK, Belize, and Michigan. Best. Experience. Ever!

Thank you.



ROSE BUCKLEY
US INSPECT

Last year, I took a trip to Puerto Rico where I not only got to experience the beauty the island offered, but I also had the opportunity to volunteer in El Yunque Rainforest to clean up litter/trash left by tourists. After a very fulfilling and fun cleanup day, I ran into Lauren Vélez (the actress who played Captain Maria LaGuerta on Dexter) in our hotel lobby! Touring the island with friends and helping make a difference was the trip of a lifetime!



KEN ABRAMOWITZ
RE/MAX TOWN CENTER

Just had the best vacation in March. One of my friends won a three bedroom house on a vineyard in Napa Valley in one of those online charity auctions. He invited my wife and I and another couple. Spent four days hitting wineries and eating amazing food. Then we went to Vegas



LAURIE ZOOK AND STEVEN BERRYMAN
ESTATEMAX

The past week of great weather that allowed me to get outside in my garden and redesign and plant. That to me is a vacation, nothing fancy, just down to Earth.



TINA DEL CASALE
SANDY SPRING BANK

My best vacation in the last three years was Morocco. It was my first time visiting a Muslim country, and the people and the country were phenomenal. I think the more people that explore other countries and customs, the more likely we will be as a nation to understand and appreciate the differences and similarities all people share. I rode a camel in the Sahara, shopped for spices in the markets of Marrakesh and Fez, broke bread with the natives, and truly had the most beautiful experience I have experienced in a long time. I highly recommend a visit!



CAROLYN SAPPENFIELD
RE/MAX REALTY SERVICES

Banff, Canada! A little slice of heaven on Earth. Go in the summer if you like hiking, the mountains, the lakes, and crisp weather. The people are just delightful. The sights are amazing. Lake Louise is a must see. Indulge and stay at The Fairmont in Banff. You won't regret it. The food is also incredible, and the dining options are numerous. Golfing in Banff is tremendous too. I can't say enough great things about that place!



KASEY MARTIN
FITZGERALD FINANCIAL GROUP

Hands down, Santorini, Greece. Think Mamma Mia, but even more beautiful. Would go back there tomorrow.



LIZ BURROW
KELLER WILLIAMS REALTY CENTRE

My surprise 30th wedding anniversary trip to Val d'Isere in France. My husband kept the entire trip and the location a secret. I found out that we were going skiing three days before we left, and even when we got on the plane to

Amsterdam, I still didn't know exactly where we were going. When we eventually got to Geneva and got on the Club Med Bus, I found out the ultimate destination. The biggest surprise of all was when we were eating dinner and my best friend and her husband walked in. She lives in London, so I don't see her very often. She and her husband had been in on the whole thing for months!! Incredible skiing, wonderful food, and the best company anyone could ask for.



LEXY KRAUSE
PROTEC INSPECTION SERVICES

My best vacation over the last three years was this past September. My other half and I went to Yellowstone National Park, hiked a 10,000 ft. mountain and he proposed at the top! Along with other amazing sights and adventures, it was both a fun and relaxing vacation!



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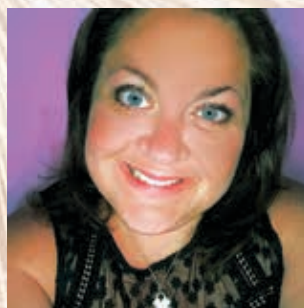




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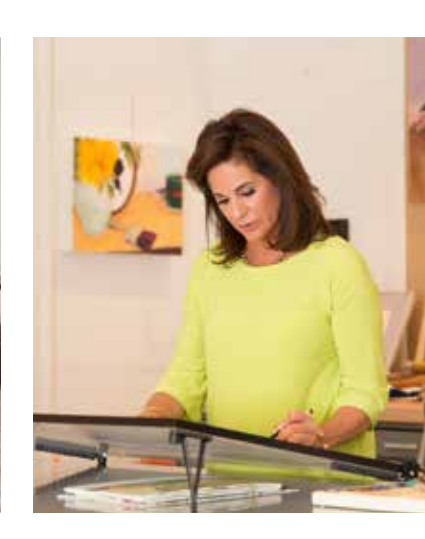
CYNTHIA HOWAR

A GIVING HEART,
A COMMUNITY
OUTLOOK





“Even though I have had careers in other businesses, real estate has always been a part of my life. I come from a family of real estate developers who believed that if you take from the community, you must give back to the community.”



Cynthia earned her law degree in 1983 and her real estate license in 1986. She promptly hung her license with her father, who was not only a broker, but a personal mentor.

“He always let me know, particularly as a woman, that I could do whatever I wanted and be successful – in any career I wanted. I tried

several – politics, architecture, urban planning, graphic arts, healthcare consulting, and telecommunications law – until 2004 when I decided to become a full-time Realtor®. It has been a very rewarding business where I feel all of the skill sets I acquired in my other businesses have contributed to my success,” Cynthia reports.



Over the years, Cynthia has been involved with a wide array of charities and organizations that give back to her local community. She was on the Board of Visitors for the Children’s National Medical Center for eight years and ran a grants program for four of those years, which gave money to internal programs needing assistance. She tutored in the I Have a Dream Foundation Program that sent its kids to college if they completed high school, taught tennis in underserved communities, and has been involved in many non-profits that benefit the population of Washington, DC. Cynthia worked with many health care organizations, in nascent projects in telemedicine at Walter Reed and the Children’s Hospital, and helped build awareness around immunizations and public health.

“Most recently, I was the president of the homeowners association of my community, Hillandale, a planned unit development of 265 homes on 47 acres. It was like being mayor of a small town and as consuming as a full-time job,” Cynthia laughs.

Although she’s worn many different hats in the community over the years, the throughline of giving back – from her grandfather to her father and the present day – is a consistent thread.

As Cynthia says, “Giving back is part of my heritage.”

“The journey of a thousand miles begins with one step.” - Lao Tzu

Cynthia Howar wears many hats in her life and within her community. She has 30 years of unique expertise in business, legal, sales, and strategic marketing, and 10 years specifically in healthcare informatics and telemedicine systems. She has served on several government regulatory and policy bodies. She comes from a telecommunications law background with professional associations as a CEO and director of business development for two web-based information systems companies.

For the past 16 years, Cynthia has been selling residential and commercial real estate. She is currently a top producing agent with Washington Fine Properties, LLC in Washington, DC. She is also an artist working in watercolors and oils and travels abroad to paint plein air – leaving the four walls of a studio behind to paint in the open landscapes of this marvelous Earth.

In addition to these many hats, Cynthia wears one more: she is an altruist. Coming from a family of real estate developers, Cynthia was raised with a community-focused mindset.

“Even though I have had careers in other businesses, real estate has always been a part of my life. I come from a family of real estate developers who believed that if you take from the community, you must give back to the community,” Cynthia says.

Cynthia’s grandfather, Abraham Joseph Howar (known as Joe), came to Washington, DC, in 1904 and went into the building business in his early years after an architect friend suggested he invest in a building project. He went on to complete one of the largest land acquisitions in 1920 in Foggy Bottom, where he built apartment buildings to house the influx of people coming to the nation’s capital after World War I.

“My grandfather’s most well-known project was the purchase of the land and construction of the

Islamic Center on Massachusetts Avenue after his friend, the Turkish ambassador to the United States, passed away. It was dedicated in 1957 by President Dwight D. Eisenhower and at the time also housed a cultural center to expand understanding of the Muslim religion and culture of the Arab world. He viewed it as his gift to his adopted country for allowing him to realize the American dream.”

Cynthia’s father, Raymond, and uncle both worked for their father, starting in construction as youths and working their way up to roles in property management and develop-

ment. Growing up, her father was enthusiastically involved in the real estate community of Washington, DC. He held roles as the president of the Washington Board of REALTORS®, director of the National Association of REALTORS®, president of the Apartment and Office Building Association, director of the Greater Washington Board of Trade, and member of the DC Rental Accommodations Commission. Her father’s continued involvement with the local real estate community left a lasting imprint on Cynthia’s outlook, especially as she began to consider her own career aspirations.

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KEN ABRAMOWITZ

▶ cover story
By Karla Lutz Bowling

— DO WHAT YOU LOVE —



Ken Abramowitz had often heard the familiar quote, “If you do what you love, you’ll never work a day in your life.” However, he said he never actually believed it was true until he got into real estate.

For Ken, his career in real estate is the embodiment of success: it’s being able to go to bed at night knowing that you love what you do and feel good that you’re contributing to society. “Real estate is not about buying or selling a home — you’re helping people realize their goals and dreams. It doesn’t feel like work to me. I know that what I do is making a genuine difference in the lives of others,” he expresses.

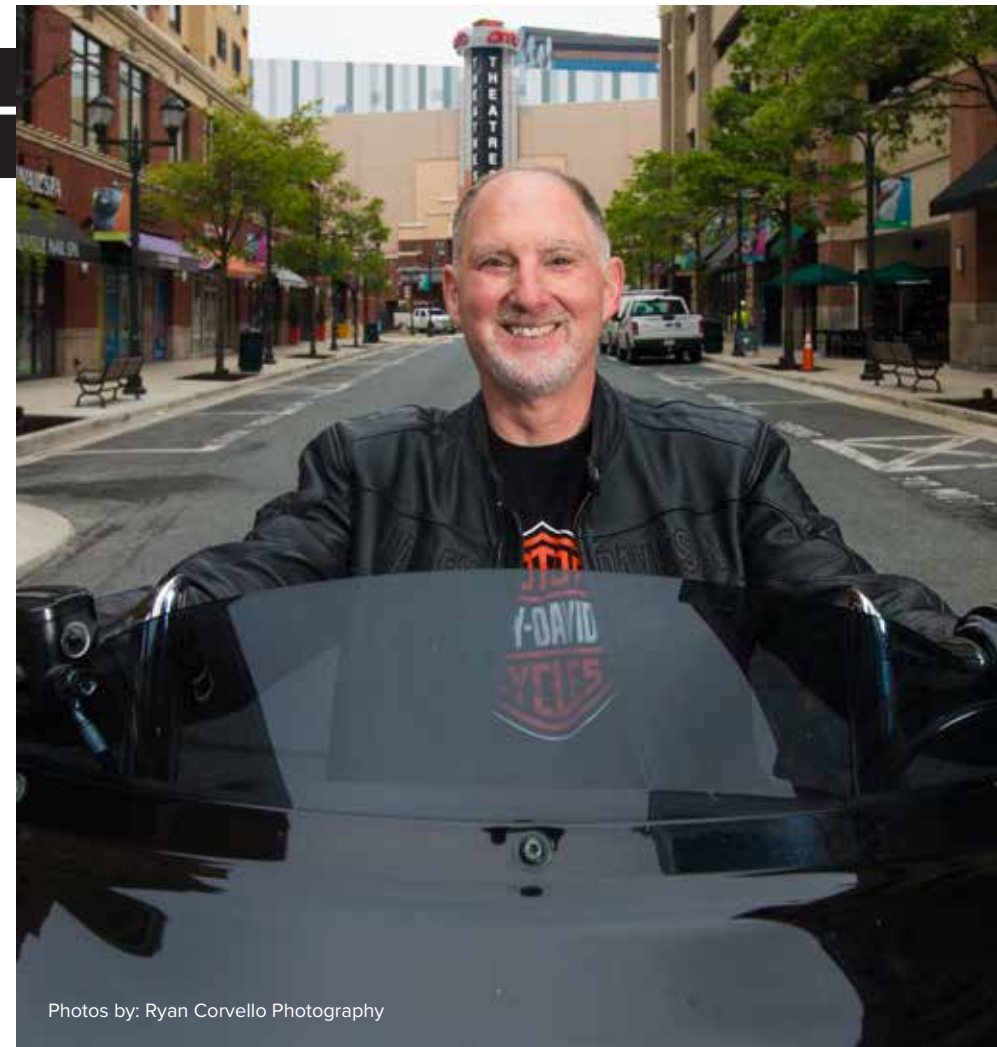
“I love the whole experience from start to finish. The most rewarding part is the day we go to settlement. Some transactions are harder than others; some are easier. No matter what, I am addicted to the lovefest at the settlement table as a result of me giving 110 percent and ‘leaving it all on the field’ for my clients,” Ken smiles.

Real estate is a profession which allows Ken to capitalize on the skills

he honed as a successful medical business entrepreneur. “What I loved about working in the healthcare industry is that it was people-oriented. Helping others, especially if they have a goal to reach, is the challenge I’m passionate about — real estate is just a vehicle for me to do that,” Ken shares.

“My business experiences allowed me to perfect my negotiating and marketing skills. I run my real estate team like a business. I look at it as marketing and selling an asset to get top dollar. This isn’t a hobby for me; this is a full-time business. When I come in and meet a client, I come in with a full set of negotiation skills, marketing skills, and communication skills that are at a level I believe separates me from others. Most importantly, I care deeply about my clients, almost to a fault. I take their objectives personally. Their goal is my goal, and I’m in it to win it. Whatever it takes,” he declares.

Ken laughs that his singularly-focused, almost obsessive attitude is conveyed succinctly on his well-used coffee mug: “Get S#!T Done!” That pretty well sums it up!” he grins.



Photos by: Ryan Corvello Photography

“I run my real estate team like a business. I look at it as marketing and selling an asset to get top dollar. This isn’t a hobby for me; this is a full-time business.

Ken’s instincts have proven to be a formula for success as he confidently leads The Ken Abramowitz Group of RE/MAX Town Center. Ken began his real estate career in November 2009 and has a career volume of almost \$162 million. His 2018 volume was just under \$34 million. He has been honored with the RE/MAX Lifetime Achievement Award and the RE/MAX Hall of Fame Award. Ken was named a Washingtonian Magazine Top Agent in 2018 and 2019, as well as one of Real Trends The

Thousand in 2018. Additionally, Ken was selected as the winner of the Best Agent in Montgomery County by readers of The Gazette newspaper.

OVERCOMING HURDLES

As with any successful business, there are always hurdles to overcome and lessons to pass along. Ken explains his biggest challenge was his naiveté once he entered the real estate industry after obtaining his license. He plunged into real estate with expectations of a smooth transition after many successful years managing profitable companies.

“My background was in running medical companies—a very orderly, predictable business. Real estate was its polar opposite. Also, having been an entrepreneur since the ‘90s, I figured real estate would be just like any other new venture—work my tail off for a couple of years and then I’d be good. Little did I know!” he laughs.

“The most challenging part for me, especially in 2009, right after the financial and real estate market meltdown, was all mental. With medicine, you do a service, you submit a bill to the insurance company, and you get paid. With real estate, you start with a transaction and then it is a whirlwind of motion, lots of moving parts, lots of people involved, LOTS of emotional ups and downs. And probably the biggest challenge was doing all the work, counting on the transaction to close, and then having something come up and it doesn’t materialize. This profession has really taught me to manage my mental state and my emotions!” he emphasizes.

PUT THINGS IN PERSPECTIVE

In retrospect, Ken says the best advice he would give to an up-and-coming agent would be to narrow your focus, define your goals, establish who you are and what you want in your business, and to be wary of all things new and shiny.

“In this industry, there are so many things put in front of you—cool tech devices, lead generation tools, industry consultants, marketing collateral, broker promises. It’s easy to fall for every trap and end up over your



budget with no clear direction. I have built a solid foundation and developed a unique culture for my group. I know what I want and what I stand for," he affirms. "Honestly, I don't want a big team. I'd rather have a tight group of superstars that deliver impeccable, Disney-level service. I believe our clients are trusting us with their biggest asset, and we owe it to them to go above and beyond. I see us as being their best friend who also happens to have a real estate license."

Ken credits his coach and mentor, John Gualtieri, with instilling a servant's heart perspective into his business and personal life. "He taught me how to be a stable influence when there is chaos around me, to be patient with people and try to see things from their point of view. The way he coaches me has inspired me to be that same coach to my team and my kids," he relates.

Another recommendation Ken offers is the need to take a break and recharge. "Time out of the game is invaluable, at least a long weekend every quarter to clear your head and, if you can manage it, a week's vacation every six months. Take care of your mental health," Ken insists.

One of the ways Ken unwinds is by escaping to the backroads on his Harley, preferably listening to his favorite rock bands from the '70s and the '80s. "I'm a rock and roller at heart, specifically heavy metal," he shares. "Depending on my mood, I could be listening to Motley Crüe, Slayer, or Southern rock like Molly Hatchet, the Outlaws, and Lynyrd Skynyrd. My first album was Kiss's Alive, and I can't wait to see them again in August."

FAMILY FIRST

Ken admits that having a completely balanced work/life dynamic is virtually unattainable. However, like Stephen Covey's example of filling a jar first with big rocks, then gravel, then sand, Ken takes care of scheduling the big things first, making time for key relationships and responsibilities, essential projects, critical meetings; then letting the smaller, less important priorities fill in the spaces.

The most significant priority in Ken's life is his family. He appreciates the fact that real estate allows him to be present and participate in his family's active lives. He and his wife, Tami, have three children: Hayley, 22, an opera singer, graduated from the University of Maryland in 2018 and is currently pursuing her master's at Indiana University; Cayden, 20, is a sophomore studying computer science at Frostburg State University and is the top breaststroker on the FSU Swim Team; Sydney, 20, is a sophomore at the University of Maryland, Baltimore County, studying to be a marine biologist and is a field hockey player.

"I have always believed in the value of putting family first. It was important for me to have a career where I could succeed in business, but also have the flexibility where I could attend my oldest daughter's opera performances, my son's swim meets, or my daughter's field hockey games in New Jersey. And, I've never missed one. Real estate lets me share in my family's special moments and accomplishments. At the end of the day, that's what it's all about."

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1–May 31, 2019

Rank	Name	Office	Sales	Total
1	Jennifer S Smira	Compass	71.5	\$54,514,712
2	Michael W Rankin	TTR Sotheby's International Realty	17	\$43,680,500
3	John T Kirk	Tower Hill Realty	81	\$42,335,400
4	Alejandro Luis A Martinez	RE/MAX Elite Services	113.5	\$39,864,336
5	David R Getson	Compass	55.5	\$35,496,576
6	Dana Rice	Compass	32	\$34,957,716
7	Avi Galanti	Compass	29	\$31,846,948
8	Trent D Heminger	Compass	41.5	\$29,479,850
9	Melinda L Estridge	Long & Foster Real Estate, Inc.	33.5	\$29,257,120
10	Barak Sky	Long & Foster Real Estate, Inc.	40.5	\$27,451,204
11	Wendy I Banner	Long & Foster Real Estate, Inc.	32.5	\$26,601,350
12	Nurit Coombe	RE/MAX Elite Services	41	\$26,458,192
13	David Orso	Compass	42	\$26,451,290
14	James M Coley	Long & Foster Real Estate, Inc.	28	\$25,757,858
15	Christine R Reeder	Long & Foster Real Estate, Inc.	70	\$25,412,900
16	Joel S Nelson	Keller Williams Capital Properties	24	\$22,735,656
17	Eric P Stewart	Long & Foster Real Estate, Inc.	33	\$22,124,632
18	Marc Fleisher	TTR Sotheby's International Realty	11.5	\$22,039,710
19	Kira Epstein Begal	Washington Fine Properties, LLC	21	\$20,920,900
20	Margaret M Babbington	Compass	28	\$20,365,446
21	Jay A Day	Real Estate Teams, LLC	64	\$20,342,862
22	James Bass	Real Estate Teams, LLC	59.5	\$20,341,684
23	Robert A Sanders	TTR Sotheby's International Realty	17.5	\$20,184,530
24	Michael R Brennan	TTR Sotheby's International Realty	22.5	\$19,877,500
25	Erich W Cabe	Compass	27	\$19,820,376
26	Nathan B Dart	RE/MAX Realty Services	43.5	\$19,776,874
27	Kimberly A Cestari	Long & Foster Real Estate, Inc.	20	\$19,549,136
28	Brent E Jackson	TTR Sotheby's International Realty	14.5	\$19,332,780
29	Troyce P Gatewood	RE/MAX Results	46	\$19,228,450
30	Thomas K Paolini	Redfin Corp	25.5	\$18,801,100
31	Marjorie S Halem	Compass	18	\$17,928,350
32	Thomas S Hennerty	NetRealtyNow.com, LLC	52	\$17,394,140
33	Meredith L Margolis	Compass	19.5	\$17,361,048
34	Carlos A Garcia	Keller Williams Capital Properties	23	\$17,336,900

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1–May 31, 2019

Rank	Name	Office	Sales	Total
35	Antonia Ketabchi	Redfin Corp	21	\$17,145,850
36	Norman S Domingo	XRealty.NET LLC	43	\$17,050,504
37	Thomas Lindsay Reishman	Compass	24	\$16,842,750
38	Christie-Anne Weiss	TTR Sotheby's International Realty	8	\$16,730,000
39	D'Ann K Lanning	Compass	26.5	\$16,707,950
40	Roby C Thompson III	Long & Foster Real Estate, Inc.	18.5	\$16,154,875
41	Anslie C Stokes Milligan	McEneaney Associates, Inc.	15.5	\$16,139,500
42	Victor R Llewellyn	Long & Foster Real Estate, Inc.	28	\$16,040,890
43	Corey C Burr	TTR Sotheby's International Realty	11.5	\$16,022,500
44	Chelsea L Traylor	Redfin Corp	32	\$15,764,622
45	Hazel Shakur	Redfin Corp	43	\$15,622,438
46	Maxwell E Rabin	TTR Sotheby's International Realty	16.5	\$15,433,050
47	Thomas F Faison	RE/MAX Allegiance	16	\$15,366,854
48	Mehrnaz Bazargan	Redfin Corp	30	\$15,332,100
49	Marshall Carey	Redfin Corp	26	\$15,318,300
50	Robert H Myers	RE/MAX Realty Services	36.5	\$15,279,495
51	Andrew Riguzzi	Compass	20	\$15,094,300
52	Tim Barley	RE/MAX Allegiance	20	\$14,949,750
53	Bradley J Rozansky	Long & Foster Real Estate, Inc.	14	\$14,862,000
54	Nancy S Itteilag	Washington Fine Properties, LLC	10.5	\$14,771,500
55	Elaine K Koch	Long & Foster Real Estate, Inc.	22	\$14,752,488
56	Marsha M Schuman	Washington Fine Properties, LLC	11	\$14,627,790
57	Bryan Kerrigan	Redfin Corp	29	\$14,609,200
58	Jonathan D Taylor	TTR Sotheby's International Realty	5.5	\$14,601,250
59	Daniel M Heider	TTR Sotheby's International Realty	12.5	\$14,522,750
60	Tyler A Jeffrey	Washington Fine Properties, LLC	17.5	\$14,418,550
61	Marjorie R Dick Stuart	Keller Williams Capital Properties	15	\$14,359,000
62	Marin Hagen	Coldwell Banker Residential Brokerage	9.5	\$13,619,000
63	Delilah D Dane	Redfin Corp	23	\$13,592,750
64	Daryl Judy	Washington Fine Properties, LLC	10	\$13,474,900
65	Preston E Innerst Jr.	EYA Marketing, LLC	13	\$13,442,860
66	Russell A Firestone III	TTR Sotheby's International Realty	9	\$13,423,500
67	Sylvia Bergstrom	Coldwell Banker Residential Brokerage	6.5	\$13,403,000
68	David R Bediz	Keller Williams Capital Properties	19	\$13,384,500
69	Cynthia L Howar	Washington Fine Properties, LLC	5.5	\$13,262,500
70	Barbara C Nalls	TTR Sotheby's International Realty	12.5	\$13,225,400
71	Sheena Saydam	Keller Williams Capital Properties	28.5	\$13,146,884

Rank	Name	Office	Sales	Total
72	Stacy M Allwein	Century 21 Redwood Realty	36.5	\$13,053,350
73	Jonathan S Lahey	RE/MAX Fine Living	41.5	\$12,864,480
74	Carmen C Fontecilla	Compass	23	\$12,792,150
75	Charles Dudley	Compass	16.5	\$12,771,900
76	Hans L Wydler	Compass	17	\$12,769,775
77	Jane Fairweather	Long & Foster Real Estate, Inc.	14	\$12,749,278
78	Michelle C Yu	Long & Foster Real Estate, Inc.	18	\$12,679,900
79	Marilyn G Charity	Washington Fine Properties, LLC	6.5	\$12,660,000
80	Leslie B White	Redfin Corp	18	\$12,577,095
81	Katri I Hunter	Compass	16	\$12,564,100
82	Elysia L Casaday	Compass	14.5	\$12,451,989
83	Rina B. Kunk	Compass	12	\$12,409,550
84	Eric M Broermann	Compass	16	\$12,400,913
85	John L Lesniewski	RE/MAX United Real Estate	34	\$12,373,580
86	Steve C Agostino	Compass	11	\$12,308,000
87	Kenneth M Abramowitz	RE/MAX Town Center	28.5	\$12,286,799
88	Gary J Rudden	RE/MAX REALTY SERVICES	11	\$12,208,400

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1–May 31, 2019

Rank	Name	Office	Sales	Total
89	Lauren E Davis	TTR Sotheby's International Realty	11	\$12,089,900
90	Lisa C Sabelhaus	RE/MAX Town Center	29	\$12,079,048
91	Gail E Nyman	RE/MAX United Real Estate	23	\$12,074,900
92	Lisa R Stransky Brown	Washington Fine Properties, LLC	13	\$12,038,400
93	Jason E Townsend	Keller Williams Capital Properties	16	\$11,919,885
94	Long T Ngo	Redfin Corp	25.5	\$11,850,360
95	Joshua D Ross	RE/MAX Realty Services	9.5	\$11,783,150
96	Elizabeth J D'Angio	Washington Fine Properties, LLC	5	\$11,777,000
97	Eva M Davis	Compass	12	\$11,765,849
98	Justin Kitsch	TTR Sotheby's International Realty	15	\$11,716,500
99	Karen D Rollings	Berkshire Hathaway HomeServices PenFed Realty	25.5	\$11,658,861
100	Margot D Wilson	Washington Fine Properties, LLC	8	\$11,548,750
101	Carolyn N Sappenfield	RE/MAX Realty Services	14	\$11,545,500
102	Robert Crawford	Washington Fine Properties, LLC	11	\$11,518,000
103	Patricia G Mills	RE/MAX Achievers	38	\$11,457,582
104	John T Pruski	Jack Realty Group	6.5	\$11,298,000
105	Susan G Maguire	Washington Fine Properties, LLC	8	\$11,284,740

Rank	Name	Office	Sales	Total
106	Lori Maggin	Rory S. Coakley Realty, Inc.	7	\$11,256,370
107	Anne H Weir	Washington Fine Properties, LLC	6	\$11,243,750
108	Daniel F Metcalf	Long & Foster Real Estate, Inc.	18.5	\$11,224,875
109	Joseph C Mascio	Redfin Corp	22	\$11,103,700
110	Tamara E Kucik	Tower Hill Realty	19.5	\$11,073,440
111	Gladwin S D'Costa	Maryland REO Realty, LLC	49	\$11,047,356
112	Lise Courtney M Howe	Keller Williams Capital Properties	21	\$11,028,000
113	Kelly W Williams	TTR Sotheby's International Realty	9.5	\$11,015,400
114	Andres A Serafini	RLAH Real Estate	18	\$11,015,046
115	Mansour F Abu-Rahmeh	TTR Sotheby's International Realty	12.5	\$11,001,250
116	Daniel B Register IV	Northrop Realty, A Long & Foster Company	38	\$10,950,694
117	Frederick B Roth	Washington Fine Properties, LLC	7.5	\$10,891,290
118	Loic C Pritchett	TTR Sotheby's International Realty	12.5	\$10,807,800
119	Eric Steinhoff	EXP Realty, LLC	21	\$10,786,168
120	Cheryl A Kurss	Compass	10.5	\$10,723,350
121	Anne C Killeen	Washington Fine Properties, LLC	8.5	\$10,720,750
122	Renee M Peres	Compass	15.5	\$10,689,900
123	Keith James	Keller Williams Capital Properties	29	\$10,616,775
124	Cara Pearlman	Compass	18.5	\$10,477,000
125	Cheryl R Leahy	Long & Foster Real Estate, Inc.	12	\$10,444,850
126	Juan Umanzor Jr.	Long & Foster Real Estate, Inc.	36.5	\$10,433,700
127	Luis A Vivas	Keller Williams Capital Properties	18	\$10,422,900
128	Rachel P Levey	Compass	12	\$10,419,500
129	Rex Thomas	Samson Properties	19	\$10,346,477
130	Tina C Cheung	EXP Realty, LLC	25	\$10,334,105
131	Traudel Lange	Compass	6	\$10,314,000
132	Michael J Schaeffer	Coldwell Banker Residential Brokerage	10	\$10,311,875
133	Melanie M Hayes	TTR Sotheby's International Realty	11	\$10,232,900
134	Ginette R. Winston	Winston Real Estate, Inc.	15	\$10,203,500
135	Michael Gailey	Compass	12	\$10,161,900
136	Judy G Cranford	Cranford & Associates	10.5	\$10,135,400
137	Elizabeth M Burrow	Keller Williams Realty Centre	20	\$10,122,880
138	Robert Jenets	Stuart & Maury, Inc.	11	\$10,099,500
139	Jean M Bourne-Pirovic	Long & Foster Real Estate, Inc.	21.5	\$10,074,815
140	Anne-Marie R Finnell	TTR Sotheby's International Realty	12.5	\$9,947,776
141	Farrah E Morgan	Redfin Corp	27	\$9,945,703
142	Lori M Leasure	Washington Fine Properties	6	\$9,852,000

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1–May 31, 2019

Rank	Name	Office	Sales	Total
143	Mynor R Herrera	Keller Williams Capital Properties	23.5	\$9,838,200
144	Todd C Harris	Long & Foster Real Estate, Inc.	14	\$9,726,000
145	Barbara A Ciment	Long & Foster Real Estate, Inc.	21.5	\$9,701,000
146	Mandy Kaur	Redfin Corp	18	\$9,690,400
147	Amanda M Lasko	Redfin Corp	19.5	\$9,668,401
148	Kathleen A King	Washington Fine Properties, LLC	8	\$9,599,360
149	Kara K Sheehan	Washington Fine Properties, LLC	6	\$9,586,000
150	Jennifer T Chow	Long & Foster Real Estate, Inc.	8	\$9,571,695
151	Asif Qadir	RE/MAX Premiere Selections	16	\$9,556,400
152	Alecia R Scott	Long & Foster Real Estate, Inc.	22	\$9,525,538
153	Kenneth C Germer	Compass	12	\$9,524,400
154	Lawrence M Lessin	Homes By Owner	26	\$9,465,700
155	Graham Grossman	RLAH Real Estate	12	\$9,428,900
156	Toni A Ghazi	Compass	9.5	\$9,371,900
157	Carl G Becker	Premier Properties, LLC	8	\$9,268,000
158	Heidi E Hatfield	Washington Fine Properties, LLC	4	\$9,237,500
159	Fleur V Howgill	TTR Sotheby's International Realty	10	\$9,226,900
160	Todd A Vassar	Compass	12.5	\$9,205,763
161	Nicholas W Poliansky	Keller Williams Preferred Properties	27	\$9,195,400
162	Kenneth A Grant	RE/MAX Plus	26	\$9,189,750

Rank	Name	Office	Sales	Total
163	Anthony Mason	Keller Williams Preferred Properties	24	\$9,183,650
164	Itamar Simhony	RE/MAX Elite Services	13	\$9,173,900
165	Peter J Ferguson	Compass	13	\$9,158,000
166	JT Powell	Coldwell Banker Residential Brokerage	22	\$9,154,955
167	David A Ehrenberg	Redfin Corp	18	\$9,103,685
168	William J Skipworth	DC Living Real Estate LLC	11	\$9,051,630
169	Meredith M Fogle	Old Line Properties	13	\$9,025,550
170	Michael E Shapiro	Compass	11	\$8,956,950
171	Pamela B Wye	Compass	8.5	\$8,954,200
172	Ioannis Konstantopoulos	TTR Sotheby's International Realty	14	\$8,837,296
173	Katherine J Buckley	TTR Sotheby's International Realty	6	\$8,834,000
174	Brandon Hoffman	Redfin Corp	19.5	\$8,815,470
175	Rory Obletz	Redfin Corp	17	\$8,809,800
176	Corey J Lancaster	EXIT Right Realty	25.5	\$8,783,340
177	Amalia B Morales Garicoits	RLAH Real Estate	10	\$8,753,900
178	Mark C Lowham	TTR Sotheby's International Realty	1	\$8,750,000
179	Elizabeth A Hughes	Compass	9.5	\$8,617,000

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1–May 31, 2019

Rank	Name	Office	Sales	Total
180	Maribelle S Dizon	Redfin Corp	19	\$8,592,800
181	Monica Bryant	Redfin Corp	20	\$8,572,000
182	Alyssa A Crilley	Washington Fine Properties, LLC	7	\$8,545,000
183	Timothy W Brooks	Keller Williams Realty Centre	32	\$8,541,555
184	Kerry E Fortune	Washington Fine Properties, LLC	6	\$8,456,609
185	Leslie C Friedson	Compass	8	\$8,453,600
186	Ross A Vann	Compass	8	\$8,404,100
187	Sergei A Goumievski	RE/MAX Realty Services	15	\$8,392,724
188	Debra P Noone	Redfin Corp	22	\$8,387,843
189	Margaret M Ferris	Compass	11.5	\$8,384,500
190	Annette H Sante	Redfin Corp	19	\$8,295,800
191	Faith M Rosselle	Rosselle Realty Services	31	\$8,276,755
192	Marcus B Wilson	Redfin Corp	17	\$8,273,600
193	Jason D Martin	RLAH Real Estate	11.5	\$8,231,500
194	Michael W Patrick	RE/MAX United Real Estate	27	\$8,198,858
195	Vincent E Hurteau	Continental Properties, Ltd.	14	\$8,195,000
196	Jill C Coleman	RE/MAX Realty Centre, Inc.	20	\$8,188,099
197	Jill A Balow	Greystone Realty, LLC.	8	\$8,187,800
198	John P. R. Lee	RE/MAX Success	12	\$8,166,750
199	Dominique Rychlik	Long & Foster Real Estate, Inc.	7	\$8,149,000
200	Claudia B Donovan	Compass	7.5	\$8,146,000
201	Seth S Turner	Compass	15	\$8,143,955
202	Amir Tabatabai	TTR Sotheby's International Realty	10	\$8,141,811
203	Ellie M Shorb	Compass	5.5	\$8,085,500
204	Amanda Briggs	Keller Williams Capital Properties	13	\$8,081,500
205	Andrew K Goodman	Goodman Realtors	15.5	\$8,080,600
206	Theresa Helfman Taylor	Keller Williams Capital Properties	14	\$8,041,000
207	Louis G Cardenas	TTR Sotheby's International Realty	4.5	\$8,028,000
208	Nadia B Nejaime	Compass	8	\$8,005,500
209	James A Grant	Keller Williams Capital Properties	9	\$7,966,500
210	James E Gregory	Washington Fine Properties, LLC	9	\$7,934,550
211	Nicholas P Chaconas	Redfin Corp	18	\$7,922,400
212	Melissa G Bernstein	RE/MAX Realty Group	13.5	\$7,912,000
213	Richard Michael Morrison	Redfin Corp	13	\$7,808,900
214	Susan Van Nostrand	Compass	8	\$7,795,303
215	Rheetuparna Pal Mahajan	Redfin Corp	16	\$7,785,500
216	Koki Waribo Adasi	Compass	12.5	\$7,777,749

Rank	Name	Office	Sales	Total
217	Adrian Small	TTR Sotheby's International Realty	8	\$7,756,350
218	Michael Bowers	Long & Foster Real Estate, Inc.	7	\$7,681,800
219	Amanda M Mills	Compass	9.5	\$7,667,278
220	Audrey G June-Forshey	RE/MAX Realty Services	15	\$7,643,457
221	Ann Y Young	Coldwell Banker Residential Brokerage	9	\$7,635,000
222	Dana S Scanlon	Keller Williams Capital Properties	9	\$7,619,511
223	Justin Tanner	RE/MAX Allegiance	10	\$7,618,104
224	Laura W Steuart	Compass	8	\$7,596,500
225	Lance S Horsley	Keller Williams Capital Properties	13.5	\$7,574,374
226	Richard A Fox	RE/MAX Realty Centre, Inc.	18	\$7,548,600
227	Mitchell J Toland Jr.	Redfin Corp	20	\$7,548,550
228	Amanda S Hursen	Evers & Co. Real Estate, A Long & Foster Company	15	\$7,508,998
229	Adewemimo D Collins	Redfin Corp	23	\$7,498,300
230	Shailya P Macaya	Coldwell Banker Residential Brokerage	5	\$7,487,500
231	Scott J Swahl	Redfin Corp	16	\$7,480,200
232	Aret Koseian	Compass	15.5	\$7,463,000
233	Andrew A Werner Jr.	RE/MAX Realty Group	20.5	\$7,453,575

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1–May 31, 2019

Rank	Name	Office	Sales	Total
234	Michael W Seay Jr.	Long & Foster Real Estate, Inc.	5	\$7,436,500
235	Michelle Hodos	Long & Foster Real Estate, Inc.	20	\$7,430,300
236	Christopher T Bulka	Compass	10	\$7,422,895
237	Katie R Nicholson	RE/MAX Plus	16.5	\$7,397,050
238	Francisco Saladino	Long & Foster Real Estate, Inc.	11	\$7,396,000
239	Tyler F Siperko	Compass	9	\$7,340,100
240	Elizabeth M Brent	GO BRENT, INC.	10.5	\$7,307,250
241	Natalie Erin Perez	Donna Kerr Group	13.5	\$7,303,311
242	Evelyn T Branic	Coldwell Banker Residential Brokerage	9	\$7,293,500
243	Charles F Holzwarth Jr.	Washington Fine Properties, LLC	6.5	\$7,286,751
244	Douglas C Perry	RE/MAX Excellence Realty	25	\$7,203,090
245	Frances T McGlaughlin	RE/MAX Realty Services	21	\$7,197,900
246	Brittany Allison	Compass	10.5	\$7,197,300
247	Nancy L Mannino	Long & Foster Real Estate, Inc.	8.5	\$7,181,400
248	Martin M Signore	Keller Williams Capital Properties	10	\$7,157,490
249	Daniel W Hozhabri	Keller Williams Realty Centre	21	\$7,152,250
250	Aya Netanel	Magnolia Realty LLC	12	\$7,113,900

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Rank	Agent	Sales	Total
76	William Walker	10	\$18,112,647
77	Andrew Kambick	10	\$18,028,483
78	Elizabeth Cavata	10	\$18,018,100
79	Christina Taylor	10	\$18,018,100
80	Mike Thompson	10	\$18,018,100
81	Judy Goodwin	10	\$18,018,100
82	Leah Manning	10	\$18,018,100
83		10	\$18,018,100
84		10	\$18,018,100
85		10	\$18,018,100
86		10	\$18,018,100
87		10	\$18,018,100
88		10	\$18,018,100
89		10	\$18,018,100
90		10	\$18,018,100
91		10	\$18,018,100
92		10	\$18,018,100
93		10	\$18,018,100
94		10	\$18,018,100
95		10	\$18,018,100
96		10	\$18,018,100
97		10	\$18,018,100
98		10	\$18,018,100
99		10	\$18,018,100
100		10	\$18,018,100

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