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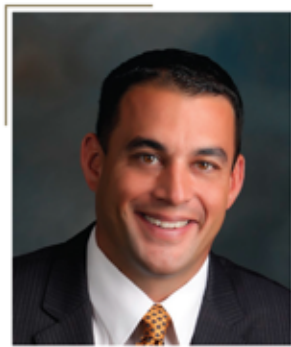


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## MEET THE DC METRO REAL PRODUCERS TEAM



**Kristin Brindley**  
Publisher  
Kristin.Brindley@  
RealProducersMag.com  
(313) 971-8312



**Kellie Brindley**  
Chief Operating  
Officer



**Angela Clemons**  
Events Manager



**Mark Celeste**  
Publishing Assistant



**Karla Bowling**  
Staff Writer



**Idolina Walker**  
Asst. Editor



**Zach Cohen**  
Staff Writer



**Rodney Rice**  
Photographer



**Howard Lansat**  
Photographer



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**Bobby Cockerille**  
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►► publisher's note

# DEAR DC METRO REAL PRODUCERS,

Lucky March to you! Take a moment to think about what you are grateful for? Why? Who are you thankful for? What creates the most joy for you? The quality of the questions we ask ourselves leads to the quality of our lives.

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

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

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

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

The January Brunch was a hit! Check out the photos on Facebook and in this edition. Our community will connect in person again this month on March 14! The Gala will be here before you know it. There is limited seating, so RSVP if you haven't!

If you haven't joined the private Facebook group, don't miss out. We will be asking the questions we print in the private group moving forward! For instance, "What is the most important life lesson you learned from your mom?" Also, check out our cover story and partner spotlight interviews on our YouTube channel. They are also located on Spotify.

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

With Gratitude,

**Kristin Brindley**

Publisher *DC Metro Real Producers*  
(313) 971-8312

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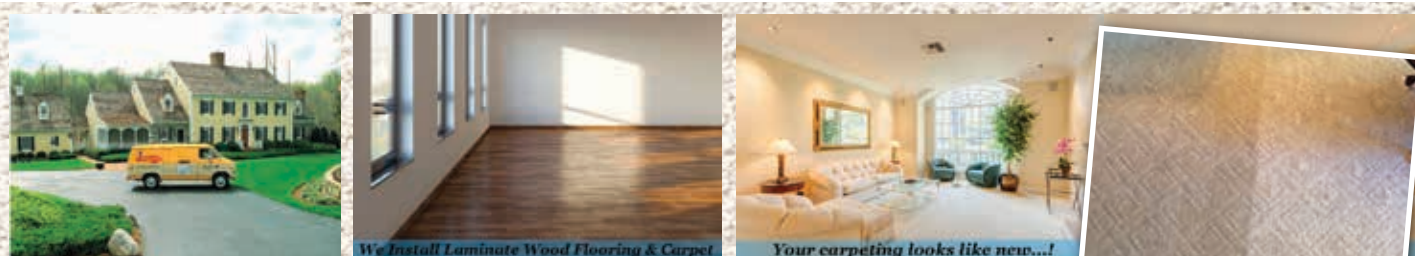
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# Golden Nuggets



**Mynor Herrera**  
*Keller Williams Capital Properties*

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learning. Ever. I am rarely the smartest person in the room. If I am, I find a different room."



**Paul Coroneos**  
*Foresters Financial Services, Inc.*

"I never lose focus on what being a financial advisor is all about — and that's helping people and protecting their wealth."

"No one has ever become poor by giving."  
-Anne Frank



**Yvonne Lee II**  
*RE/MAX Allegiance*

"The edge that successful people have over others who have not experienced similar accomplishments is their strong belief that their abilities, focus, and faith will produce the outcomes that they are looking for."



**Jordan Stuart**  
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"I'm taking the sales pitch out of success. I'm not a sales guy. Instead, I've built relationships."



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- Brandy Segel, The Myers Team, RE/MAX



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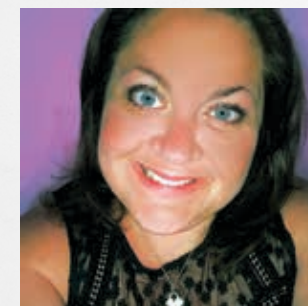
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▶▶ partner spotlight

By Zach Cohen | Photos by Kelci Alane Photography



Melissa, Paul's wife, Charlie, their daughter, and Paul

# Paul CORONEOS

Foresters Financial Services, Inc.

## Foresters Financial

"I never lose focus on what being a financial advisor is all about — and that's helping people and protecting their wealth."

A native of Rockville, Maryland, Paul Coroneos always had a keen interest in the world of finance and investments. Coupled with a genuine desire to help others build the lives of their dreams and to give back to the community, Paul has found a home at Foresters Financial Services.

### Building a Career

Rewind to Paul's teenage years, and you'll find a young man that was already building an interest in investing. "As early as middle school, I began participating in mock stock market programs," Paul reflects. "So, as soon as I progressed through the different stages of my education, a career in finance was a very natural choice."

Paul explains, "My goal is to have as big an impact on as many people as possible by helping them achieve their goals." With Foresters Financial, he has been able to do just that. Paul has a genuine passion for helping others. As an investor with real estate holdings in his own portfolio, Paul's personal experience puts him in a unique position to bring knowledge and experience of real estate markets to the table.

### The Desire to Give

"No one has ever become poor by giving." —Anne Frank

For Paul, one of the main draws to Foresters Financial was the company's dedication to giving back to local communities through neighborhood programs, charities, and scholarships.

"Foresters Financial is unique in that — due to its heritage as a fraternal benefit society — its focus is on giving back, both to its members and to the communities and charities its members are passionate about," Paul affirms. According to Paul, Foresters invested more than \$500 million in claims and member benefits, including \$2.2 million in competitive scholarships for students in the United States, Canada, and the United Kingdom in 2017 alone.

"We also provided over \$4.4 million towards community initiatives, such as care packages,



community beautification, create and construct, meal help, volunteer support activities, and fun family events where our members can spend quality time with their families at no cost."

The ability to tie in community work with the desire to impact clients in a positive way on the investment side means Foresters Financial allows Paul to bring a total package of virtue into the world.

In practice, Paul focuses on building relationships, not generating sales. He's confident that real estate agents can relate to that sentiment. "Because I am so passionate about my clients as people," he expresses, "I take into account their entire situation, not just the financial element, to address their needs in the most holistic manner possible."

### Family Time

In 2016, Paul and his wife Melissa were married in Greece. In 2017, they welcomed their first child Charlie into the world. "Our greatest enjoyment at this stage in our lives is watching Charlie grow and learn new things each day," Paul says.

"Whenever I am not working, my favorite way to spend time is to be with my family, whether that is playing with my daughter, working out at the gym where my wife works as a trainer, or relaxing together at home."

The same patience and dedication that Paul displays in his work as a financial advisor extends to every corner of his life — family time included. As a father, a husband, and an advisor, Paul is intently focused on simply doing what is best, "and the rest will take care of itself," he says.

Foresters Financial Services, Inc. provides everyday families and individuals with financial solutions, guidance, and tools to meet their needs across all life stages. For more information, visit [www.foresters.com](http://www.foresters.com).





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# JORDAN STUART

By Zach Cohen

Persistence, clarity, and a little bit of luck have allowed Jordan Stuart to corner a truly unique niche in the D.C. real estate market. He's now the founder and CEO of Next Move, a nationwide network of real estate agents that cater to athletes and entertainers. Additionally, he's the Executive Director of the Keller Williams Sports and Entertainment Division, operating with a level of discretion for this real estate client base at both the local and national levels.

The route to his success wasn't always smooth. Jordan's path to real estate sales was a winding journey.

## From Consulting to Real Estate

Rewind to Jordan's earlier days, and you'll find a young man with a formal education background. He graduated from Harford College, a challenging liberal arts school, and followed the path handed to him by his teachers and parents. Jordan embarked on building a career in consulting, working a stable, 9-to-5 job.

At 24, his grandmother passed away, and Jordan came into some inheritance money. Jordan's parents asked him if he would rather use it to attend graduate school or buy a condo in D.C. He chose the latter. The experience with his real estate agent during the transaction would greatly affect his future.

"I looked at the amount of work I was doing on my own compared to the agent and thought, as a true entrepreneur, I can do better. I did the math," Jordan explains. So, he got his real estate license and began working part-time around his work in consulting. In year one, he earned less than \$10,000 in real estate. That increased to \$30,000 in year two. After a few years, Jordan's real estate income had ballooned to the point where he was ready to commit full time.

## Finding His Niche

"I looked at real estate as an opportunity to find a niche that nobody else was doing," Jordan explains. "It's hard in this business. You go into every listing appointment, and for most realtors, the only differentiator is that they can offer great customer service. I didn't want to get into that mode because there were going to be 10 other agents at my level, and we're all going to be relatively equal. I wanted to find a way no one could compete with me."

Jordan recognized that D.C. has six major sports teams. "I thought when these athletes are selling houses, who's doing it? I couldn't get a clear answer from any one particular person."

Jordan's first opportunity came through a fortuitous connection: a rental listing in Arlington, Virginia.





“I got an email from a random gentleman that asked about renting an apartment furnished for a six-month period. It turned out it was a Washington Capitals player,” he retells.

Jordan reminded the player that the listing was unfurnished, and for a year minimum. He wondered, “Why is this player emailing me?” The Capitals player was young and had just made the team. Apparently, there was no one within the organization that was helping players find housing. The team stayed out of the housing process entirely, leaving the players to figure it out on their own.

“So, I helped him out,” he reports. “That was my ground zero...It was an opportunity.”

Jordan leveraged his relationship with this first player into lunch with the player services manager of the Washington Capitals.

“I went into that lunch thinking I could approach this gentleman and say, ‘I can do that for all your players,’ and it would be that easy,” recounts Jordan. “I gave him my idea that I would be the Capitals representative. He said to me, ‘Jordan, I could go out and get four or five real estate agents in Northern Virginia who would pay me to work with my players. It’s not about if you can do a good job with them — a lot of people can. We just don’t get involved with players and housing. We focus on our team and winning games.’ He paid the bill for lunch, got up, and left me sitting there.”

The meeting didn’t exactly go as Jordan had hoped. However, he persevered. Every time a player would make the team, Jordan would text the player services manager offering his assistance, “and he just wasn’t



interested,” Jordan recalls. “He had such a private relationship with the players.”

The next season, there was another young player that made the team and was in need of housing. Surprisingly, the player services representative from the Capitals called Jordan.

“He said he was going to give me an opportunity with another player. He added, ‘Just don’t mess it up,’ basically. He might have used more colorful language than that,” Jordan says with a laugh.

Jordan would go on to receive raving reviews from his second interaction with a Capitals player. When the team traded for a star during the season, Jordan was once again called upon to help find housing in a pinch.

“And ever since then, I’ve been the go-to resource for the Washington Capitals. I’ve helped out seven coaches, including their new head coach, as well as players.”

Looking ahead, Jordan is beginning to think bigger. He recently launched Next Move, a nationwide network of real estate agents and partners to assist with transactions and sales as players relocate or seek investment opportunities.

“I like to think that I’ve created an entrepreneurial business model in real estate based solely off of personal relationships,” Jordan says. “I’m taking the sales pitch out of success. I’m not a sales guy. Instead, I’ve built relationships.”



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# GET SEEN IN 2019

## Easy Ways to Create Great Content

By Christina Daves



### Easy Ways to Create Great Content

The one thing I hear quite often from my clients is that it's so difficult to come up with ideas for content. It's imperative in today's online culture that we have content. People will check you out before they work with you, and they need to see that you are a real estate expert. But, coming up with the content can be grueling and actually quite stressful.

Here is a month's worth of content ideas that you can use every single month to create social media posts and/or blogs.

1. Share an inspirational quote
2. Answer a frequently asked question
3. Post something seasonal
4. Share an image
5. Repost something that went well last year
6. Post an infographic (check out [www.Fiverr.com](http://www.Fiverr.com) to have one easily made)
7. Ask your audience a multiple-choice question
8. Highlight a customer of the month
9. Create and post a video
10. Take a picture of your workspace, office, or co-workers

11. Introduce your newest employee
12. Interview a customer
13. Post a #TBT
14. Post a fill-in-the-blank question
15. Share your favorite place in the community
16. Welcome a new business in the community
17. Share someone else's content
18. Do a Facebook Live
19. Share a statistic about your industry
20. Do a "how to"
21. Share your favorite business book
22. Talk about your favorite charity

23. Provide a tip
24. Celebrate a birthday, anniversary, or milestone
25. Offer a "freebie" so people join your email list
26. Offer a discount or coupon
27. Thank your customers
28. Correct a common misconception about your business
29. Share your newsletter

Use this list every month to create great content. Put this list in a Google Doc and start brainstorming ideas next to it so you're ready to post every day. Content is king, and you definitely want to stand out as the real estate expert to potential buyers and sellers.



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



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# What are your top three productivity hacks for getting started with your day?



## MYNOR HERRERA

1. We have a morning huddle with our admin team to discuss any transitional issues, such as a home inspection or financing update. This way we can each focus on our one thing for the rest of the morning. In the agents' case, our one thing is lead generation from 9:30 am-12:30 pm.

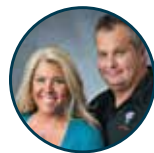
2. We script practice and role play prior to our lead generation session. We want to make sure we practice on each other and not on our clients.

3. Personally, I bunker up by getting water and a snack so I don't have to leave my seat again until I'm done with my lead generation session.



## MELINDA ESTRIDGE

I am a big believer in time blocking. I set up my perfect day and week. I schedule prospecting, appointments, office time, and time off. It keeps you on track if you stick with it.



## DENISE AND RICH FOX

Early start to the day with meditation and a workout. Really clears my head and creates space and energy for a super productive day.



## TODD VASSAR

Eat the frog. Start with your most challenging, most unpleasant, or most delayed task. You can move through the rest of your day with more focus and a happier disposition.



## JOHN YOUNG - REALTOR

1. Put time-wasting websites in "time out." It's too easy to get lured into clicking around on Facebook rather than working!

2. Put "must-do" tasks first rather than the two-minute easy tasks.

3. Make sure every active client is communicated with at least once per day - even if there are no new listings to see or updates to report on.



## MAYA HYMAN

1. Walking my dog, Charlie! Gets me up and going and falling back in love with my neighborhood.

2. Reading my "quote of the week" I've chosen.

3. Coffee...always!



## JORDAN STUART

My daily productivity hacks are all centered around conversations with my most important relationships. First, connecting with my wife and three small children over breakfast to ensure I'm aware of the family schedule and what is needed from me. Second, touching base with my support team to get intelligence on the priorities of the day. Finally, connecting with my clients to ensure that their needs are being addressed. Once those three boxes are checked, I'm usually set for success each and every day.



**My daily productivity hacks are all centered around conversations with my most important relationships.**



## YVONNE LEE II

My three productivity hacks are:

1. I believe in being in the moment and giving whatever I'm doing my complete attention, no matter what else is happening. If that one thing is done correctly the first time, I don't have to worry about going back to it at a later time.

2. Write down everything. I have to do it daily in the morning and start with the most urgent item.

3. I write down three things that I am grateful for in the morning and three moments of joy from my day in the evening. This keeps me motivated and full of the energy I need to continue to produce at a high level.



## KORNELIA STUPHAN

Turning the phone off and not looking at emails for the first two hours of my day.

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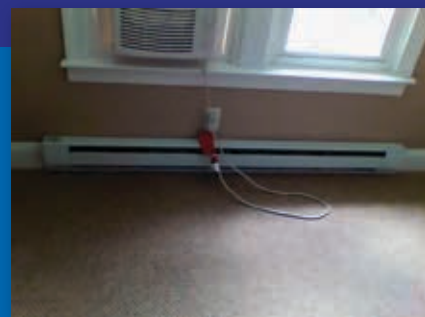


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program, known as N2GIVES, allows us to do this on a global scale. Because of N2's financial support, worthy organizations around the world are able to rescue thousands of trafficking victims, giving them hope for a new future and reminding them their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

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

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# Yvonne

Let Passion  
and  
Faith Guide

# LEE II

By Zach Cohen

“The edge that successful people have over others who have not experienced similar accomplishments is their strong belief that their abilities, focus, and faith will produce the outcomes that they are looking for.”

In 2012, Yvonne Lee II was working in the corporate world leading a sales team for Comcast. That year, her life and career trajectory would change forever as the result of a Groupon event that she attended with a friend.

“My friend saw a Groupon for a tour of all the luxury homes on the market in D.C., and we went. I remember being in awe of the agents who opened the doors as they were so professional and well put together. They looked so sharp showing the homes. I’ll never forget the feeling that came over me at that moment,” Yvonne shares. “For the first time in my life, I knew that this is where I was supposed to be. I could see myself opening those same doors. My spirit ensured me this was my calling. By the end of the tour, my wife and I took a picture standing in front of Sotheby’s, and I knew immediately that I wanted to get my real estate license.”

Only a few months later, Yvonne did just that. She planned to start part time in real estate while working around her full-time job. As fate would have it, Yvonne would fully commit to real estate faster than she expected.

“I got fired the week after my daughter was born,” Yvonne recalls. With gumption and conviction, she dove into real estate head first.

“[My decision to become a real estate agent] came from me feeling a passion -- from wanting to do it,” she expresses. “I make decisions with my heart. I trust my heart. I trust my instincts. I live my life by that.”

After beginning as a buyer’s agent, Yvonne was hired by Trulia to sell advertising to agents. She left real estate sales to build her life around helping other agents market their business online with Trulia and Zillow. While she enjoyed the work, travel requirements were extensive.

“In 2015, I left Zillow, and I had an intimate conversation with God. I said, ‘I don’t like being away from my family like this. Real estate has to work full time.’ So, I went back to real estate, and I haven’t looked back.”

Yvonne has been in sales her entire career, but it’s her work in real estate that genuinely fills her soul. “I just love selling,” she says, “and I love making a difference.”

Six years after her first venture into real estate, Yvonne is blessed with the life of her dreams. Her ability to impact the lives of others makes her ever grateful for the opportunity to be in real estate. Yvonne is married with two children — “miracle children” as she calls them. Bliss Journey is now 6 years old, and her son August Luther is 1 year old.

Yvonne is equally passionate about being of service to people in need outside of her real estate business. If she is not out helping her clients or enjoying quality time with her family, she is aligning herself with charitable organizations that project her values.

A group that she holds dear to her heart is the Latin Youth Organization in Columbia Heights, Maryland. Their mission is to aid and improve the quality of life for youth, ages 11–24, of all backgrounds, including low-income minors, teen parents, homeless teens, LGBTQ youth, young people in foster care and juvenile justice systems, and those facing mental health, substance abuse, or complex family issues.

“We help gay and lesbian youth in addition to any youth that needs help — on the streets or their parents kicked them out for being different. They have written all over the walls, ‘We count. We make a difference,’” details Yvonne. “I want to be involved with an organization that can touch someone like that so close to home. I love that.”

In all aspects of life, Yvonne seeks to make the most positive impact she is capable of doing. “If God puts me in their path, I believe I’m supposed to help them. I see how things change other’s lives and know it’s what I’m meant to do.”





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# PROPERTY LINES

By David Parker

It has been nearly 35 years since I wrote my first Property Lines column. It has appeared in real estate magazines, newspapers, newsletters, and was even cited in a textbook. A lot has changed in those 35 years. We have seen the dawn of cell phones, the advent of computers and the internet, and much more. And I even found someone willing to stay married to me for 30 years. As I think about how our industry has changed so much, I am reminded of a settlement that happened right after we began to utilize fax machines.

We were at the settlement table and the loan officer called indicating that we were not allowed to proceed any further until he was given a copy of the termite inspection report. As luck would have it, one of the agents had the report with her and we, being somewhat technologically advanced at that time, had just purchased a fax machine. No one really knew exactly how it worked, but at least we had the machine. And the loan officer had one, too. So I called in our new secretary and asked her to fax the termite report down to the loan officer. Thinking that it wouldn't take but a minute to complete this task, I went back into the settlement room to entertain the crowd while we waited for the phone call from the loan officer authorizing us to proceed. Twenty minutes went by, I had used up all of my jokes, and people were starting to get anxious. So I went back to check on the secretary. "What is the problem?" I asked. With a somewhat flustered look on her face, she turned around and said, and I promise I am not making this up, "Every time I put the termite report into the machine to fax it to the loan officer, instead of going to him, it just slides right out the other side of the machine. It's not going to the loan officer." About ten seconds later, I received a frantic phone call from the loan officer. "It's all ok," he screamed. "Do your settlement! I have 23 copies of the termite report. Please, just stop sending it to me!"

As much as our industry has evolved, some parts of our real estate world have remained unchanged. I am reminded of a story from a time when I went on a visit to my future in-laws. I was newly engaged at the time. It was my first trip to their house in Raleigh, and I was, undoubtedly, extremely nervous. My future father-in-law had to run an errand and asked me to come along for the ride. Off we went to the fishing department at Walmart, a place that I, admittedly, had not spent very much time in. In fact, my recollection at the time was that when we wanted a fish, we went to the deli and bought one. Cooked and ready to eat. I watched in amazement as my soon to be father-in-law studied each, of what seemed to me, to be thousands of fishing hooks, lures, and bait. To be honest, most of them looked the same to me, although I was somewhat in favor of the purple worms because they matched the school colors of my college. After a half hour or so, my future father-in-law finally reached for one package, looked at me, and stated, "This is the one I want." Relieved that this otherwise uninteresting errand was about to end, my soon to be father-in-law stopped dead in his tracks, turned around, and reached for a second package of the same bait. He looked at me very seriously and stated, "Always remember your fishing buddy."

I tell you that story so that I can tell you this one. It was a recent settlement and there had been a problem with a missing garage door opener. The buyer ultimately said he was fine with just one opener. In a strange twist, the listing agent came in a bit late to settlement, and she mentioned that she was at the store over the weekend because her garage door opener had broken, so she bought a replacement one. As she was telling the story, I thought about the story with my father-in-law and the fishing bait. As if scripted by a Hollywood writer, the agent, looking directly at the buyer, said, "As long as I was there, I thought I would buy one for you, too."

Indeed, a lot has changed in our industry since I started writing this column. But some things never change. Be honest with your customers. Be kind to everyone involved with the transaction. And perhaps most important, always remember your fishing buddy.



David Parker is an attorney and the President of Village Settlements, Inc. His columns have appeared regularly in local newspapers, magazines, and newsletters. He is the co-author of the book, "Real Estate Practice in D.C., Maryland, and Virginia." This column, Property Lines, will take a look at the lighter side of real estate transactions. Readers are encouraged to contact him with topics that they would like to see discussed. He can be reached at [dparker@villagesettlements.com](mailto:dparker@villagesettlements.com).



# Mynor Herrera

## A DIFFERENT PERSPECTIVE

### ►► cover story

By Karla Lutz Bowling

*Mynor Herrera, CEO of Mynor & Associates, Keller Williams Capital Properties, was born and raised in D.C. and has lived inside the Beltway his entire life. He attended DeMatha Catholic High School and American University, both of which he credits as having a tremendous impact on his life. However, it was his upbringing as the proud son of Guatemalan parents that was the catalyst for his tireless work ethic and ambition to succeed.*

“I grew up with a different perspective than most people. My dad always told me that as a Latino, I would have to be better than everyone else just to be considered equal. When I was a kid and showing early signs of success in school and sports, he told me that I would not just be representing my family and school, I would also be representing our entire race. It was a huge responsibility to place on a little kid, but it’s one I took head on, and I still do,” Mynor shares.

At DeMatha, Mynor excelled as a student leader and was a National Prep Wrestling Champion. “Being surrounded by some of the brightest minds and best athletes in the country helped adjust my ceiling of achievement. I quickly realized that someone had to be the best, and that ‘someone’ could be me if I was willing to do the work,” he says.

He continued to aim for that high benchmark of success as he embraced new challenges at college. “Attending American University exposed me to people from a completely different socioeconomic level than mine. Their level of expectations in their day-to-day lives were so much higher than mine, but they really weren’t any different from me as a person. Their perspective helped shift my outlook on what was possible. Upon reflection, it’s now easy to see that the work ethic instilled by my family was rewarded at DeMatha



Photos by Ryan Corvello Photography

and put me in a position to succeed at a high level. My experience at American then redefined and elevated that level of achievement,” Mynor recounts.

After graduating, Mynor landed a job in public relations and moonlighted as a DJ at several popular nightclubs in D.C. It was during this time that Mynor said his father indirectly played a pivotal role in sparking his fascination with real estate. “My dad kept pushing me to go to graduate school. When he realized I was dead set against it, he



Family Photo: Enrique, Mynor, Ina, Espen

shifted his focus and encouraged me to buy a home. I was 22 and had no clue what I would do with a house, but he agreed to let me live my life if I bought one,” he laughs. “So at age 24, after saving all of my DJ money for two years, I bought a condo in downtown Bethesda in 1999.”

The timing was perfect. The area had yet to skyrocket, and Mynor was able to buy the condo at below market value. Even better, he rented out the second room, which essentially covered the mortgage. His successful investment experience gave him the confidence to buy two more rental properties in Ocean City, Maryland. By age 30, he already owned three properties and was becoming well versed in what it would take to thrive in the real estate industry. A few years later, he decided to forego a ten-year successful career in public relations and dive head first into real estate graduating first in his class at the Weichert Real Estate Academy. Within six weeks, he sold his first home. By his second year, he was the No. 1 agent in his Bethesda office producing \$10 million in sales.

He hasn’t slowed down since. Currently in his 12th year as an agent, he is ranked among the top one percent of Real-

**“Sometimes it tilts towards work and sometimes towards your personal life. You just have to communicate with your family, and yourself, as to which way you are tilting. You also have to understand that it’s extremely rare to have a true real estate emergency. We often create these stories in our head about expectations, but as long as you have great communication and a high level of service, clients will be fine.**

**So, go ahead and enjoy your life.”**

tors® nationwide and recognized as one of the nation’s top 250 Latino real estate agents. His total career volume is more than \$250 million, and his 2017 volume was \$40 million. The Mynor & Associates Team has been recognized by Washingtonian Magazine’s Best of Real Estate from 2014–2018, earned the National Association of Hispanic Real Estate Professionals (NAHREP) Top 250 Latino Agents Award 2014-2018, REAL Trends Top Ranking Team 2015–2018, Keller Williams Capital Properties Bethesda-Chevy Chase Team of the Year 2014–2016, and Keller Williams Capital Properties Bethesda-Chevy Chase Group of the Year in 2017.

For Mynor, success is when you actualize on your potential. “People who are successful are simply those who failed but didn’t stop pursuing their goals,” he says. “I like challenges. I’m competitive. I like to succeed. Most of all, I enjoy the journey of trying to become the best. I may never actually achieve that, but it will never stop me from striving to be the best possible version of myself. It’s all about the process.”

Mynor adds that he brings a high level of passion and energy to his work and a sense of levity that creates a fun working culture. “I do what I say I will do. We all know how to succeed in real estate, but we don’t all do it. It’s not rocket science. Our team is disciplined in our approach. We focus on our one thing: the first domino. Then we go from there. We understand that success is sequential, not simultaneous.”

He emphasizes that even though success is simple, it is not easy. “Don’t overcomplicate things. Build your database, grow it, and communicate with it 33 plus times a year. And, never stop learning. Ever. I am rarely the smartest person in the room. If I am, I find a different room.”





Team Photo:  
Left to right: Jim Holland, Mynor Herrera, Josh Kram, Andrea De Melo, Marie Vidro, Jumoke Akiosi, Leslie Herrera, Ina Herrera

Mynor suggests that agents who want to start a team should take their time and start hiring well before they feel it is necessary. "If you do it the right way, you will only have to hire three people to begin with: an administrator, a lead buyer's agent, and a lead listing agent. They should build the empire for you. Constantly be on the hunt for talent. If you are looking for that one-out-of-a-hundred talent, then you will need to speak with 100 people. Also, always be on the lookout to replace yourself, even if you aren't at that point yet, because one day you will be and you want to have a bench to tap."

Mynor and his wife, Ina, have two children, Espen, 12, and Enrique, 9. Ina is an artist as well as the creative director of the Mynor & Associates Team. Both Espen and Enrique are straight-A students, play soccer and are wrestlers. Mynor helps coach his oldest son's soccer team along with his father. He also is the head coach of both boys' wrestling teams. "Being

able to coach with my dad is awesome. I also realize I only have a handful of years left with my kids before they go to college, and I want to create a strong foundation of success, as well as memories that last a lifetime."

Mynor understands that creating a healthy work/life ratio is a balancing act. "Sometimes it tilts towards work and sometimes towards your personal life. You just have to communicate with your family, and yourself, as to which way you are tilting. You also have to understand that it's extremely rare to have a true real estate emergency. We often create these stories in our head about expectations, but as long as you have great communication and a high level of service, clients

will be fine. So, go ahead and enjoy your life."

Mynor adds, "I like that we can work in a culture that is more reflective of us as people and that we have the opportunity to make an impact on one of the most significant decisions of people's lives. And although I love real estate, I keep things in perspective and understand that it is what I do — it is not who I am. It's important to me to be remembered as being a good father, husband, family man, mentor, and friend, and as always having a smile on my face."

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<b>Retirement Planning</b> <ul style="list-style-type: none"> <li>• Retirement Goal Setting</li> <li>• Social Security Analysis</li> <li>• Business Planning</li> <li>• IRA Contributions &amp; Conversions</li> <li>• 401(k) Management &amp; Employer-Sponsored Plans</li> <li>• Annuities &amp; Pensions</li> <li>• RMDs &amp; Withdrawal Strategies</li> </ul>	<b>Risk Management &amp; Insurance</b> <ul style="list-style-type: none"> <li>• Review of Existing Policies</li> <li>• Life Insurance Needs</li> <li>• Long-Term Care Insurance</li> <li>• Disability Insurance</li> <li>• Beneficiary Reviews</li> <li>• Tax Advantages of Life Insurance</li> <li>• Critical &amp; Chronic Illness Planning</li> </ul>	<b>Family Services</b> <ul style="list-style-type: none"> <li>• College Savings Planning</li> <li>• 529 College Savings Plans</li> <li>• Benefits of Roth IRAs for Children</li> <li>• Gifting</li> <li>• Elderly Planning</li> <li>• Legacy Planning</li> <li>• Divorce &amp; Widowhood Services</li> </ul>
		<b>Tax Management</b> <ul style="list-style-type: none"> <li>• Review of Cost Basis</li> <li>• Review Realized Gains</li> <li>• Deductions &amp; Credits</li> <li>• Potential Roth Conversions</li> <li>• Asset Location</li> </ul>

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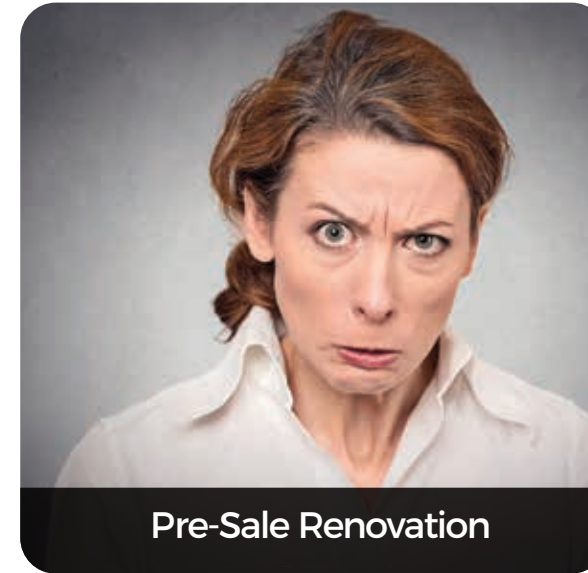
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# NOVA REAL PRODUCERS BRUNCH



Our first *DC Metro Real Producers* event of the year was amazing! We had a lovely brunch, and the feedback from all who attended has been overwhelmingly positive.

Kudos to Jeremy Lichtenstein, of RE/MAX Realty Services, for this beautiful listing in Bethesda, Maryland. The food was awesome (The Omelette Man), and the networking was phenomenal.

Thank you again for taking part in this informing and inspirational community, and please mark your calendars to attend **The Awards Gala on March 14**. This is one event you do not want to miss. Be on the lookout for your invitation.

Once again, we could not have done this without the support of our phenomenal event sponsors: Curbio, Eastern Title and Settlement, and Town and Country Movers.













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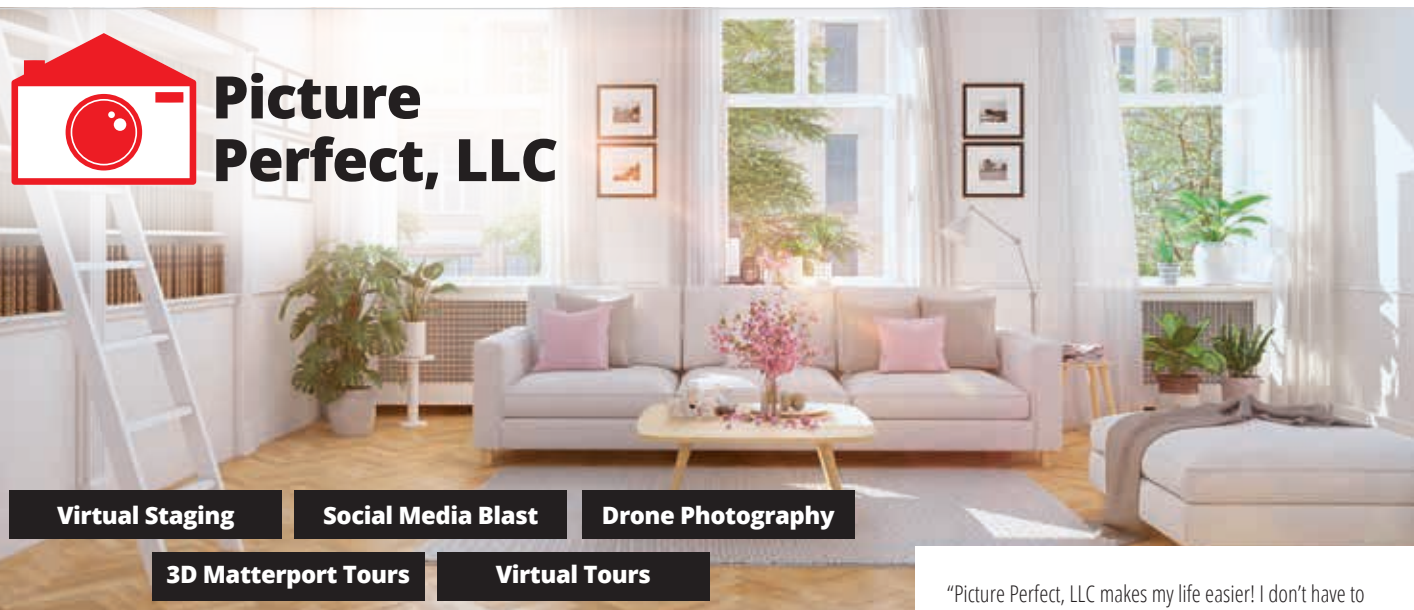
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## TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Oluwatuminiu Demuren	Central Properties	4	3	7	\$12,357,500
2	Lee Murphy	Washington Fine Properties	2	2	4	\$10,130,000
3	Michael Rankin	TTR Sotheby's International Realty	2	1	3	\$9,585,000
4	Nancy Taylor Bubes	Washington Fine Properties	3.5	0	3.5	\$9,375,000
5	Barak Sky	Long & Foster Real Estate	3	5	8	\$8,241,500
6	Jennifer Smira	Compass	5.5	5	10.5	\$7,192,600
7	Alejandro Luis Martinez	RE/MAX Elite Services	4.5	11	15.5	\$6,402,550
8	Trent Heminger	Compass	7.5	1	8.5	\$6,390,997
9	Marc Fleisher	TTR Sotheby's International Realty	2.5	0	2.5	\$6,292,500
10	Avi Galanti	Compass	3	1	4	\$6,025,000
11	Frederick Roth	Washington Fine Properties	1.5	2	3.5	\$5,601,500
12	Alyssa Crilley	Washington Fine Properties	2	3	5	\$5,595,000
13	David Getson	Compass	3	8	11	\$5,547,678
14	Rina Kunk	Compass	1	3	4	\$5,427,900
15	Joseph Zorc	Coldwell Banker Residential Brokerage	3	1	4	\$5,244,000
16	Theresa Burt	Washington Fine Properties	2	2	4	\$4,920,000
17	Corey Burr	TTR Sotheby's International Realty	1.5	1	2.5	\$4,895,500
18	Katrina Roeckelein	Coldwell Banker Residential Brokerage	0	1	1	\$4,890,000
19	Kate Hanley	Urban Pace, A Long & Foster Company	5	1	6	\$4,880,832
20	Jonathan Taylor	TTR Sotheby's International Realty	0	1	1	\$4,800,000
21	Jill Balow	Greystone Realty .	2	2	4	\$4,558,800
22	John Kirk	Tower Hill Realty	9	0	9	\$4,552,085
23	D'Ann Lanning	Compass	5.5	2	7.5	\$4,458,850
24	Thomas Reishman	Compass	10	0	10	\$4,432,500
25	Evelyn Branic	Coldwell Banker Residential Brokerage	5	1	6	\$4,425,500
26	Heidi Hatfield	Washington Fine Properties	0	1.5	1.5	\$4,350,000
27	Ira Hersh	Long & Foster Real Estate	1.5	1	2.5	\$4,326,500
28	James C. Peva	Washington Fine Properties	1	2	3	\$4,324,900
29	Sarah Grinder	The One Street Company	0	1	1	\$4,275,000
30	Natalie Hasny	Capital Residential Properties	1	0	1	\$4,275,000
31	Amanda Provost	Compass	0	2	2	\$4,154,000
32	Renee Peres	Compass	3.5	2	5.5	\$4,128,500
33	Lori Leasure	Washington Fine Properties	2	0	2	\$4,123,000
34	Mary Noone	Compass	0	3	3	\$4,038,147

**Disclaimer:** Information based on reported numbers to MLS as of February 5, 2019. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. If you had any sales outside of the DC Metro Real Producers service area (DC, Montgomery, Prince Georges, and Frederick counties), that could also account for a discrepancy. DC Metro Real Producers does not compile this data nor claim responsibility for the stats reported to/by MLS. Data may vary up to 3 percent.



# TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
35	Anne Weir	Washington Fine Properties	1	0.5	1.5	\$4,000,000
36	Suzanne Desmarais	Compass	2	2	4	\$3,929,000
37	Barbara Nalls	TTR Sotheby's International Realty	3	1	4	\$3,872,500
38	Cheryl Leahy	Long & Foster Real Estate	3	0	3	\$3,682,500
39	Meredith Margolis	Compass	1.5	1	2.5	\$3,638,500
40	Dana Rice	Compass	1.5	1	2.5	\$3,552,000
41	Marin Hagen	Coldwell Banker Residential Brokerage	1.5	1	2.5	\$3,525,000
42	David Bediz	Keller Williams Capital Properties	4	2	6	\$3,462,400
43	Ginette R. Winston	Winston Real Estate	1	1	2	\$3,450,000
44	Norman Domingo	Xreality.Net	6	0	6	\$3,404,004
45	Russell Brazil	Long & Foster Real Estate	1	6	7	\$3,346,900
46	David Sprindzunas	Evers & Co. Real Estate, A Long & Foster Company	1	2	3	\$3,295,000
47	Tamara Kucik	Tower Hill Realty	3.5	1	4.5	\$3,192,490
48	Matthew Mchugh	Washington Fine Properties	0.5	1	1.5	\$3,160,000
49	Steve Agostino	Compass	2	1	3	\$3,125,000
50	Chelsea Traylor	Redfin Corp	5	0	5	\$3,076,000
51	Bryan Kerrigan	Redfin Corp	5	0	5	\$3,006,000
52	Eileen Mcgrath	Washington Fine Properties	1.5	0	1.5	\$2,992,500
53	Erich Cabe	Compass	0.5	2	2.5	\$2,985,900
54	Thomas Faison	RE/MAX Allegiance	3	0	3	\$2,947,000
55	Jan Brito	Compass	3	2	5	\$2,921,500
56	Eva Davis	Compass	0	2	2	\$2,919,000
57	Steven Cline	Coldwell Banker Residential Brokerage	1	1	2	\$2,900,000
58	Fleur Howgill	TTR Sotheby's International Realty	1	2	3	\$2,807,500
59	Pamela Sharma	Robert K Wormald	2	0	2	\$2,797,000
60	Luis Vivas	Keller Williams Capital Properties	3	1	4	\$2,786,000
61	Margot Wilson	Washington Fine Properties	1	1	2	\$2,770,000
62	Matthew Maury	Stuart & Maury	2	1	3	\$2,760,000
63	Michael Matese	Long & Foster Real Estate	2	0	2	\$2,760,000
64	Robert Myers	RE/MAX Realty Services	5	2	7	\$2,724,900
65	Cheryl Abrams	RE/MAX United Real Estate	2	3	5	\$2,691,700
66	Anslie Stokes Milligan	Mcenearney Associates	2	1	3	\$2,680,000
67	Sarah Funt	Long & Foster Real Estate	1	1	2	\$2,660,000
68	James Bass	Real Estate Teams	2	4.5	6.5	\$2,644,900
69	Marjorie Halem	Compass	0	3	3	\$2,640,000
70	Elizabeth Hughes	Compass	1.5	2	3.5	\$2,635,750
71	Grettell Delcid	Mackintosh	1	1	2	\$2,624,038

Rank	Agent	Office	List #	Sell #	Total #	Total \$
72	Jean Bourne-Pirovic	Long & Foster Real Estate	5	0	5	\$2,623,000
73	Matthew Zanolli	Compass	3	0	3	\$2,605,500
74	Non Member	Metropolitan Regional Information Systems	0	7	7	\$2,604,411
75	Asif Qadir	RE/MAX Premiere Selections	1	3	4	\$2,584,900
76	Carl Becker	Premier Properties	0	1	1	\$2,580,000
77	Phyllis Young	Coldwell Banker Residential Brokerage	2	0	2	\$2,562,500
78	Kymer Lovett-Menkiti	Keller Williams Capital Properties	3	0	3	\$2,560,000
79	Kerry Fortune	Washington Fine Properties	0	2	2	\$2,523,750
80	Kelly Williams	TTR Sotheby's International Realty	1	1	2	\$2,499,500
81	Judith Seiden	Berkshire Hathaway Homeservices Penfed Realty	1	1	2	\$2,481,500
82	Tammy Gale	Washington Fine Properties	1	1	2	\$2,469,000
83	Elizabeth Lavette	Washington Fine Properties	1	0	1	\$2,467,650
84	Jeffrey Brier	Compass	0	1	1	\$2,467,650
85	John Lee	RE/MAX Success	2	2	4	\$2,435,500
86	Sonny Arora	Evergreen Real Estate, Inc	0	2	2	\$2,432,500
87	Maxwell Rabin	TTR Sotheby's International Realty	1	2	3	\$2,431,000
88	Christine Reeder	Long & Foster Real Estate	4	3	7	\$2,403,094

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# TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
89	Tim Barley	RE/MAX Allegiance	2	1	3	\$2,403,000
90	James Kim	Mcenearney Associates	0	2	2	\$2,400,000
91	Christopher Chambers	The One Street Company	2	0	2	\$2,400,000
92	Teresa Burton	Long & Foster Real Estate	3	0	3	\$2,352,400
93	Timothy Brooks	Keller Williams Realty Centre	6	4	10	\$2,342,500
94	Kimberly Cestari	Long & Foster Real Estate	1	1	2	\$2,320,000
95	Sheena Saydam	Keller Williams Capital Properties	2	4	6	\$2,304,500
96	Troyce Gatewood	RE/MAX Results	2	4	6	\$2,288,400
97	Loic Pritchett	TTR Sotheby's International Realty	1	2	3	\$2,261,900
98	Joan Karpa	Long & Foster Real Estate	1	1	2	\$2,250,000
99	Robert Hryniewicki	Washington Fine Properties	0.5	1	1.5	\$2,235,000
100	Elizabeth Harrington	Long & Foster Real Estate	0	1.5	1.5	\$2,215,000
101	Asmeret Demeter-Medhane	Long & Foster Real Estate	0	2	2	\$2,200,000
102	Marian Huish	Exp Realty	2	0	2	\$2,200,000
103	Guy-Didier Godat	Evers & Co. Real Estate, A Long & Foster Company	0	1	1	\$2,200,000
104	Elaine Koch	Long & Foster Real Estate	3.5	0.5	4	\$2,169,900
105	Cecelia Leake	Compass	1	1	2	\$2,155,000

Rank	Agent	Office	List #	Sell #	Total #	Total \$
106	Harrison Beacher	Keller Williams Capital Properties	2	2	4	\$2,154,899
107	Mark Ellington	Keller Williams Preferred Properties	2	1	3	\$2,151,000
108	Michael Fowler	Compass	0	1	1	\$2,150,000
109	Thomas Hennerty	Netrealtynow.Com	6	0	6	\$2,129,200
110	Guiying Pan	Signature Home Realty	2	3	5	\$2,110,000
111	Melanie Hayes	TTR Sotheby's International Realty	1	1	2	\$2,099,000
112	Sherri Anne Green	Coldwell Banker Residential Brokerage	1	2	3	\$2,094,000
113	Adam Gelb	Long & Foster Real Estate	1	0	1	\$2,060,000
114	Katherine Fleskes	Long & Foster Real Estate	1	1	2	\$2,050,000
115	Margaret Babbington	Compass	0	4.5	4.5	\$2,029,000
116	Sylvia Bergstrom	Coldwell Banker Residential Brokerage	1.5	0	1.5	\$2,025,000
117	Shelley Gold	Compass	1	1	2	\$2,012,500
118	Samantha Damato	Long & Foster Real Estate	1	2	3	\$2,009,000
119	Jason Martin	Rlah Real Estate	1	2	3	\$2,005,000
120	Monica Boyd	Coldwell Banker Residential Brokerage	1	0	1	\$2,000,000
121	Richard Morrison	Redfin Corp	0	3	3	\$1,985,000
122	Michael Brennan	TTR Sotheby's International Realty	4	0	4	\$1,985,000
123	Brett West	Mcenearney Associates	0.5	3	3.5	\$1,984,950
124	Nathan Dart	RE/MAX Realty Services	3	0	3	\$1,980,000
125	Lisa Sabelhaus	RE/MAX Town Center	2	2.5	4.5	\$1,955,000
126	Catherine Davila	Redfin Corp	4	1	5	\$1,943,500
127	Jacob Anderson	Coldwell Banker Residential Brokerage	1	1	2	\$1,940,000
128	Ross Vann	Compass	0	2	2	\$1,936,500
129	Melinda Estridge	Long & Foster Real Estate	1.5	1	2.5	\$1,919,500
130	John Fazio	TTR Sotheby's International Realty	0.5	1	1.5	\$1,915,000
131	Debora Edwards	Long & Foster Real Estate	0	2	2	\$1,887,000
132	Benjamin Puchalski	Compass	1.5	1	2.5	\$1,874,999
133	Alecia Scott	Long & Foster Real Estate	2.5	1	3.5	\$1,863,000
134	John Mammano	Compass	2	2	4	\$1,858,000
135	Cornelia Gibson	Igoldenone Realty And Concierge	3	2	5	\$1,854,000
136	Charisse Callender-Scott	Desiree Callender Realtors And Associate	4	2	6	\$1,845,900
137	Shane Reeder	Compass	0	2	2	\$1,838,500
138	Todd Harris	Long & Foster Real Estate	1	1	2	\$1,834,000
139	Claude Boudrias	Long & Foster Real Estate	0	1	1	\$1,818,500
140	Robert Sanders	TTR Sotheby's International Realty	1.5	0.5	2	\$1,817,925
141	Brent Jackson	TTR Sotheby's International Realty	1.5	0.5	2	\$1,817,925
142	Mary Cunningham	Washington Investment Properties	2	0	2	\$1,805,000

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# TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
143	Carolyn Sappenfield	RE/MAX Realty Services	1	0	1	\$1,800,000
144	Mary Ehrgood	Washington Fine Properties	0	1	1	\$1,800,000
145	Lise Courtney Howe	Keller Williams Capital Properties	1	2	3	\$1,796,500
146	Laura Hershon	Long & Foster Real Estate	1	1	2	\$1,796,000
147	Graham Grossman	Rlah Real Estate	1	1	2	\$1,794,500
148	John Marcario	Redfin Corp	0	4	4	\$1,792,000
149	Carlos Garcia	Keller Williams Capital Properties	1	3	4	\$1,763,000
150	Roby Thompson	Long & Foster Real Estate	2.5	1	3.5	\$1,755,375
151	Evan Marbury	Compass	1	1	2	\$1,742,000
152	Nathan Ward	Compass	0.5	2	2.5	\$1,734,000
153	Mary Saltzman	Compass	1	0	1	\$1,725,000
154	Ethan Drath	Washington Fine Properties	0	1	1	\$1,725,000
155	Amanda Briggs	Keller Williams Capital Properties	2	0	2	\$1,720,000
156	Vanessa Patterson	Berkshire Hathaway Homeservices Penfed Realty	2	1	3	\$1,720,000
157	Katherine Scire	Redfin Corp	0	2	2	\$1,715,000
158	Vicki Johnston	Better Homes And Gardens Real Estate Premier	2	0	2	\$1,712,500
159	Klaus Breitsameter	RE/MAX Realty Group	2	2	4	\$1,710,000
160	Christine Meyers	Long & Foster Real Estate	0	1	1	\$1,710,000
161	Eric Steinhoff	Exp Realty	2	1	3	\$1,710,000
162	Heather Davenport	Washington Fine Properties	0.5	1	1.5	\$1,710,000

Rank	Agent	Office	List #	Sell #	Total #	Total \$
163	Robert Hernandez	Long & Foster Real Estate	2	0	2	\$1,709,000
164	Catherine Czuba	Compass	1.5	0	1.5	\$1,708,750
165	Jacob Abbott	Berkshire Hathaway Homeservices Penfed Realty	1	1	2	\$1,701,000
166	Ehad Hancioglu	Long & Foster Real Estate	0	2	2	\$1,694,900
167	Julie Roberts	Long & Foster Real Estate	0	2	2	\$1,680,000
168	Nicole Roeberg	Redfin Corp	0	3	3	\$1,675,000
169	Monica Cokinos	RE/MAX Platinum Realty	0	6	6	\$1,666,900
170	Mohssen Kabirbaik	Heymann Realty	1	2	3	\$1,661,000
171	Anne Killeen	Washington Fine Properties	1	1	2	\$1,654,099
172	Marjorie Dick Stuart	Keller Williams Capital Properties	2	0	2	\$1,651,000
173	Christopher Bulka	Compass	1	0	1	\$1,642,500
174	John Peters	Compass	1	0	1	\$1,642,500
175	Lorin Culver	Coldwell Banker Residential Brokerage	1	1	2	\$1,640,000
176	Lance Horsley	Keller Williams Capital Properties	0	3	3	\$1,627,500
177	Ryan Butler	Keller Williams Capital Properties	0	2	2	\$1,625,000
178	Karen Kuchins	Evers & Co. Real Estate, A Long & Foster Company	0	1	1	\$1,613,000
179	Lisa Lacourse	Rlah Real Estate	1	0	1	\$1,613,000

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# TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
180	Martin Signore	Keller Williams Capital Properties	1	2	3	\$1,611,000
181	Justin Paulhamus	4J Real Estate	1	2	3	\$1,602,000
182	Kira Epstein Begal	Washington Fine Properties	0	1	1	\$1,600,000
183	Gary Frey	Washington Fine Properties	0	1	1	\$1,600,000
184	Robert Bergman	RE/MAX Allegiance	1	0	1	\$1,600,000
185	Eric Stewart	Long & Foster Real Estate	2	1.5	3.5	\$1,596,500
186	Susan Maguire	Washington Fine Properties	0	1	1	\$1,596,000
187	Alexander Venditti	Coldwell Banker Residential Brokerage	0	1.5	1.5	\$1,591,500
188	Olivia Cordero-Stanley	Long & Foster Real Estate	0	4	4	\$1,578,900
189	Peter Ferguson	Compass	0	2	2	\$1,575,000
190	Daniel Register	Northrop Realty, A Long & Foster Company	4	0	4	\$1,574,973
191	Mary Tinsley Raul	TTR Sotheby's International Realty	1	1	2	\$1,570,000
192	O'Ranti Robinson	RE/MAX Professionals	6	1	7	\$1,566,600
193	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	0	2	2	\$1,564,000
194	John Williams	RE/MAX Realty Services	2	0	2	\$1,560,000
195	Theresa Robinson	Long & Foster Real Estate	1	2	3	\$1,560,000
196	Cailin Monahan	Washington Fine Properties	0	1	1	\$1,550,000
197	Thomas Paolini	Redfin Corp	1	1	2	\$1,533,500
198	Mehrnaz Bazargan	Redfin Corp	2	1	3	\$1,527,000
199	Michael Patrick	RE/MAX United Real Estate	5	0	5	\$1,523,000
200	Monica Mastal	Mcenearney Associates	0	1	1	\$1,523,000
201	Craig Rosenfeld	RE/MAX Realty Group	2	1	3	\$1,521,500
202	Esther Konrad	Compass	1	1	2	\$1,520,000
203	Louis Costanza	Chatel Real Estate	1	0	1	\$1,520,000
204	Kevin Gray	Compass	1	1	2	\$1,511,500
205	Tina Cheung	Exp Realty	1	3	4	\$1,502,000
206	Rory Obletz	Redfin Corp	0	3	3	\$1,501,000
207	Susan Jaquet	Long & Foster Real Estate	1	0	1	\$1,500,000
208	Cheryl Kurss	Compass	0	1	1	\$1,500,000
209	Paul Legere	Keller Williams Capital Properties	0	1	1	\$1,499,900
210	Anne-Marie Finnell	TTR Sotheby's International Realty	0	1.5	1.5	\$1,498,776
211	Brian Cusick	Keller Williams Capital Properties	1	3	4	\$1,498,555
212	John Paynter	Compass	2	0	2	\$1,485,555
213	Lasonya Abney	Cosmopolitan Properties Real Estate Brokerage	8	0	8	\$1,484,675
214	Joy Haskins	RE/MAX Specialists	2	1	3	\$1,477,750
215	Traudel Lange	Washington Fine Properties	1	0	1	\$1,470,000
216	Eric Murtagh	Evers & Co. Real Estate, A Long & Foster Company	1	0	1	\$1,460,000

Rank	Agent	Office	List #	Sell #	Total #	Total \$
217	Zhihao Wang	Unionplus Realty	0	1	1	\$1,450,000
218	Ellen Morrell	Washington Fine Properties	1	0	1	\$1,446,500
219	Stacey Styslinger	Long & Foster Real Estate	1	2	3	\$1,445,000
220	Leslie White	Redfin Corp	0	2	2	\$1,440,000
221	Daniel Heider	TTR Sotheby's International Realty	0	2	2	\$1,429,900
222	Margaret Simpson	Long & Foster Real Estate	0	1	1	\$1,425,000
223	Mercedes Rivera	Fairfax Realty Premier	1	1	2	\$1,421,019
224	Ying Chen	Prestige Realty	0	1	1	\$1,417,500
225	Lynn Spiegel	Buyers Edge Co.	0	2	2	\$1,413,990
226	Margaret Ferris	Compass	0.5	1	1.5	\$1,412,500
227	Theresa Helfman Taylor	Keller Williams Capital Properties	1	1	2	\$1,409,000
228	Daryl Judy	Washington Fine Properties	0.5	1	1.5	\$1,402,400
229	John Taylor	Chatel Real Estate	0	1	1	\$1,400,000
230	Joel Nelson	Keller Williams Capital Properties	2	0	2	\$1,399,900
231	Dawn Chaikin	Berkshire Hathaway Homeservices Penfed Realty	0	1	1	\$1,390,000
232	Balaram Owens	Rlah Real Estate	1	2	3	\$1,383,400
233	Jennifer Chow	Long & Foster Real Estate	1	0	1	\$1,378,694

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# TOP 250 STANDINGS

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

Rank	Agent	Office	List #	Sell #	Total #	Total \$
234	Jay Day	Real Estate Teams	2.5	1	3.5	\$1,375,950
235	Donna Heslop-Adams	Bennett Realty Solutions	2.5	3	5.5	\$1,367,000
236	Courtney Abrams	TTR Sotheby's International Realty	0	2	2	\$1,361,000
237	Preston Innerst	Eya Marketing	1	0	1	\$1,359,599
238	Melinda Schnare	Rlah Real Estate	0	2	2	\$1,350,000
239	Marc Dosik	Help-U-Sell Federal City Realty	2	0	2	\$1,350,000
240	John Coplen	Long & Foster Real Estate	1	1	2	\$1,349,000
241	Paulette Ladas	RE/MAX Realty Group	3	0	3	\$1,345,000
242	Brooke Fox	RE/MAX Realty Centre	1	1	2	\$1,342,000
243	Bradley Rozansky	Long & Foster Real Estate	1	1	2	\$1,340,000
244	Shawpin Jong	Nations Realty	0	1	1	\$1,339,888
245	Jerri Faught	City Chic Real Estate	1	3	4	\$1,338,999
246	Mark Day	Long & Foster Real Estate	3	0	3	\$1,334,000
247	Jubril Wilson	Bennett Realty Solutions	2	1	3	\$1,330,970
248	Tyler Jeffrey	Washington Fine Properties	0	1	1	\$1,325,000
249	Johnice Comer	RE/MAX Realty Group	2	1	3	\$1,320,365
250	Audrey June-Forshey	RE/MAX Realty Services	2	1	3	\$1,319,000

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
251	William Walker	RE/MAX Realty Group	2	1	3	\$1,318,000
252	Andrew Kambick	RE/MAX Realty Group	2	1	3	\$1,317,000
253	Elizabeth Cavalli	RE/MAX Realty Group	2	1	3	\$1,316,000
254	Christine Taylor	RE/MAX Realty Group	2	1	3	\$1,315,000
255	Bob Thompson	RE/MAX Realty Group	2	1	3	\$1,314,000
256	Judy Goodwin	RE/MAX Realty Group	2	1	3	\$1,313,000
257	Leah Murray	RE/MAX Realty Group	2	1	3	\$1,312,000
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