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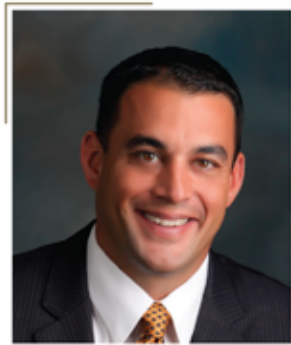


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Using Match & Mirror Techniques to Establish Rapport



Tina Del Casale

Mortgage Banker
NMLS ID # 191852
ph: 301.850.1326
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tdelcasale@sandyspringbank.com

You may know real estate in the DC area like the back of your hand. You could be the snazziest dresser or have the most eye-catching marketing materials. But, how are you at building rapport with buyers and sellers?

Establishing a good rapport with your clients is what turns an otherwise average real estate transaction into a great one. When you are able to make an authentic connection with clients, they're more likely to refer you to others and call you again in the future.

One scientifically proven way to create rapport is by matching and mirroring someone else's style of behavior. There is a fine line though because you should not blatantly mimic anyone. When you can tune in to the subtle behaviors your clients are exhibiting, you can then match and mirror their behavior.



Pay attention to rhythm of breathing.
It may feel a little strange, but try to match and mirror how a person is breathing. You may find some people breathe faster than others, or that some inhale from the diaphragm versus the upper chest.



Tune in to frequently used words or phrases.
Your clients want to know they're being heard. A subtle way you can do this is by listening for specific words or phrases they use often, and working them into conversation when appropriate.

Here are a few ways to build rapport with your clients by using match and mirror techniques:

Matching and mirroring is helpful in sales, but the techniques can be used in all different types of interactions you have in your life. For example, I will frequently match and mirror when trying to make nervous homebuyers more comfortable with the mortgage process—but I also use it in social situations when I'm talking to friends or meeting new people. Matching and mirroring is proven to help build rapport, and in an industry where personal connections are so important, it would be well worth your time to give these techniques a shot.

Want to practice your matching and mirroring skills before meeting with clients? Call Tina today and she'll show you how natural rapport-building can be!



Observe posture and gestures.
Look at how the person is sitting or standing. Are they crossing their legs? Do they talk with their hands? Are they sitting back in a chair or sitting forward? Try to position your body in a similar manner.



Listen to how they are speaking.
Are you known for your booming, energetic voice, but the client you're talking to is more reserved and speaking in a quieter tone? Bring it down a few notches and try to match that tone, volume, pitch, and even energy level.



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Todd Greenbaum
Owner and Founder

In 2009, I founded Title Town Settlements with the vision of creating a company dedicated to achieving superior customer service by providing constant personal attention, expert workmanship, and unwavering dependability throughout the settlement process. Since that time, we have conducted thousands of settlements, ranging from multi-million dollar commercial deals to the residential refinance. In each transaction, we have been able to maintain our high level of productivity while delivering the personal attention that our clients expect. Knowing what it takes to strike that balance is what makes us "YOUR HOMETOWN SETTLEMENT TEAM."

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►► publisher's note

DEAR DC METRO REAL PRODUCERS,

Summer is HERE, and we couldn't be more excited! My plans this weekend include beach time, relaxation, and sitting down with a good book. Sounds like BLISS. Next week, we will start ramping up for our big DC Metro Summer Fling, and all of you are invited!

This year's DC Metro Summer Fling will be an island theme, and we are working on so many great things, including signature cocktails, island music, hula dancing, roasted pigs, and an absolutely amazing venue. Break out those Hawaiian shirts and get ready to PARTY!

The DC Metro Summer Fling will be June 27, check out the event on page 39. You are invited! We Look forward to seeing you. RSVP on Eventbrite or email events@DCMetroRealProducers.com.

In addition, Father's Day is this month, and I wanted to give a special shout out to my father in Michigan. Thank you for your love, patience, and gentle guidance

that has shaped me into the woman I am today. I love you, Daddy!

Don't forget, our Real Producers are wonderful people who do great work in real estate and their communities. We are continuing to take nominations for the rest of this year! Nominate fellow REALTORS®, or even yourself, to be featured. You can nominate someone for a cover story, rising star, making a difference, or a cool life story. I love hearing from the community on other stories that are of interest to you and the ideas you have.

With Gratitude,



Kristin Brindley
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For most people, the loan process may be one of the most stressful times of their lives. Derek Harman truly loves assisting people through this time of stress, and making the process simple and easy.

"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

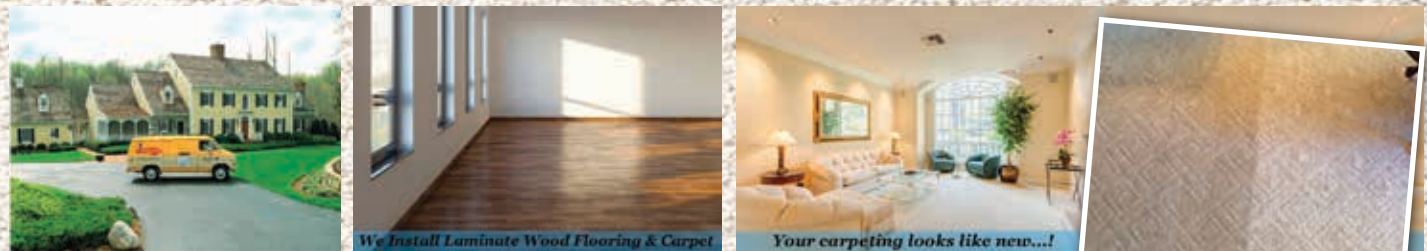


Seamless Transaction

"From initial inquire to closing, Derek and his team ensured a smooth transaction. Their online tools for document gathering and quick responses to my million questions allowed for an efficient turn around. They saved my husband and I nearly \$1,000 a month on our refi. This is my second dealing for Home Savings and Trust and it certainly won't be my last. I highly recommend Derek and this company. Such a pleasure to work with!"
-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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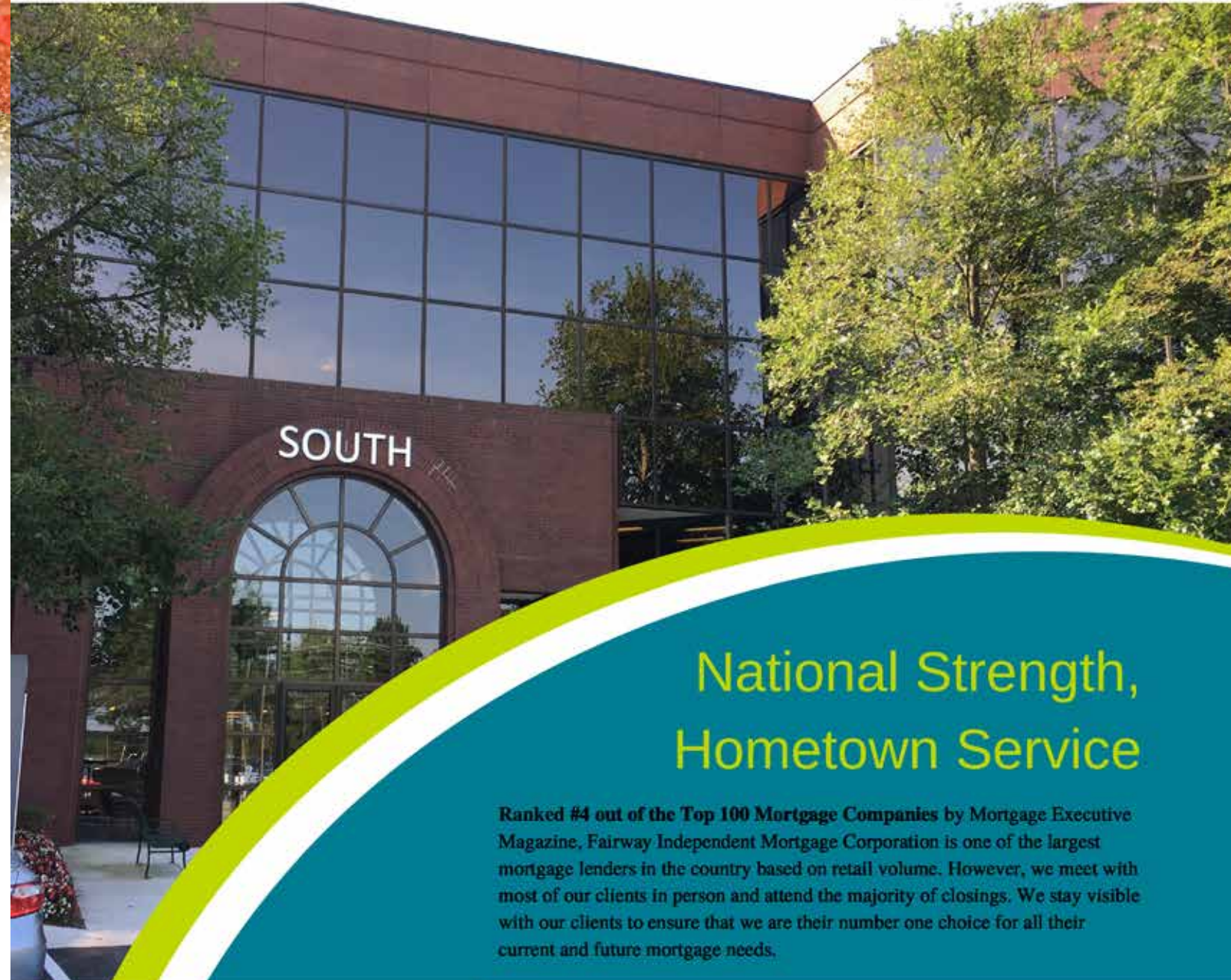


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The Super team photo by Daniel Telles.



▶▶ partner spotlight

JOREY RAMER

FOUNDER/CEO, SUPER

Reimagining Home Warranties

“Super is reinventing the home warranty industry. We use technology to deliver a better experience for homeowners — from the ease of scheduling services through our mobile app to the convenience of cashless transactions with our digital payment system. And, we also know caring for a home means more than just fixing breakdowns. That’s why we also coordinate many home maintenance services, from pest-control service to carpet cleaning.”

Say Hello to Super

As the founder and CEO of Super, Jorey Ramer’s background is deeply rooted in technology. He began his career by helping to start two business units of Trilogy Software, one of the world’s largest privately-held software companies, and moved on to become the founder and senior vice president of Emerging Business at Jumptap. In that time, he became the first named inventor on over 100 patents in mobile advertising.

The idea for Super was born from personal experience. When Jorey and his wife moved from Boston to the Bay Area, they purchased their first home. As long-time renters, they were used to paying the same amount month-to-month and having someone else maintain their home.

Like any renter, “I knew what to expect in costs, and I had one person to call when I needed help — the building super.”

Faced with the new challenges of homeownership, Jorey and his wife quickly discovered there was a stark difference between renting and owning.

“Homeownership is completely different,” Jorey explains. “It takes too much time and money, it’s too unpredictable, and it’s difficult to budget for inevitable breakdowns. I started searching for a solution. For decades, companies were looking to make homeownership easier, but none of them gave me the experience I was looking for.”

As a new homeowner, Jorey also had a home warranty — but as he says, the service was terrible.

“That’s when I saw an opportunity to create a company that could shake up a constantly complained-about industry that hasn’t seen innovation in decades: home warranty. A home warranty covers the cost of breakdowns, which are serviced by a network of technicians, offering a component of a renter-like experience. There was a huge opportunity to improve a homeowner’s experience when it comes to caring for their home and offering a service that goes beyond just fixing things when they break.”

With Super, Jorey aims to help people enjoy the dream of homeownership without the drawbacks. Super makes maintenance expenses more predictable, prevents problems before they occur, and gives homeowners a one-stop shop for all of their home services.

“Top producing real estate agents take great care to make sure their clients get the best singular experience at every stage of the home buying process. You need to make sure your homebuyers also get a great experience with the home warranty you recommend and they live with for years after purchasing their home.

“Super’s mission is to make caring for a home 100 percent carefree.”

Technology Solutions

Super is a technology company at its core. The company utilizes technology in everything it does to make life easier for homeowners. Super provides a mobile app for ease of service requests and scheduling, servicer tracking to follow the arrival of your service provider in real time, a digital record of the work you’ve had done to your home, and a cashless transaction system that offers a seamless payment process and detects fraud.

“Like any technology-focused business, we are a catalyst for change. As a result, we will inspire the entire industry to evolve. We have already seen other companies in the sector working to bring about change in their organizations seeing the threat of technology disruption.

“The long-term vision,” Jorey says, “is eventually to cover 100 percent of your repair and maintenance in your home. You will never have to pay for anything because everything will be included in the subscription.”

Jorey and his team work day in and day out to ensure that their technology saves homeowners time, money, and the stress associated with the repair of their homes.

“Super’s team of talented, passionate, diligent, and honest people is the biggest difference maker in the success of the singular business. Everyone has an incentive to do the right thing for the

•••



client, service providers, real estate agents, and employees,” Jorey says.

“They do so not only because that is reflective of the type of people they are, but also because it pays dividends for the business. When there is ambiguity, we lean in the direction of what’s good for the customer.”

Super’s fast-growing team includes more than 50 people across all departments: sales, marketing, engineering, and operations.

And according to Jorey, “The best part of my job is the people I spend my time with every day, and that we’re working together to help homeowners manage their most valuable asset. Homes generally are not only the largest percentage of people’s net worth, but they are also the most loved item in their lives.”

Outside the office, Jorey enjoys spending time with his wife and daughter. “We have a 10-month-old baby, so at this point, my wife and I pretty much spend our days chasing after her since she’s discovered how to crawl. Once she’s older, we certainly hope to return to enjoying travel and the outdoors in the Bay Area.”

Looking forward, Jorey and his team remain focused on growth and building a business that can provide services to help make life a little easier for more homeowners.

For more information, visit www.hellosuper.com.





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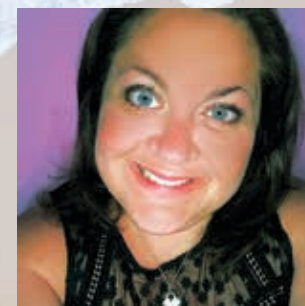
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Timothy, Andrew, Betsy, Jonathan,
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BETSY TAYLOR

Betsy Taylor is the
epitome of strength.

A stay-at-home mom of four for 15 years, she often thought about getting into real estate. Her then-husband controlled everything and told her that it would cost too much and it would be too hard for her to become successful. He wanted to keep her small. She listened and put her dreams on the back burner.

In 2009, after months of therapy, she realized she was in an abusive relationship and asked for a divorce. He left, taking with him their bank accounts, retirement accounts, and his girlfriend out of state. While Betsy found a retail management job, she had to go on food stamps to make ends meet and did all she could to maintain some sort of normalcy for her kids.

Despite all of this, Betsy never gave up. With her ex-husband out of contact, both physically and financially, she was the constant for her four children. She went on to work in accounting at a local company, but she was miserable. Yet, she pushed herself to support her children, paid the rent, and ran them to their activities, including swimming. It was there that she met Jonathan, the kids' swim coach and her now-husband, who wanted to see her happy. He convinced her that she would be great at real estate. He encouraged her to go for it, and she hasn't looked back since.

...



Betsy and her dog Sophie

One of Betsy Taylor's favorite quotes is from Bob Marley, and perhaps the one that best encapsulates her resiliency: "You never know how strong you are until being strong is the only choice you have."

Betsy Taylor is on the rise, armed with knowledge, motivation, and strength. She is a warrior not only in real estate, but most importantly, in her own home.

So, you want to be a successful real estate agent? Here are Betsy's top five tips for those starting in the business:

1. Plan on having enough in your savings to last about six months. If you need real estate to be a money-maker right away, then you probably shouldn't do it.
2. Start on a team. Learn the business and surround yourself with top producers.

3. Be a sponge. Ask questions and don't feel like you are asking something dumb. Don't be afraid to ask.

4. Whichever brokerage you join, make sure they have a positive attitude and are encouraging.

5. Be around people that have the mindset that you want to have.

“
I am always learning and not trying to reinvent the wheel.”

Just over three years ago, she started on a team which she attributes to giving her a solid foundation. This year, she is on track to achieve \$12 million in sales as a solo agent at RE/MAX Success, which she describes as “an amazing brokerage with lots of training. I am always learning and not trying to reinvent the wheel.”

And perhaps the biggest contributor to her success is her why. “My motivation is my family,” she affirms. Betsy now has two juniors in college and two juniors in high school, and she will be celebrating five happy years of marriage with Jonathan in November.





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GET SEEN IN 2019

Publicity

By Christina Daves



Why “Not Having Time” to Pitch the Media is a BAD Idea

The one thing I hear more than anything else when I present to REALTORS® is that they don't have time to pitch the media. They're too busy. The market is hot now, so they can't do any marketing.

The real estate market is cyclical. Keeping a regular media plan in place is vital. So when the market takes a downturn, you're the agent people regularly see in the media, and they will want to work with you. You'll get a bigger chunk of the small amount of business because you are visible.

What would it mean for your business if you were exposed to hundreds of thousands, even millions, of potential sellers and buyers? What if you could bring an article or a video on your iPad to your next listing presentation of you in the media talking about the real estate market? Imagine the authority and credibility that provides you.

Many of the agents I work with win listing after listing by using their media exposure to show the sellers that they are the expert in the industry.

Another thing to remember is that getting in the media is free. Advertising is expensive. An ad in Forbes magazine starts at \$103,000. A 30-second commercial on national television averages \$123,000. You can get just as much leverage in the media without paying for it, and publicity means earned media and is more credible. It's someone else telling the world how great you are.

Getting national media exposure is very powerful for credibility and search engine optimization, but don't discount publicity in your local media. Local media is your backyard and where most

of your potential clients are. The reach might be smaller, but it's your target market.

Don't use “no time” as your excuse to not get publicity. This is one of the most powerful marketing tools available. Jump in! I can't wait to see you in the media!

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.

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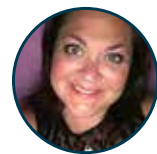
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What are the three words that best describe your father?



AMY GOLDSTEIN
BMIC MORTGAGE, INC.

The three words that describe my dad: Honest, charismatic and hard-working. My dad is my definition of excellence! I'm so lucky I've been able to work alongside my dad for the past two decades. My dad is the life of any and all parties and so entertaining and fun!



JOSH GREENE
EASTERN TITLE AND SETTLEMENT

Cary Greene absolutely loves to play golf and is not bad teaching it, too. Spends his free time reading when not golfing and hanging out with buddies. He adores his boys. And, he secretly is obsessed with chocolate milk.



DAN DEIST
TOP TO BOTTOM SERVICES

"Nuclear, Engineer and Manhattan." Naturally, with the passage of time, our relationship has matured. Our conversations and taste also matured. At my last visit, we internet searched the proper way to construct a tasty bourbon Manhattan. We also celebrated our research by visiting a local restaurant to enjoy an amazing filet mignon with a perfectly constructed Manhattan, including the sweet-tart flavored maraschino cherry. I love you, Dad!



RON NOCERA
HMS NATIONAL

I love this question. I admire my father in so many ways. The three words that best describe my dad are generous, tenacious, and faithful.

He is generous with his time, his money and his heart. He is tenacious. He never gives up, and he never shows weakness. And most of all, he is faithful. He has unwavering faith in God. I am so proud to be his son.

My father was the owner of HMS in Illinois, Florida, and the Mid-Atlantic region until the end of 2012; at which time he sold the franchises back to HMS (Cross Country Home Services). He is now semi-retired. He serves as chairman of the board at a faith-based orphanage in Palm Beach Gardens, Florida. The name of that organization is Place of Hope. He continues to work on projects in finance, energy, and real estate.



DAN CUMBERLAND
MOYER & SONS MOVING & STORAGE, INC.

My father is a Vietnam Vet, was part of the moon landing (communications at Goddard), and had a brother pass away while serving our country. Those three things were just what happened in 1969!

He is 100 percent disabled by the VA and has been married to my mom for over 40 years. With all of that being said, he is seriously one of the kindest people you will ever meet. I inherited his quick wit that is filled with lightning-fast humor, but his best quality is his ability to empathize with others and connect on a personal level. So, what would be my three words:

Kind
Funny
Empathetic



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My father is the one that really pushed me to get into real estate even when I resisted. He has been involved in the industry for over 50 years in DC. Love that we have another thing to share with one another!



BRENT JACKSON
TTR SOTHEBY'S INTERNATIONAL REALTY

My father was a hard-working, family-oriented, fun-loving individual. He was an accountant for a coal mining company who loved his job and busted his tail to make sure the company was running efficiently. He would always have and make time for our family, which was his pride and joy. Friends, family, and colleagues would describe him as a fun-loving guy who had a great personality and made people laugh.



ZELDA HELLER
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RACHEL VALENTINO
KELLER WILLIAMS

The three words that come to mind when describing my father are those that I have heard others use: Calm, dedicated, gentleman.

My father is the most loving and generous man I have ever known, and it's one of the top gifts in life to call him dad. I grew up thinking all men were woven with the same character as this man; I watched him run a business and quietly lead his family side-by-side with my mother. It's been a bit challenging in recent years to see the business world sometimes operate differently than the principles he handed down — especially so in my personal life. But he, to this day, teaches me to recognize the reality of situations for what it is and not to let it change how I live my day-to-day life and set goals.

I realize now he is an extreme rarity and a very inspirational outlier. He taught me almost everything I know when it comes to operating in the business world and showing up as a leader. I'm honored to be one of his many admirers, and one of four that get to call him "Dad."

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▶ father's day special

Photos by Ryan Corvello Photography

Koki Adasi

COMPASS

How have you juggled the demands of fatherhood and a busy real estate career?

I've juggled the demands of fatherhood and a busy real estate career by setting expectations and understanding that there will be sacrifices made both personally and professionally. Having the support of my wife has been everything through this process. There are many successful parents in real estate, and I find that the ones who have a great support network fair better than others. My real estate team and also the staff of GCAAR have been incredibly supportive.

...

What are the most rewarding aspects of being in real estate while raising children?

The most rewarding aspect of being in real estate while raising my kids has been showing them what we do to assist families with their real estate needs. The role of a REALTOR® is pretty amazing, and it's something that I never take lightly. I'm also proud of the fact that I invest in real estate and have the opportunity to show my kids how we rehab homes and maintain great rental properties for happy tenants.

How have you overcome the challenges of balancing home and work life?

This is a constant challenge that I don't believe you ever overcome. There are times when I sacrifice time with my family to take care of work. There are times when I sacrifice my work to spend time with my family. I believe the key is finding the balance that works for you and your family and ensuring that everyone involved has realistic expectations.

As a successful businessman, what legacy would you like to leave for your child/children?

I'd like to leave my children with the knowledge and spirit that you can create whatever you want in your life. I also want them to understand the importance of community service and giving back at a high level. If I can do those two things, then I'll be happy with the legacy I leave with them.

Do you have stories about your own father and his influence on you that you would like to share?

I have a bunch of stories about my pops, but his main influence on me



was that of hard work and discipline. The ability to work your tail off without any immediate reward has fueled the success that I've had in this business.

What are you passionate about right now?

Right now, I'm really passionate about creating passive income and decimating all debt (mainly mortgages).

What have you liked best about your life so far?

So far, I've liked best my mindset and the ability to connect with people.

What's your happiest or proudest moment?

My proudest moments are getting married, having kids, buying my first investment property, and helping my friends and family build wealth through investing in real estate.

What have been the important successes in your life?

National Association of Realtors 30 Under 30 Award was an important success that helped me create more successes by leveraging the award through my marketing efforts.

The frustrations?

There are many frustrations in real estate, but to me, the biggest ones are when people aren't honest with you or they don't value your time and efforts.

What were the life events that led you to become a real estate agent?

When I was 23, I played in a basketball league with a friend who had built a successful sales and investment portfolio in real estate for over a decade. He convinced me to get my license, and the rest is history.

Tell us about your family, including names, interests, and what you like to do together.

Jess, Akil, and Suri. We love to travel, hike through Rock Creek Park, and go bowling.

What are your hobbies and interests outside the business?

The majority of my interests outside of work revolve around basketball.

What are your favorite books and/or favorite music?

Favorite books: *The Success Principles* and *The Miracle Morning*. Favorite music: Kidz Bop.

What do you believe has been the biggest reason or reasons for your success?

I believe the biggest reason for my success has been following the path of others who have succeeded at a high level. Mentors, if chosen properly, can have a profound impact on your professional career and life. I also believe that my mindset is another reason for my success. Being positive in the face of defeat is quite empowering.

What do you want to be remembered for?

I want to be remembered as someone who genuinely cares about people and spent his time sharing my passion for life with people.

What is your favorite quote?

"Success is the natural consequence of consistently applying the basic fundamentals."

I believe the biggest reason for my success has been following the path of others who have succeeded at a high level. Mentors, if chosen properly, can have a profound impact on your professional career and life. I also believe that my mindset is another reason for my success.

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Olivia, Jonathan, Cole
and Melly.



▶▶ father's day special

JONATHAN LAHEY

RE/MAX Fine Living

How have you juggled the demands of fatherhood and a busy real estate career?

I think that's where the team comes in. When I first became a dad, I decided that I want to be the kind of dad that was available, that won't miss out on family vacations, soccer games, recitals...all of the important things. To do this, I had to figure out how I can attract good agents to help me with my growing business. Having leads and appointments that I needed help with turns out to be a natural way to partner with good agents. Today, I have two wonderful kids and 18 amazing agents -- and we're growing fast.

What have been the most rewarding aspects of being in real estate while raising children?

Being able to spend quality time with my family and kids. Seeing them grow. Going on vacations with them.

How have you overcome the challenges of balancing home and work life?

It's always a challenge. What I learned early on is to be disciplined with your standard...to change what is a should into a must. When being balanced is a should, we always find ways to try to be balanced another day; but when being balanced is a must, we just do.

As a successful businessman, what legacy would you like to leave for your child/children?

I think legacy is a very powerful word. My vision for our team and company is to be the real estate company that is known for serving big, changing lives, and making a difference. I want my kids to see that we are here on earth for a bigger purpose, a bigger calling, than just ourselves. I want to be able to show them all of the lives we've impacted because of our real estate business.

Do you have stories about your own father and his influence on you that you would like to share?

My own father was always a hard working man, BUT the memories that stand out are those of him serving and helping others who are in need. My own father taught me by showing that loving and serving others doesn't require any effort other than our own want to do it.

What are you passionate about right now?

About life! Live life passionately!

What have you liked best about your life so far?

The chance to impact my family, my agents, my clients, all because of real estate.

What's your happiest or proudest moment?

There are many. But, just being with my two kids are always happy and proud moments, every day!

...

...

What do you feel have been the important successes in your life?

I think the best part of life is the challenges because that means you're growing!

The frustrations?

Frustrations are just opportunities misdefined as potential losses.

Tell us about your family, including names, interests, what you like to do together.

My daughter Olivia said — go to the pool! My son Cole can't answer yet, but I think he loves just hanging out and spending time together!

What are your hobbies and interests outside the business?

I love to play and listen to music, going to the gym, cooking with family.

What are your favorite books and/or favorite music?

Start with *Why*, *The Shack*, *Born to Build*, *Rocket Fuel*.

What do you believe has been the biggest reason or reasons for your success?

I hate failing.

What do you want to be remembered for?

Impacting a countless number of lives through real estate.

What is your favorite quote?

Help enough people get what they want, you'll get what you want. Trade your expectations for appreciation and your whole world will change in an instant.



Photography by Howard Lansat

What I learned early on is to be disciplined with your standard...to change what is a should into a must. When being balanced is a should, we always find ways to try to be balanced another day; but when being balanced is a must, we just do.

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Pearson Smith Realty

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“If you don’t prioritize your life, someone else will.”

▶▶ father's day special

Photography by Heather Edward

Ken Abramowitz

Cayden, Ken, Tami,
Hayley, Sydney.

RE/MAX Town Center

How have you juggled the demands of fatherhood and a busy real estate career?

I used something I read in *The 7 Habits of Highly Effective People* – put the big rocks in first. My kids’ activities went into the schedule and my real estate went in second. In an emergency, I could always find a fellow agent to care.

What have been the most rewarding aspects of being in real estate while raising children?

No question: The ability to attend all their events. My oldest is an opera singer. I never missed a performance since middle school. My son is a swimmer. I made probably 99% of his meets. My one daughter is a field hockey player. I never missed a game (and she was playing in college in New Jersey!).

How have you overcome the challenges of balancing home and work life?

For me, it’s all about prioritizing. Family time first priority.

As a successful businessman, what legacy would you like to leave for your child/children?

1. Live with integrity. And that means knowing what the right thing to do is and having the courage to do it.
2. Follow your passion + purpose. Who cares what anyone else says, thinks or is doing.

What are you passionate about right now?

As cliché as it is, helping people through real estate is my passion. I am also passionate about riding my Harley.

What have you liked best about your life so far?

I have married my soul mate and have raised three terrific kids who are ethical, productive members of society and are also just great human beings.

...



getting her master's at Indiana University. She loves to sing, and she also loves cooking.

2. Cayden (20): Swims for Frostburg State. Loves playing video games.

3. Sydney (20): Attends UMBC, wants to be a marine biologist. Loves playing field hockey, working out and is a huge fan of crab feasts.

What we like to do together:

1. We vacation every summer as a family in Bethany.

2. See movies (especially Marvel superhero movies).

3. Eat "Victory Donuts" – When any of the family has a big win (i.e. getting a part in a musical, making a sports team, some sort of academic achievement, life achievement, etc.), that person gets a Victory Donut. We will go to a place like Krispy Kreme, Fractured Prune or Duck Donuts. The whole family gets to share one person's success.

Although, somehow the kids have turned it into Victory Dinner. I guess I am not the only salesperson in the home.

4. When the kids are home, we all like having Friday night Sabbath dinner together.

Although, somehow the kids have turned it into Victory Dinner. I guess I am not the only salesperson in the home.

4. When the kids are home, we all like having Friday night Sabbath dinner together.

What are your hobbies and interests outside the business?

Riding my Harley, having a bottle of awesome Cabernet.

What are your favorite books and/or favorite music?

Favorite books:

a. *The 7 Habits of Highly Effective People* by Stephen Covey

b. *Essentialism* by Greg McKeown

c. *The Road Less Stupid* by Keith Cunningham

d. *Ask And It Is Given* by Abraham Hicks

e. *The Five Dysfunctions of a Team* by Patrick Lencioni

f. *The Millionaire Real Estate Agent* by Gary Keller

f. *The Millionaire Real Estate Agent* by Gary Keller

What do you believe has been the biggest reason or reasons for your success?

Perseverance and always keeping my eye on my goals.

What do you want to be remembered for?

Being someone who people trust and can count on.

What is your favorite quote?

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

What's your happiest or proudest moment?

I don't really have one, there are many. As a dad, I'll just say that I am so proud of my family, and watching all three of my kids pursuing their passion.

What do you feel have been the important successes in your life?

1. Getting into real estate in 2009 and succeeding.

2. Convincing my wife to marry me after dating for only three months.

The frustrations?

I have been an entrepreneur for almost 30 years. My biggest frustrations were having to close down businesses and start over.

What were the life events that led you to become a real estate agent?

I was in healthcare prior to this. I owned and operated six offices with no training. I received a letter from Blue Cross telling me they will no longer pay for my services. I had to shut everything down. My dad waited for Weichert at that time. I had lunch with him to ponder my next move, and he suggested becoming an agent.

Tell us about your family, including names, interests, what you like to do together.

Names:

1. Hayley (22): She is an opera singer

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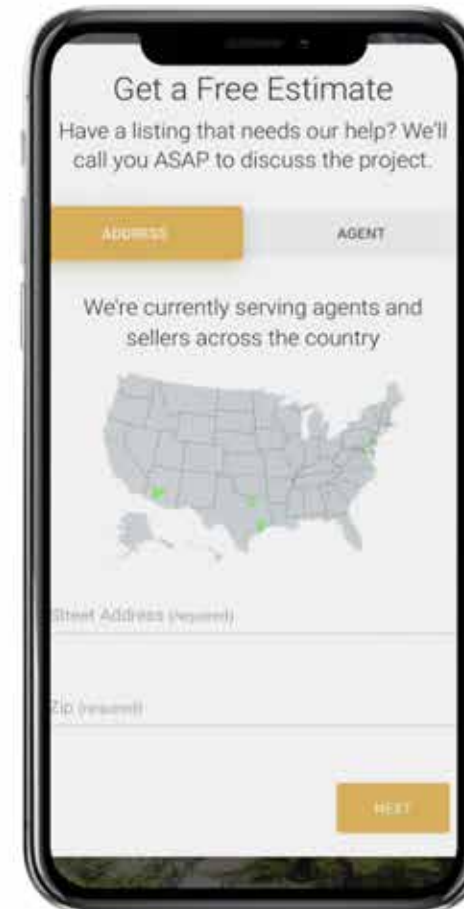
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Paul understands that each client's financial needs and goals are unique; that is why he is committed to creating a personalized approach towards investing. When Paul meets with you, he will review your financial needs, identify your long-term goals, gauge your risk tolerance, evaluate appropriate investments and life insurance products, present personalized recommendations, recommend an asset allocation strategy for you, and provide ongoing support. Paul is committed to helping individuals reach their financial goals.



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▶▶ making a difference

By Adrienne M. Depew
Photos by Ryan Corvello Photography

TWO DEMOCRACY CENTER



Andrew Goodman, founder and owner of Goodman, Realtors®, is making a difference in the fight against Lyme disease. When he is not busy running his Bethesda-based real estate brokerage and spending time with his family, he is actively raising awareness about Lyme disease and its debilitating effects through his charity Goodman Cares, Inc.

According to the Center for Disease Control, “Lyme disease is caused by the bacterium *Borrelia burgdorferi* and is transmitted to humans through the bite of infected black-legged ticks. Typical symptoms include fever, headache, fatigue, and a characteristic skin rash called erythema migraines.” Lyme disease is a serious illness, and if left untreated, can spread to other parts of the body several months to years after infection. Awareness and prompt treatment are critical in the fight against Lyme disease.

Andrew is extremely passionate about this cause because of his own battle with Lyme disease. He recounts, “In 2003, I was diagnosed with Lyme Disease. At that time, we knew a lot less about the disease than we know now. I was in college and noticed a lot of joint pain, fatigue, and a migraine that

...

ANDREW GOODMAN



Andrew, Maya, Hillary and Tessa

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just wouldn't let up. After two weeks of blaming the joint pain on working out and being active, I went to the hospital where they determined that I had Lyme. That weekend I ended up with Bell's palsy and lost all feeling in the right side of my face. I couldn't even blink. I wore a patch over my eye for a month while the medication and treatment took effect.

"Two weeks later, the migraines stopped, and three months later, I regained control and feeling of my entire face again. I still deal with aches and pains, but for the most part, I am one of the lucky ones. After going through that ordeal and seeing the growing number of people infected, I wanted to do whatever I could to help. Hence, Goodman Cares, Inc., was formed."

Andrew started his charity from scratch in 2016. In recent years, he has grown the organization into a non-profit that has a global presence and collects donations worldwide on the charity's website www.goodmancares.com. He keeps the charity's footprint local by hosting an annual event called the Goodman Cares Carnival where folks can slow down, take a load off, and have some fun with their families.

"We bring the community together for our carnival and encourage family togetherness. Our carnivals are family-friendly and fun for all ages. We have inflatable moon bounces, obstacle courses, slides, face painters, airbrush tattoo artists, balloon twisters, a DJ, and more," he describes. "Everyone does the



drunken happy hour or golf outing to raise donations for their cause, but we wanted to do something the whole family can enjoy. This year, the carnival is on June 15, from 10 a.m. to 1 p.m. at Falls Road Local Park in Potomac, Maryland."

Andrew advocates, "We raise awareness for Lyme disease research and raise funds for The Johns Hopkins Lyme Disease Medical Research Center and Dr. John Aucott. Right now, their financial contributions are minimal, and there is no cure in sight. The more we can do to help them, the more we can learn about Lyme disease and the sooner we can hopefully find a cure."

Funding is critical in the advancement toward finding a cure. Andrew adds, "We've been able to increase the amount we donate every year. The first year we donated about \$10,000, roughly \$12,500 last year, and this year we hope to be able to donate even more."

Assisting with financial support for this worthy cause is at the heart of Andrew's passion for Goodman Cares, Inc., but he also appreciates the local connectedness he feels at the Goodman Cares Carnival. "The support we can give the Lyme disease research center is definitely rewarding, but nothing is better than seeing the kids have a blast at the carnival — and the parents, too."

While Andrew devotes much of his time to raising awareness about Lyme disease, he also keeps busy running his brokerage, Goodman, Realtors®. His real estate journey began in 2004. He recalls, "At that time, I was working for my father's development company and wasn't thrilled with the agents my father was using. So, I decided to get my real estate license. Once licensed, I felt that being a REALTOR® was the perfect fit for

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me. I love meeting new people and being able to share my construction knowledge with my clients during their home purchase was a true asset to them. Gene Gallagher, of Gallagher & Co. Real Estate, brought me in and taught me the ins and outs of the business. I was never a big company type of guy, which is why Gallagher was perfect for me (not to mention Gene was a phenomenal mentor). My goal was always to open my brokerage, which I am happy to say I did, with the same family-oriented

philosophy. [Today], Goodman, Realtors® is a small boutique agency where our agents are treated like family not just by me, but by all of the other agents in the office as well.”

Day-to-day, Andrew is all about simplicity for his agents and his brokerage. For example, they keep technology straightforward and easy. “We actually provide our agents with a company agent portal that provides a simple CRM, brochure creator, video creator, and so forth. We try to keep things simple. There are thousands of other systems out there, with features we won’t use or don’t

have the time to learn how to use, so we want to make things simple and easy for our agents.”

Andrew is also a huge family man and brings that love and support to his brokerage and clients. He asserts, “I care! I know everyone says that, but when my clients don’t sleep at night because they are worried about something, I don’t sleep. When my clients call, I pick up my phone. It’s not about the commission, honestly. It’s not about the sales volume; it’s about how many people you can help. I try to help as many people as possible, the right way, and it has worked. I have built a business around support, knowledge, and trust. From that, I am pretty much a 100-percent referral agent. I don’t advertise myself, only the brokerage. Even though everyone would love to make a \$1 million a transaction, I would rather do a million transactions and help those folks feel at ease and relaxed during the process.”

A big part of what makes Andrew different is his background. He says, “I bring a different angle to home sales. Having the construction background, I can help my clients understand what they are purchasing before they submit an offer. I am not a home inspector, obviously, but I believe my clients should know at least something about the condition of the property before submitting an offer. The last thing you want is to have your clients get all excited that they are under contract on a home to later find out that there are major issues with it after the inspection. Anyone can open a door for a buyer, but at Goodman, Realtors®, we do much more than that.”

Family is the backbone of Goodman, Realtors® and Goodman Cares, Inc. Andrew’s devotion to his wife and daughters is evident. “I have been married to my beautiful wife Hillary since 2015. We have two beautiful daughters: Tessa and Maya. We do everything together. Tessa and Maya are two very energetic kids, so they certainly keep us busy. We all enjoy the Goodman Cares Carnival, but we also travel quite a bit for fun. We go to the beach at least a few times a year, we go

to Arizona (where my wife and I got married) with my in-laws a couple of times a year, and visit family in the Boston area quite a bit.”

To say the Goodman family is close is an understatement. The whole Goodman family helps support Goodman Cares, Inc., and Andrew is grateful! He says, “My wife handles a lot of the artistic setup (signs, tent setup, and organization) for the actual carnival. My kids encourage the other kids to get out of their shell and have fun. My mom goes around to different local vendors gathering gift certificates, prizes, and other giveaways for our raffle and silent auctions. My father helps with the carnival set up and supplies our generators for the event. My in-laws allow us to use their trailer to haul things to and from the event along with supplying tables and chairs. And most importantly, my entire family comes to the event, provides unconditional support, and encourage all of their friends to attend. It truly is a family carnival in every sense of the word.”

Andrew’s character and approach are well epitomized in his favorite quote: “You’re never wrong to do the right thing,” Mark Twain. By extension, he explains, “Even if it costs you time and/or money, doing the right thing for yourself, your family, and for your clients always leads to things working out in the end. Plus, it allows me to sleep at night!”

Sometimes though, his approach leads him to work too much. He admits, “To be honest, I am a workaholic. Everyone that knows me knows that I truly work all the time, even when I’m not in the office. My phone is always in my hand. But, I don’t really consider my job work. I love being a REALTOR®. I honestly enjoy helping my clients and know that I did everything possible to make their purchase or sale as smooth as possible with no surprises.”

As a result, Andrew recognizes a need for balance. He says, “I never miss one of my kids’ events. I never miss our family gatherings. Thankfully, I don’t always have to be in the office to take care of my clients, so technology certainly helps me. But, it is hard. I understand that a home purchase is a huge investment for my clients, and it’s an honor that my clients chose me to be their agent. I am not going to let them down! However, family always comes first. My wife and I have set things up where our calendar is our life. If she puts something in the calendar for us to attend, I have to schedule around it. If I have an appointment in the calendar, she schedules around that. We are a great team.”

At the end of the day, the Goodman family embraces the challenges and measures their success by

happiness. Andrew believes, “Success isn’t about income, or what you have in the bank. Success is about happiness. What makes you happy? For me, it’s seeing my family smile. It’s earning the trust of your friends, clients, and colleagues to help them with the biggest investment of their lives. It’s having your friends and clients refer you to their family and friends because they trust that you will do a great job and take great care of them. It’s your clients calling you just to say, ‘Hello,’ check-in, and see how my family is doing. Success is knowing that when your clients are thinking of buying or selling a home, you are who they think of.”

“Success isn’t about income, or what you have in the bank. Success is about happiness. What makes you happy? For me, it’s seeing my family smile. It’s earning the trust of your friends, clients, and colleagues to help them with the biggest investment of their lives.”



Michael Marks, Larry Nade, Andrew Goodman, Bobby Taylor and John Freeland.

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BARAK SKY

Connecting On A Deeper Level

By Karla Lutz Bowling
Photos by Ryan Corvello Photography

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Barak Sky is the charismatic managing partner of The Sky Group of Long & Foster Real Estate in Bethesda, Maryland. He began his real estate career in 2008 and has since increased his annual sales volume by double-digit margins each year. He ended 2018 with a total volume of \$96 million. He is the 2013 recipient of *REALTOR*® magazine's prestigious "30 under 30" honor— a national award given to 30 realtors under the age of 30 based on dynamic criteria, including sales volume, innovation, and community service. The Sky Group is among the top 1 percent of teams nationwide in sales volume.

Barak has built the foundation of his business on what he refers to as The Sky Group Culture — created for both his team and his clients. He thinks of it as shaping futures, not merely building a business. This culture relies on shared experiences, trust, and commitment. Once you become part of The Sky Group, you are family. And in every family, there is a healthy dose of competition.

"We have a friendly, competitive nature to our team. We work hard and encourage each other to meet high standards and goals, but we also have a lot of fun doing it. Our motto, 'We Sell More Because We Do More,' couldn't be more accurate. When we bring new people on board, it's not just a matter of are they going to contribute to our sales, but are they going to contribute to our family. It's been awesome to be able to see how our agents develop and turn into real estate rock stars," expresses Barak.

Barak wants to extend this concept to his clients. "I don't want to focus only on a culture within my team, but a culture within our client database as well. I hope to connect them through memorable experiences that we provide for them. Not just the transaction, but things like a private boat cruise or special events where we regularly get everyone together to create a Sky Group Culture all around us," he explains.



the brand. They chose two winners and each person who entered received a swag bag of novel promotional items.

Barak and his team care deeply about building relationships with their clients. They devote time toward getting to know their clients' tastes, anticipating their needs, and understanding their personalities to find the perfect property for them. They have nurtured strong relationships with premier builders and developers in the area, providing clients with access to exclusive properties before they are even on the market. This association also enables agents to stay on top of trends, gauge what is being bought and sold, and have insight into what is coming up in the market.

"I try to connect with people on a deeper level and understand their expectations. Most importantly, I want to educate my clients to ensure they are making their own decisions. I am not here to decide anything for you. I'm here to educate you and empower you to make the best decisions that you can make. That's important to me," Barak says.

In It To Win It

Barak advises agents to commit 100 percent if they're going to make it in real estate. "If you're not mentally committed to making this a successful career, if there's any doubt in your mind, you will not be successful. It is way too competitive to start off as a part-time agent," he notes. "It took 10 years until I reached the point I am now. The first three or four years were miserable. You've got to be all in and know that this is going to be your passion and what you're going to do. There isn't much room for part-time."

Barak got his start in real estate after graduating from American University. He was having trouble finding a job in his field of study (finance) when his mother, a top producer in the industry, suggested he get his real estate license. At first, Barak resisted because he had been around real estate his entire life and wasn't sure it was something he truly wanted to do; but after selling his first condo, he was hooked.

He operated on his own for several years until he finally hired a full-time administrative staff which doubled his business. He built his team from there and has become a Top 10 Team in the Long & Foster Realty network of more than 13,000 agents.

•••

Cutting Edge Marketing, Building Relationships

Barak's innovative approach to real estate extends to his marketing. His social media presence is compelling and on point. "We're doing some cool things with unique, creative video content across all social media platforms. We're reaching out there in a big way. I don't see anybody else in my marketplace doing things the way we're doing it," he points out.

In one unique marketing promotion, The Sky Group sponsored a competition asking clients to submit a short video testimonial describing their experience working with them for a chance to win a custom-built bicycle. The bikes were from a local company and had Sky Group decals on it, further promoting



“
When I meet a new client or even a potential client at one of my homebuyer seminars, I go in with the mindset that my team and I are going to do everything in our power to ensure they achieve their real estate goals.”

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Barak attributes much of his success to the influences of those who have mentored him in the real estate industry. "I've learned from the best and incorporated what I believe to be the most sound, trusted practices in the industry into my business model," he admits.

Who You Work With Matters

The Sky Group tagline, "Who You Work With Matters," perfectly describes the commitment they make to each client to deliver an unparalleled experience. "When I meet a new client or even a potential client at one of my homebuyer seminars, I go in with the mindset that my team and I are going to do everything in our power to ensure they achieve their real estate goals. And, we're going to do so in such an exceptional way that our clients readily refer me to their family, friends, and co-workers," Barak shares. As a result, the majority of The Sky Group business is by word of mouth.

For Barak, success is twofold — personal and business. "Success in real estate would be to run a profitable business which is among the top in the country in terms of transactions, size, volume, and profitability, and also provide a Ritz-Carlton type of experience. I would want to do this while still maintaining the highest possible reputation amongst our peers for ethics and character. You've got to do things the right way. And obviously, happiness on a personal level is just as important, if not more," he shares.

"A lot of my goals and dreams now revolve around real estate. It's my life — the two are intertwined. But, I have to say that the time I spend meeting new people and nurturing the relationships I've built is at the top of the list as to why I love this business so much."

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2	John T Kirk	Tower Hill Realty	64	\$32,382,916
3	Alejandro Luis A Martinez	RE/MAX Elite Services	91.5	\$32,116,584
4	Michael W Rankin	TTR Sotheby's International Realty	9	\$27,252,000
5	David R Getson	Compass	43	\$25,789,798
6	Barak Sky	Long & Foster Real Estate, Inc.	33.5	\$24,019,704
7	Avi Galanti	Compass	20	\$23,804,948
8	Trent D Heminger	Compass	31	\$22,659,400
9	Dana Rice	Compass	20.5	\$22,046,616
10	Nurit Coombe	RE/MAX Elite Services	31.5	\$19,247,792
11	James M Coley	Long & Foster Real Estate, Inc.	20.5	\$18,948,608
12	Marc Fleisher	TTR Sotheby's International Realty	8.5	\$18,098,036
13	David Orso	Compass	29	\$17,950,300
14	Melinda L Estridge	Long & Foster Real Estate, Inc.	20	\$17,736,350
15	James Bass	Real Estate Teams, LLC	48.5	\$16,605,685
16	Jay A Day	Real Estate Teams, LLC	53	\$16,581,471
17	Nathan B Dart	RE/MAX Realty Services	34.5	\$16,502,175
18	Kimberly A Cestari	Long & Foster Real Estate, Inc.	15.5	\$15,933,500
19	Eric P Stewart	Long & Foster Real Estate, Inc.	24.5	\$15,929,631
20	Joel S Nelson	Keller Williams Capital Properties	16	\$15,835,155
21	Margaret M Babbington	Compass	19.5	\$14,604,505
22	Robert A Sanders	TTR Sotheby's International Realty	14	\$14,562,080
23	Thomas S Hennerty	NetRealtyNow.com, LLC	44	\$14,554,191
24	Wendy I Banner	Long & Foster Real Estate, Inc.	19.5	\$14,549,000
25	Marjorie S Halem	Compass	14	\$14,364,450
26	Thomas Lindsay Reishman	Compass	21	\$14,269,750
27	D'Ann K Lanning	Compass	22.5	\$14,033,000
28	Christine R Reeder	Long & Foster Real Estate, Inc.	44	\$13,803,869
29	Erich W Cabe	Compass	17	\$13,770,300
30	Meredith L Margolis	Compass	16	\$13,767,199
31	Troyce P Gatewood	RE/MAX Results	37	\$13,652,250
32	Thomas K Paolini	Redfin Corp	20.5	\$13,507,700
33	Chelsea L Traylor	Redfin Corp	28	\$13,354,299
34	Elaine K Koch	Long & Foster Real Estate, Inc.	19.5	\$12,959,488

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1–Apr.30, 2019

Rank	Name	Office	Sales	Total
35	Anslie C Stokes Milligan	McEneaney Associates, Inc.	12	\$12,839,500
36	Robert H Myers	RE/MAX Realty Services	30.5	\$12,770,495
37	Brent E Jackson	TTR Sotheby's International Realty	10	\$12,760,430
38	Mehrnaz Bazargan	Redfin Corp	24	\$12,664,400
39	Tim Barley	RE/MAX Allegiance	16	\$12,628,250
40	Roby C Thompson III	Long & Foster Real Estate, Inc.	15.5	\$12,463,875
41	Michael R Brennan	TTR Sotheby's International Realty	17	\$12,327,000
42	Sylvia Bergstrom	Coldwell Banker Residential Brokerage	5.5	\$12,290,000
43	David R Bediz	Keller Williams Capital Properties	17	\$12,171,800
44	Bradley J Rozansky	Long & Foster Real Estate, Inc.	11	\$11,935,000
45	Norman S Domingo	XRealty.NET LLC	29	\$11,901,204
46	Marsha M Schuman	Washington Fine Properties, LLC	8.5	\$11,900,500
47	Preston E Innerst Jr.	EYA Marketing, LLC	11	\$11,851,820
48	Carlos A Garcia	Keller Williams Capital Properties	18	\$11,710,750
49	Barbara C Nalls	TTR Sotheby's International Realty	11.5	\$11,702,400
50	Leslie B White	Redfin Corp	16	\$11,679,095
51	Kira Epstein Begal	Washington Fine Properties, LLC	11.5	\$11,632,000
52	Jane Fairweather	Long & Foster Real Estate, Inc.	11.5	\$11,576,778
53	Bryan Kerrigan	Redfin Corp	21	\$11,519,400
54	Daryl Judy	Washington Fine Properties ,LLC	7.5	\$11,324,900
55	Marjorie R Dick Stuart	Keller Williams Capital Properties	12	\$10,924,000
56	Daniel M Heider	TTR Sotheby's International Realty	10	\$10,890,300
57	Thomas F Faison	RE/MAX Allegiance	11	\$10,755,504
58	Stacy M Allwein	Century 21 Redwood Realty	30.5	\$10,645,800
59	Carmen C Fontecilla	Compass	17.5	\$10,579,150
60	Maxwell E Rabin	TTR Sotheby's International Realty	10	\$10,494,550
61	Jonathan D Taylor	TTR Sotheby's International Realty	4	\$10,483,750
62	Corey C Burr	TTR Sotheby's International Realty	8	\$10,442,500
63	Luis A Vivas	Keller Williams Capital Properties	18	\$10,422,900
64	Victor R Llewellyn	Long & Foster Real Estate, Inc.	18.5	\$10,415,800
65	Eva M Davis	Compass	10.5	\$10,363,399
66	Antonia Ketabchi	Redfin Corp	14	\$10,343,850
67	Rina B. Kunk	Compass	9	\$10,239,150
68	Justin Kitsch	TTR Sotheby's International Realty	12	\$10,136,500
69	Lisa R Stransky Brown	Washington Fine Properties, LLC	10	\$9,959,000
70	Jonathan S Lahey	RE/MAX Fine Living	33.5	\$9,854,480
71	Gail E Nyman	RE/MAX United Real Estate	19	\$9,846,250

Rank	Name	Office	Sales	Total
72	Nancy S Itteilag	Washington Fine Properties, LLC	7.5	\$9,710,000
73	Steve C Agostino	Compass	9	\$9,698,000
74	Andrew Riguzzi	Compass	13	\$9,686,900
75	Lise Courtney M Howe	Keller Williams Capital Properties	19	\$9,583,000
76	Hazel Shakur	Redfin Corp	27	\$9,499,600
77	Marin Hagen	Coldwell Banker Residential Brokerage	5.5	\$9,490,000
78	Mansour F Abu-Rahmeh	TTR Sotheby's International Realty	10.5	\$9,430,250
79	Gladwin S D'Costa	Maryland REO Realty, LLC	43	\$9,409,556
80	John L Lesniewski	RE/MAX United Real Estate	25	\$9,242,980
81	Sheena Saydam	Keller Williams Capital Properties	19.5	\$9,206,634
82	Katri I Hunter	Compass	12	\$9,194,100
83	Kelly W Williams	TTR Sotheby's International Realty	7.5	\$9,114,250
84	Elizabeth J D'Angio	Washington Fine Properties, LLC	4	\$9,082,000
85	Eric Steinhoff	EXP Realty, LLC	17	\$9,059,318
86	Tyler A Jeffrey	Washington Fine Properties, LLC	13	\$9,041,800
87	Ginette R. Winston	Winston Real Estate, Inc.	11	\$8,979,500
88	Joshua D Ross	RE/MAX Realty Services	7	\$8,943,650

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1–Apr.30, 2019

Rank	Name	Office	Sales	Total
89	Christie-Anne Weiss	TTR Sotheby's International Realty	4	\$8,930,000
90	Kenneth M Abramowitz	RE/MAX Town Center	19.5	\$8,916,799
91	Lauren E Davis	TTR Sotheby's International Realty	9	\$8,899,900
92	Long T Ngo	Redfin Corp	20.5	\$8,895,460
93	Melanie M Hayes	TTR Sotheby's International Realty	9	\$8,823,400
94	Michael J Schaeffer	Coldwell Banker Residential Brokerage	8	\$8,821,475
95	Russell A Firestone III	TTR Sotheby's International Realty	5	\$8,812,500
96	Anne-Marie R Finnell	TTR Sotheby's International Realty	10.5	\$8,782,776
97	Marshall Carey	Redfin Corp	16	\$8,746,300
98	Charles Dudley	Compass	11	\$8,732,000
99	Traudel Lange	Washington Fine Properties, LLC	5	\$8,714,000
100	Anne C Killeen	Washington Fine Properties, LLC	7	\$8,711,750
101	Daniel B Register IV	Northrop Realty, A Long & Foster Company	28.5	\$8,624,049
102	Frederick B Roth	Washington Fine Properties, LLC	5.5	\$8,614,000
103	Alyssa A Crilley	Washington Fine Properties, LLC	7	\$8,545,000
104	Stephen G Carpenter-Israel	Buyers Edge Co., Inc.	8	\$8,541,000
105	Anne H Weir	Washington Fine Properties, LLC	4.5	\$8,523,750

Rank	Name	Office	Sales	Total
106	John T Pruski	Pruski Properties LLC	4.5	\$8,498,000
107	Tamara E Kucik	Tower Hill Realty	15	\$8,472,640
108	Kenneth A Grant	RE/MAX Plus	23	\$8,468,850
109	Carolyn N Sappenfield	RE/MAX Realty Services	10	\$8,340,500
110	Patricia G Mills	RE/MAX Achievers	28	\$8,288,842
111	Loic C Pritchett	TTR Sotheby's International Realty	9.5	\$8,256,650
112	Delilah D Dane	Redfin Corp	12	\$8,207,250
113	David A Ehrenberg	Redfin Corp	16	\$8,153,685
114	William J Skipworth	DC Living Real Estate LLC	10	\$8,139,130
115	Mandy Kaur	Redfin Corp	15	\$8,125,400
116	Elysia L Casaday	Compass	10	\$8,071,739
117	Lori M Leasure	Washington Fine Properties	5	\$8,052,000
118	Lisa C Sabelhaus	RE/MAX Town Center	18.5	\$8,017,958
119	Jason E Townsend	Keller Williams Capital Properties	12	\$8,001,385
120	Fleur V Howgill	TTR Sotheby's International Realty	8	\$7,994,400
121	Heidi E Hatfield	Washington Fine Properties, LLC	3.5	\$7,987,500
122	Jason D Martin	RLAH Real Estate	11	\$7,939,000
123	Robert Jenets	Stuart & Maury, Inc.	8	\$7,850,500
124	Adrian Small	TTR Sotheby's International Realty	8	\$7,756,350
125	Susan G Maguire	Washington Fine Properties, LLC	5	\$7,749,740
126	Jennifer T Chow	Long & Foster Real Estate, Inc.	6.5	\$7,703,695
127	Kara K Sheehan	Washington Fine Properties, LLC	4	\$7,620,000
128	Dana S Scanlon	Keller Williams Capital Properties	9	\$7,619,511
129	Koki Waribo Adasi	Compass	11.5	\$7,576,849
130	Rex Thomas	Samson Properties	15	\$7,576,230
131	Michael W Seay Jr.	Long & Foster Real Estate, Inc.	5	\$7,436,500
132	Daniel F Metcalf	Long & Foster Real Estate, Inc.	11.5	\$7,404,125
133	Tina C Cheung	EXP Realty, LLC	19	\$7,380,305
134	Marcus B Wilson	Redfin Corp	15	\$7,315,700
135	Evelyn T Branic	Coldwell Banker Residential Brokerage	9	\$7,293,500
136	Sergei A Goumilevski	RE/MAX Realty Services	13	\$7,284,724
137	Cheryl A Kurss	Compass	7	\$7,278,500
138	Judy G Cranford	Cranford & Associates	7.5	\$7,260,500
139	Keith James	Keller Williams Capital Properties	20	\$7,231,875
140	Alecia R Scott	Long & Foster Real Estate, Inc.	15.5	\$7,167,539
141	Corey J Lancaster	EXIT Right Realty	20	\$7,161,340
142	Amanda Briggs	Keller Williams Capital Properties	11	\$7,153,500

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1–Apr.30, 2019

Rank	Name	Office	Sales	Total
143	Asif Qadir	RE/MAX Premiere Selections	13	\$7,106,500
144	Michael Gailey	Compass	10	\$7,086,900
145	Pamela B Wye	Compass	6.5	\$7,066,700
146	Todd C Harris	Long & Foster Real Estate, Inc.	10	\$7,056,000
147	Rachel P Levey	Compass	10	\$7,039,500
148	Renee M Peres	Compass	11.5	\$7,035,000
149	Juan Umanzor Jr.	Long & Foster Real Estate, Inc.	26.5	\$7,025,800
150	Lance S Horsley	Keller Williams Capital Properties	12.5	\$6,974,374
151	Amanda M Lasko	Redfin Corp	14.5	\$6,950,900
152	JT Powell	Coldwell Banker Residential Brokerage	18	\$6,913,455
153	Theresa Helfman Taylor	Keller Williams Capital Properties	12	\$6,885,000
154	Katherine J Buckley	TTR Sotheby's International Realty	5	\$6,885,000
155	Peter J Ferguson	Compass	10	\$6,868,000
156	Itamar Simhony	RE/MAX Elite Services	10.5	\$6,841,400
157	Toni A Ghazi	Compass	5.5	\$6,829,900
158	Hans L Wydler	Compass	9.5	\$6,828,500
159	Timothy W Brooks	Keller Williams Realty Centre	26	\$6,800,155
160	Maribelle S Dizon	Redfin Corp	15	\$6,787,800
161	Elizabeth M Burrow	Keller Williams Realty Centre	13	\$6,781,880
162	Michael W Patrick	RE/MAX United Real Estate	21	\$6,737,833

Rank	Name	Office	Sales	Total
163	Elizabeth A Hughes	Compass	7.5	\$6,737,000
164	Karen D Rollings	Berkshire Hathaway HomeServices PenFed Realty	16	\$6,733,000
165	Nicholas W Poliansky	Keller Williams Preferred Properties	20	\$6,724,400
166	Michelle Hodos	Long & Foster Real Estate, Inc.	17	\$6,721,300
167	Michelle C Yu	Long & Foster Real Estate, Inc.	10	\$6,697,400
168	Cheryl R Leahy	Long & Foster Real Estate, Inc.	7	\$6,687,500
169	Joseph G Zorc	Coldwell Banker Residential Brokerage	7	\$6,631,500
170	Stan A Kelly	TTR Sotheby's International Realty	5	\$6,629,000
171	Lawrence M Lessin	Save 6, Incorporated	19	\$6,624,800
172	Rory Obletz	Redfin Corp	13	\$6,599,800
173	Cynthia L Howar	Washington Fine Properties, LLC	2.5	\$6,587,500
174	Seth S Turner	Compass	12	\$6,549,955
175	Kenneth C Germer	Compass	8	\$6,520,400
176	Faith M Rosselle	Rosselle Realty Services	25	\$6,517,955
177	Ryan Butler	Keller Williams Capital Properties	10	\$6,505,800
178	John P. R. Lee	RE/MAX Success	10	\$6,476,500
179	Andres A Serafini	RLAH Real Estate	12	\$6,450,797

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1–Apr.30, 2019

Rank	Name	Office	Sales	Total
180	Elizabeth M Brent	GO BRENT, INC.	9	\$6,409,500
181	Mynor R Herrera	Keller Williams Capital Properties	15	\$6,406,900
182	Anthony Mason	Keller Williams Preferred Properties	16	\$6,348,400
183	James E Gregory	Washington Fine Properties, LLC	7.5	\$6,259,800
184	Graham Grossman	RLAH Real Estate	8	\$6,204,000
185	Tyler F Siperko	Compass	7.5	\$6,158,950
186	Michael W Moore	Compass	10	\$6,132,111
187	John A Breast	TTR Sotheby's International Realty	7	\$6,089,000
188	Jill C Coleman	RE/MAX Realty Centre, Inc.	14	\$6,088,100
189	Martin M Signore	Keller Williams Capital Properties	8	\$6,078,490
190	Margot D Wilson	Washington Fine Properties, LLC	3.5	\$6,076,250
191	Joseph C Mascio	Redfin Corp	13	\$6,052,200
192	Berna Mouton	Redfin Corp	15	\$6,044,500
193	Richard A Fox	RE/MAX Realty Centre, Inc.	13.5	\$6,007,600
194	Amanda S Hursen	Evers & Co. Real Estate, A Long & Foster Company	12	\$5,970,998
195	Debra P Noone	Redfin Corp	16	\$5,901,843
196	Leslie C Friedson	Compass	5.5	\$5,891,450
197	Kerry E Fortune	Washington Fine Properties, LLC	4.5	\$5,881,609
198	Robert Crawford	Washington Fine Properties, LLC	6.5	\$5,881,250
199	Richard Michael Morrison	Redfin Corp	9	\$5,871,500
200	Ann Y Young	Coldwell Banker Residential Brokerage	7	\$5,830,000
201	Katie R Nicholson	RE/MAX Achievers	13	\$5,829,650
202	Louis G Cardenas	TTR Sotheby's International Realty	3	\$5,807,000
203	Amir Tabatabai	TTR Sotheby's International Realty	7	\$5,788,000
204	Ioannis Konstantopoulos	TTR Sotheby's International Realty	10	\$5,782,398
205	Vincent E Hurteau	Continental Properties, Ltd.	10	\$5,735,000
206	Jill A Balow	Greystone Realty, LLC.	5	\$5,717,800
207	Shailya P Macaya	Coldwell Banker Residential Brokerage	4	\$5,702,500
208	Ashk Adamiyatt	TTR Sotheby's International Realty	4	\$5,700,000
209	John Williams	RE/MAX Realty Services	9	\$5,684,000
210	Andrew A Peers	Compass	10.5	\$5,674,450
211	Lee R Goldstein	RLAH Real Estate	7	\$5,670,500
212	Eric M Broermann	Compass	8.5	\$5,660,450
213	Thomas S Buerger	Compass	9	\$5,648,200
214	Matthew M McHugh	Washington Fine Properties ,LLC	4.5	\$5,641,750
215	Douglas C Perry	RE/MAX Excellence Realty	21	\$5,631,300
216	Neil W Bacchus	Long & Foster Real Estate, Inc.	12	\$5,630,900

Rank	Name	Office	Sales	Total
217	Mary Noone	Compass	5	\$5,630,650
218	Cheryl D Abrams	RE/MAX United Real Estate	15	\$5,628,300
219	Robert Hryniewicki	Washington Fine Properties, LLC	4	\$5,606,500
220	Jean M Bourne-Pirovic	Long & Foster Real Estate, Inc.	13	\$5,605,315
221	Kate Hanley	Urban Pace, a Long & Foster Company	7	\$5,587,230
222	Marc A Dosik	Help-U-Sell Federal City Realty, LLC	12	\$5,540,300
223	Rheetuparna Pal Mahajan	Redfin Corp	12	\$5,493,500
224	Christopher M Coppola	Compass	9	\$5,485,508
225	Mark O Meyerdirk	Urban Brokers, LLC	7	\$5,483,000
226	Susan P Jaquet	Long & Foster Real Estate, Inc.	4	\$5,481,000
227	Nader Bagheri	Weichert, REALTORS	14	\$5,458,300
228	Reginald E Harrison	Redfin Corp	12	\$5,456,740
229	Brian A Cusick	Keller Williams Capital Properties	10	\$5,455,954
230	Mark R Day	Long & Foster Real Estate, Inc.	10.5	\$5,453,000
231	Eunice Chu	RE/MAX Realty Centre, Inc.	10	\$5,446,647
232	Susan Van Nostrand	Compass	5	\$5,391,098
233	James A Grant	Keller Williams Capital Properties	6	\$5,390,500

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1–Apr.30, 2019

Rank	Name	Office	Sales	Total
234	Farrah E Morgan	Redfin Corp	15	\$5,390,400
235	Claudia B Donovan	Compass	4.5	\$5,385,000
236	Michael E Shapiro	Compass	8	\$5,381,950
237	Nora M Burke	McEneaney Associates, Inc.	2	\$5,380,000
238	Kimberly D Heath	Redfin Corp	11	\$5,368,890
239	Margaret M Ferris	Compass	8.5	\$5,354,500
240	Heather S Davenport	Washington Fine Properties ,LLC	4.5	\$5,345,750
241	Amanda M Mills	Compass	7	\$5,309,778
242	Annette H Sante	Redfin Corp	13	\$5,305,900
243	Matthew D Maury	Stuart & Maury, Inc.	5.5	\$5,292,500
244	Lily L Cole	Long & Foster Real Estate, Inc.	5	\$5,291,800
245	Ariana A Loucas	RE/MAX Allegiance	11	\$5,243,905
246	Michael J Altobelli	RE/MAX Realty Services	13	\$5,242,900
247	Jeremy E Lichtenstein	RE/MAX Realty Services	6	\$5,233,250
248	Eldad Moraru	Long & Foster Real Estate, Inc.	6	\$5,227,999
249	GuiYing Pan	Signature Home Realty LLC	11	\$5,221,000
250	Nicole Roeberg	Redfin Corp	8	\$5,219,900

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RESIDENTIAL & COMMERCIAL INSPECTIONS

Rank	Agent	Office	Sales	Total
76	William Walker	RE/MAX	15	\$5,199,000
77	Andrew Kambick	RE/MAX	10	\$5,198,000
78	Elizabeth Cavalli	RE/MAX	10	\$5,198,000
79	Christine Taylor	RE/MAX	10	\$5,198,000
80	Bob Thompson	RE/MAX	10	\$5,198,000
81	Judy Goodwin	RE/MAX	10	\$5,198,000
82	Leah Murray	RE/MAX	10	\$5,198,000
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WE’RE YOUR TITLE PARTNER.”

At RGS, we believe that for every real estate transaction a well-organized, swift and secure closing is critical. We stand behind our company’s professionalism and consistently deliver positive and compliant real estate settlement experiences. Our company prides itself on its ability meet the needs of its clients with impeccable service and industry expertise, as well as the lasting relationships it has built with thousands of local real estate agents.

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